Company 1 :- Nexar

Initial email

Hi Mark, Greetings!
Hope you are doing well!

Trakm8's journey from RoadHawk's heritage to the **RH600 integrated telematics camera** has been impressive. The way you've merged real-time telematics, dual-camera video, and live event upload defines what an intelligent fleet platform should look like. Your roadmap toward smarter, connected systems feels right on target.

We've been developing **Edge-AI Dashcam platforms** built on Qualcomm's RISE SOMs, enabling **multi-camera inference (DMS, ADAS, event detection) directly on the device** with CAN + IMU fusion, FOTA, LTE/5G, and selective event upload. These modules can enhance video context while cutting bandwidth and cloud load, fully compliant with **GDPR and European fleet privacy norms**. Manufactured in ISO Class 6 clean rooms with automotive QA, they're ready for fleet or OEM-scale integration.

Would it make sense to connect briefly via a virtual call and explore how we could support Trakm8's next generation of connected vision systems?

Follow up email:-

Hi Mark, Greetings!
Hope your week's going well!

With RH600 setting a strong base, enhancing edge computing could bring even faster driver feedback and smarter event logic. Our latest dashcam platform runs **multi-TOPS edge inference**, supporting live behavior analytics without added cloud costs.

Would you be open to a short chat to explore this improvement layer?

Company 2:- iDriveAi

Initial Email

Hi Sean, Greetings!
Hope you are doing well!

The shift from iDrive Global to **iDriveAI** and the rollout of the **PRO7 Dual-Lens AI Dashcam** highlight a clear move toward deeper **AI-driven driver monitoring and multi-camera analytics**. The way you're blending **drowsiness detection, facial recognition, and real-time safety alerts** within a unified platform truly sets a high bar for intelligent fleet safety.

Our team has been developing **Qualcomm-based dual- and multi-camera dash systems** integrating **ADAS, driver monitoring, and real-time event detection** with **optimized firmware and telematics-grade connectivity**. We also bring in-house **low-light imaging, EMC and vibration validation**, and **cleanroom camera module assembly**, helping partners accelerate next-gen product iterations without sacrificing reliability.

Would it make sense to connect briefly and explore where we might support **iDriveAI's next dashcam advancements**? **Arjun, our Head of Solution Engineering**, will soon be in the U.S. and can meet in person if that works.

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Company 3:- TrakM8

Inital email:-

Hi Andre, Greetings!
Hope you are doing well!

Nexar's approach of turning dashcam networks into **connected vision data services** is redefining how fleets and cities extract real-world insights. The way your **Nexar One ecosystem** blends driver visibility, mapping, and AI-driven fleet safety makes it one of the most forward-looking use cases in connected mobility.

Our team has been developing **Qualcomm-based dual- and multi-camera dash systems** designed for **ADAS, driver monitoring, and edge analytics**, all built with **telematics-grade firmware** and **real-time event detection**. We also support partners with **low-light imaging optimization, OTA pipelines, and automotive-grade validation**, helping shorten the cycle between hardware design and commercial rollout.

Would it make sense to connect briefly and explore where we might support **Nexar's next dashcam and vision platform innovations**? **Arjun, our Head of Solution Engineering**, will soon be in the U.S. and can meet in person if that helps.

Follow up email:-

Hi Andre, Greetings!

The connected vision model you're scaling is powerful. We've built **edge-AI devices** capable of on-device tagging and metadata extraction, reducing cloud load while keeping data fidelity high. Would you be open to a short chat on aligning hardware for Nexar's data infrastructure?

Company 3:- Teletrac Navman

Initial email:-

Hi Alain, Greetings!
Hope you are doing well!

Teletrac Navman's push into AI-driven fleet safety via the **TN360 platform** merging video, telematics, and analytics is a powerful step toward unified driver insight. The way you're layering dashcam intelligence atop GPS/sensor data signals a clear evolution in fleet visibility.

Our team has been developing modular **dual- and multi-camera dash systems** built on Qualcomm's RISE platforms, combining **ADAS, driver monitoring, and real-time event detection** with telematics-grade connectivity and optimized firmware. For partners scaling across geographies, we also bring in-house EMC, environmental, and vehicle testing support to streamline compliance.

