



IN THE NEWS

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Wellspring Wireless Welcomes New Owner Technology Leader

Pushing ZigBee to the Next Level

Bristol PA (May 10, 2007) – Wellspring Wireless today announced an ownership change, having sold a majority interest to Richard Whiffen, a successful Philadelphia entrepreneur. Mr. Whiffen is an engineering graduate of Lehigh University, who started his own pollution monitoring company in 1977. That company was sold to GE in 2003. After a 4 year transition, Rick retired from GE and began looking at local companies to acquire, where his considerable talents could generate some excitement.

Rick explained his logic. “Over the course of 12 months, I looked at 8 different companies, and invested in several including Wellspring. After working with the Wellspring team for 6 months, and serving on their board, I decided that Wellspring’s lead with ZigBee technology made this the right choice. Wellspring is my new home, and I am enjoying my new role working with Nelson Navarro, Wade Smith and Uday Bollineni to leverage-up the company’s lead in ZigBee”

Rick’s optimism regarding Wellspring’s future revolves around the benefits that ZigBee two-way mesh networking brings to a host of metering, monitoring and control applications. Rick quickly changed Wellspring’s core product, adding green and red LEDs to give installers real time feedback on network connectivity. It seems obvious that radio nodes would tell the installer that they are connected, but this simple enhancement is not possible without two-way communication. The company has also incorporated its Energy Monitor into a

clock thermostat, which shows the resident on the thermostat display, the amount of energy they have used which will become the basis of their utility bill.

Perhaps most exciting is where Rick intends to drive Wellspring's PC and web software products. Wellspring's core product is rich in data, but host systems need to exploit this advantage in ways that deliver diagnostic messaging to the apartment owner in a form and time frame that creates value. For example, Wellspring's water submetering system records far more than just water use – it also records energy content of the water used, time of use, number of use events and independently diagnoses (and distinguishes between) two different types of leaks. If the water bill is odd, Wellspring data explains why – with daily reads at each water consuming appliance that include such things as flow rate, gallons per flush, and average time of showers. Rick explains, "We have this information, but it is hard for the average owner or billing company to get to – new web based or local PC software will allow users to be automatically notified of odd behavior, so resident questions can be easily answered."

"And radio networks can be remotely diagnosed, by delivering the mesh relationships of every node, its battery voltage and the radio signal strength that defines its link to the mesh. Radio power levels (which vary automatically in the Wellspring system) and operating channel (there are 16 different frequencies used), the interference noise floor are all reported. These parameters allow a network administrator to judge the quality of the mesh, and diagnose problems from a remote location."

All of this is possible because ZigBee is an open standard with two-way communication to every node.

Rick summed up his thoughts this way. "Wellspring is a world leader in ZigBee applied to large networks which cover an entire apartment community. Our intent is to build quickly on that lead to dramatically improve data recovery rates, and reduce maintenance costs through remote network and measured system diagnostics."

To learn more about Wellspring's ZigBee implementation, please refer to their ZigBee Buyers Guide, which can be downloaded from their web site at www.wellspringwireless.com.

About Wellspring Wireless

Wellspring Wireless offers the nation's most complete line of water and energy sub-utility products for all building types. Wellspring is based in Bristol Pennsylvania. For more information, call 215-788-8485 or visit www.wellspringwireless.com.