

Products and risk segmentation framework

The genesis

BACKGROUND

Whilst all customers matter, no every customer presents an indoor fire risk to the same degree. For this reason, categorising customers is appropriate, particularly if Bryte is to invest in relevant and cost-effective technologies. Successful remote monitoring depends on a responsive and cooperative customer – a customer that is committed to act and investigate all reported abnormalities for a reliable technological platform to perform at its best. Current customers have been categorised into 3 groupings – namely CAT-1, CAT-2 and CAT-3.

CAT-1 CUSTOMERS



Customer description	Bryte’s interest...	Action...
Site that has an existing indoor automated fire suppression system that is connected to the Fire Control Panel (FCP).	<ul style="list-style-type: none"> FCP should be free of Fire/Fault alarms Gilela should report to stakeholders all Faults/ Fire alarms that, from their initial reporting date, are older than 5 working days Continuous onboarding of additional sites 	<ul style="list-style-type: none"> Regional stakeholders namely BDM, Broker and Underwriting to identify potential beneficiaries Nominated customers to be shared with gilela@brytesa.com Nominated customers are approved at a weekly Steering Committee Gilela to schedule installation with approved customers

CAT-2 CUSTOMERS



Customer description	The product...	Action...
<ul style="list-style-type: none"> Sites with medium yet material electrical fire risk Site may have an existing FCP but Bryte requires a K5 Safety Patch in addition to FCP monitoring; or using the Patch as the sole risk mitigator Site with no FCP but presents a material electrical fire risk 	<ul style="list-style-type: none"> Safety Patch is a miniature self-contained, automatic, local fire suppression device that provides fire protection to electrical equipment such as electrical sockets, distribution boards, electrical cabinets and other electrical equipment that operates within a confined space Safety Patch is available in 4 different models depending on the volume that requires protection Safety Patch(es) does not require servicing Activation temperature is 110 °C Recommended ambient temperature is - 50 to + 65 °C Warranty period is 5 years 	<ul style="list-style-type: none"> Sites with electrical panels that have a material risk of electrical fires should be protected by a K5 Safety Patch Regional stakeholders namely BDM, Broker and Underwriting to identify potential customers Nominated customers to be shared with gilela@brytesa.com Nominated customers are approved at a weekly Steering Committee Gilela to schedule installation with approved customers

CAT-3 CUSTOMERS



Customer description	The product...	Action...
<ul style="list-style-type: none"> Sites where electrical fire risk is high and probable Site where sum insured or risk exposure is significant enough to justify proactive fire management investment 	<ul style="list-style-type: none"> Smart Industrial IoT Electrical Current Sensors monitor Electrical Panel current flow and establish real-time trends Sensors will continuously transmit data to Gilela cloud. Harvested data will be used to conduct digital analytics against set risk thresholds and generate alarms where necessary Focus will be on only main Electrical Panels. Sub DB Boards to be protected by Safety Patch 	<ul style="list-style-type: none"> Regional stakeholders namely BDM, Broker and Underwriting to identify potential beneficiaries Nominated customers to be shared with gilela@brytesa.com Nominated customers are approved at a weekly Steering Committee

CAT-4 CUSTOMERS



Customer description	The product...	Action...
Sites with cold rooms, refrigerated vehicles/trucks, mobile fridges	<ul style="list-style-type: none"> Gilela cold chain systems are geared to provide real-time temperature monitoring for refrigerated vehicles, fridges, freezers, cold rooms, server rooms and pharmaceuticals. If the temperature goes outside the set temperature threshold level, the Gilela Nerve Centre will issue an alert to relevant stakeholders. 	<ul style="list-style-type: none"> Regional stakeholders namely BDM, Broker, Underwriting and Bryte to identify potential beneficiaries Nominated customers to be shared with gilela@brytesa.com Nominated customers are approved by a weekly Steering Committee

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