Would it make sense to connect briefly and explore where we might support **Teletrac Navman's next dashcam innovations**? Arjun, our Head of Solution Engineering, will soon be visiting the U.S. and can meet in person if that works.

1. CEO – Initial Email

Subject: Strategic ODM Partnership to Accelerate NAPCO's Roadmap Ahead of Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

With Alarm Lock, Continental Access, and StarLink driving NAPCO's leadership across intrusion, access, and connectivity, your continued focus on expanding product capabilities while maintaining quality and compliance is shaping the market's next phase. Scaling this roadmap efficiently — from concept through to high-volume deployment — is becoming critical as product cycles shorten and customer expectations rise.

At Rapidise, we operate as a turnkey ODM partner, handling the entire lifecycle from architecture and hardware design to mass production and certifications. For a U.S. security OEM, we reduced time-to-market by 28% and achieved a 20% BOM cost reduction on a smart gateway platform while managing FCC, UL, and PTCRB certifications. With 10 global facilities and $75M+ annual procurement power, we're structured to deliver the kind of operational scale that directly supports NAPCO's growth ambitions.

Would you be open to a short virtual discussion to explore how this model could complement your strategic roadmap? Arjun, our Head of Solution Engineering, will be in the U.S. shortly and can meet in person if useful.

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1. CEO – Follow-Up Email

Subject: Following Up on ODM Partnership Possibilities Before Arjun's U.S. Meetings

Hi [First Name],

I wanted to quickly follow up on my earlier note regarding a turnkey ODM partnership. Many of our current partners initially engaged with us to extend their product development bandwidth — and later discovered that our integrated design-to-manufacturing model reduced launch costs by 18–22% while improving schedule reliability.

If exploring a similar acceleration path for NAPCO's upcoming platforms is of interest, I'd welcome a brief call. Arjun will be in the U.S. over the next few weeks and could continue the conversation in person if that's valuable.

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2. CTO – Initial Email

Subject: Advancing Edge Intelligence & Reliability in NAPCO Devices Before Arjun's U.S. Trip

Hi [First Name], Greetings! Hope you are doing well.

With platforms like StarLink and Alarm Lock evolving to support richer analytics, connectivity, and future-ready security capabilities, the challenge now lies in balancing advanced edge intelligence with reliability, compliance, and power efficiency. Delivering that at scale will define the next generation of NAPCO solutions.

Rapidise has engineered AI-driven platforms ranging from a 3-sensor edge surveillance camera based on QCS6490 to a face recognition terminal with 96.2% authentication accuracy on the Qualcomm 8155 platform — all designed for FCC/UL compliance and optimized for 24/7 field operation. Our edge software and power integrity workflows, paired with in-house EMI/EMC validation, ensure hardware that's not only smart but field-ready from day one.

Would it make sense to have a brief virtual conversation on how we could support your product evolution? Arjun will be in the U.S. soon and can follow up in person if helpful.

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2. CTO – Follow-Up Email

Subject: Edge AI Architecture & Compliance — Continuing the Conversation Before Arjun's Visit

Hi [First Name],

Circling back on the edge-intelligence discussion — one recurring challenge we see is optimizing signal integrity and power distribution on high-density SoC boards while meeting global EMI/EMC benchmarks. Our team's structured validation flow has helped OEMs cut field failure rates by 30% and accelerate certification readiness by six weeks.

If exploring similar architectural strategies is relevant for NAPCO's next platforms, I'd be happy to schedule a brief discussion. Arjun will be in the U.S. in the coming weeks and could extend the conversation further in person.

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3. Head of Hardware – Initial Email

Subject: Hardware Architecture & DFM Support for NAPCO's Next-Gen Devices — Before Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

With NAPCO expanding its product lines — from Continental Access controllers to Alarm Lock's connected solutions — delivering reliable, manufacturable hardware that meets stringent performance, certification, and cost targets is more important than ever. As designs become more complex, early DFM decisions and validation workflows have a direct impact on scalability and unit economics.

Rapidise recently engineered a high-speed multilayer PCB for a surveillance AI camera integrating three imaging sensors and LTE connectivity, solving thermal constraints while ensuring FCC and IP67 compliance. We also executed a chipset migration for a body-worn security device, extending product life and cutting BoM cost by 18% without compromising reliability. These are the kinds of challenges our turnkey ODM model is built to solve.

Would a short virtual discussion make sense to explore where we could support NAPCO's upcoming hardware programs? Arjun will be in the U.S. shortly for deeper follow-ups.

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3. Head of Hardware – Follow-Up Email

Subject: Optimizing NAPCO's Hardware Lifecycle — Touching Base Before Arjun's U.S. Meetings

Hi [First Name],

Following up on my previous email — one area where our hardware team adds significant value is in bridging the gap between EVT/DVT and scalable production. Our parallel validation and pre-compliance testing process has reduced late-stage design

iterations by over 35% for OEM partners, translating directly into faster market readiness and lower NRE costs.

If that's aligned with your current hardware roadmap, I'd be happy to discuss specifics. Arjun will be in the U.S. soon and can continue the conversation in person if that's helpful.

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4. Head of Procurement – Initial Email

Subject: Strengthening NAPCO's Supply Chain & Cost Structure Ahead of Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

Managing a diverse hardware portfolio like StarLink communicators, Alarm Lock access devices, and Continental Access controllers means sourcing resilience, cost predictability, and certification readiness are critical to NAPCO's scale. Global component volatility continues to pressure margins — and supply agility is now a key differentiator.

Rapidise manages a $75M+ annual procurement network across 500+ suppliers and holds $12M+ in strategic inventory. We recently reduced lead times by 30% and BOM costs by 22% for a U.S. security OEM through value-engineering and multi-region sourcing strategies. Our owned infrastructure — including 18 SMT lines and Class 100,000 clean rooms — ensures end-to-end control from sourcing through final assembly.

Would you be open to a brief virtual conversation to explore how we could strengthen your supply chain? Arjun will be in the U.S. shortly and could meet in person for a deeper discussion.

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4. Head of Procurement – Follow-Up Email

Subject: Strategic Sourcing & Lead-Time Optimization — Quick Follow-Up Before Arjun's U.S. Meetings

Hi [First Name],

Just following up on my earlier message. Many of our partners have leveraged our procurement network to mitigate single-source risk and cut overall material costs by 18–22% across multiple SKUs. Our approach also integrates compliance planning early in the sourcing process — helping products clear FCC and UL requirements without costly redesign cycles.

If that sounds aligned with NAPCO's sourcing priorities, I'd be glad to discuss how we could collaborate. Arjun will be in the U.S. shortly and can meet in person if that's helpful.

Company name:- PACOM

1. CEO / President – Initial Email

Subject: Scaling PACOM's Access Ecosystem via Turnkey ODM Before Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

PACOM's mission to unify multi-site security and access control across campuses—especially under the Securitas Technology umbrella—demands new hardware solutions that evolve with your cloud-first vision. As you expand controller lines and integrate access, video, and analytics, consistency, compliance, and time-to-market become pivotal.

At Rapidise, we act as a full-stack turnkey ODM partner, owning each phase from system architecture through mass manufacturing. We recently partnered with a U.S. enterprise access brand to deliver a multi-tenant security controller line with lifetime firmware support, reducing time-to-market by 26% and cutting BOM costs by 17%. Backed by our global manufacturing footprint and a $75M procurement network, we help scale innovation without shifting internal headcount.

Would you be open to a quick virtual discussion about how this model could support PACOM's hardware roadmap? Arjun will be in the U.S. soon and can continue the conversation in person if useful.

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1. CEO / President – Follow-Up Email

Subject: Re: Scaling Hardware Execution for PACOM Ahead of Arjun's U.S. Visit

Hi [First Name],

I wanted to follow up on the idea of extending your hardware development capacity via a turnkey ODM partnership. Many leaders in our space find that this approach enables them to launch more SKUs annually while controlling long-term costs and maintaining quality.

If exploring how Rapidise can support PACOM's expansion makes sense, I'd welcome a brief next-step call. Arjun will be in the U.S. shortly and can meet in person if that helps move things forward.

2. CTO / Chief Architect – Initial Email

Subject: Edge Reliability & Firmware Scalability for PACOM Controllers Before Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

As PACOM evolves its controller platforms to support cloud-native orchestration and analytics, challenges around firmware architecture, reliability, and edge compute isolation grow more critical. Balancing these concerns while preserving API harmony across products is a tough nut to crack.

Rapidise designed an access control system using i.MX 8M Plus with layered firmware partitions, enabling OTA across multiple modules while maintaining FOTA failover integrity. In another deployment, we built a cloud-edge controller that achieved 99.9% uptime in remote sites and passed stringent EMI/EMC certification. Our embedded frameworks and validation flows help ensure your next-gen hardware is both stable and scalable.

Would a short virtual session make sense to explore potential architecture synergies? Arjun will be visiting the U.S. soon and could meet in person to dive deeper.

2. CTO / Chief Architect – Follow-Up Email

Subject: Re: Firmware Architecture & Edge Reliability for PACOM Ahead of Arjun's U.S. U.S. Stop

Hi [First Name],

Just reopening our conversation around firmware resilience and controller reliability. One recurring scenario we help clients with is enabling modular feature updates without downtime in multi-site deployments. Our validation framework has helped reduce field rollback incidents by 40%, and streamlined certification validation across controller revisions.

If that aligns with PACOM's architecture roadmap, I'd be glad to connect. Arjun will be in the U.S. in the coming weeks and can continue the discussion from there.

3. Head of Hardware / VP Engineering – Initial Email

Subject: DFM & Validation Precision for PACOM Controller Platforms Before Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

Designing controllers for distributed security environments—integrating multiple I/Os, secure comms, fail-safe power, and certification targets—places enormous pressure on hardware design and validation. A single layout misstep can cascade into major rework at scale.

Rapidise recently developed a 6-layer PCB architecture for a high-reliability security controller that balanced tight form factor, thermal headroom, and signal integrity — delivering UL/FCC compliance in first-run prototypes. We also executed design-for-manufacturing reviews that reduced late-stage board iterations by 30%, helping OEMs bring hardware reliably into production at scale.

Would you be open to a short virtual discussion to explore how these methods could support PACOM's hardware pipeline? Arjun will be in the U.S. soon for deeper technical talks if desired.

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3. Head of Hardware / VP Engineering – Follow-Up Email

Subject: Re: Hardware Validation & Manufacturability for PACOM Before Arjun's U.S. Visit

Hi [First Name],

Following up on hardware optimization for controllers: one area we see frequent value is in subsurface routing and blind via optimization, which often avoids re-spins. Our process has helped partners reduce board failure rates by over 25% in early validation. Also, coupling that with early EMI pre-compliance checks minimizes surprises during certification.

If applying this to PACOM's next controller revisions is timely for you, let's discuss. Arjun will be in the U.S. soon and can continue the conversation in person as needed.

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4. Head of Procurement / Supply Lead – Initial Email

Subject: Securing PACOM's Component Flow & Cost Efficiency Ahead of Arjun's U.S. Visit

Hi [First Name], Greetings! Hope you are doing well.

As PACOM expands its controller and security product lines across multiple geographies, ensuring component availability, cost predictability, and compliance integrity is more critical than ever. Volatility in IC supply and regional compliance demands are key pressures on margins.

Rapidise coordinates a $75M+ procurement engine across 500+ suppliers with strategic buffer inventory exceeding $12M. For one access-products partner, we custom-engineered BOM optimizations to reduce cost by 18% while cutting lead times by 28%. Our vertical integration — including 18 SMT lines and contract inventory — gives you more control over supply chain resilience.

Would you be open to a brief virtual meeting to explore how we might solidify PACOM's supply strategy? Arjun will be in the U.S. shortly and could meet face-to-face for deeper planning.

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4. Head of Procurement / Supply Lead – Follow-Up Email

Subject: Re: Strengthening PACOM's Supply Chain & Cost Control Before Arjun's U.S. Visit

Hi [First Name],

Just checking back on my earlier note. Many of our FPGA and controller partners have leveraged our supply network to hedge against single-source risk and compress lead-time volatility, achieving supply cost improvements of 15–20% across multiple SKUs. We also embed compliance gating early in sourcing to prevent downstream redesign cycles.

If this resonates with PACOM's procurement goals, I'd welcome a conversation. Arjun will be in the U.S. soon and could continue the discussion in person if helpful.