

# Crunching real numbers to reveal the lowest TCO power

Before Ensite modeling software, material handlers looking for the most cost-effective power solution had to rely on sales pitches, price bids and hype. But now they can make confident, data-driven decisions about what battery chemistry, or combination of chemistries, is best for their vehicle fleet, as Ensite software:

- Assesses multiple factors and vehicles
- Identifies key operational challenges
- Compares battery chemistry options
- Predicts ROI and TCO reduction
- Provides battery performance review
- Ensures proper system specification

## EXHIBIT A

### Powersports Distributor Ends Change-Outs

A leading powersports aftermarket distributor was unhappy with the changing, watering and spills associated with its flooded lead acid batteries. Ensite compared the total costs of powering 64 order pickers across 5 DCs with flooded lead acid batteries and with NexSys® PURE Thin Plate Pure Lead (TPPL) batteries. The results revealed that TPPL technology would easily eliminate battery watering and change-outs while delivering massive savings.

**Ensite Insight:** Initially, the distributor was extremely skeptical that NexSys PURE batteries could eliminate battery change-outs. But the data Ensite revealed regarding the company's shift, power and charging requirements convinced management that TPPL technology was a viable solution.

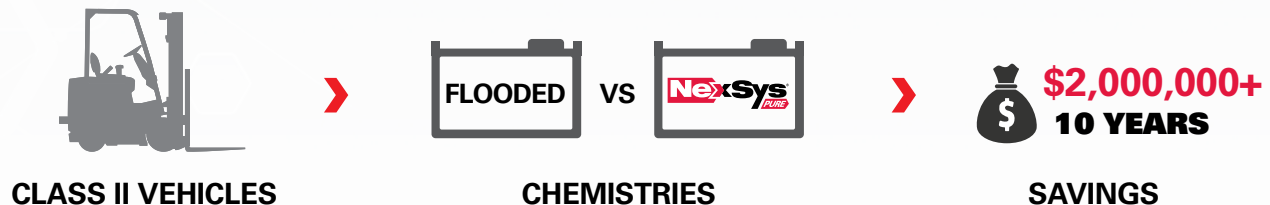


EXHIBIT B

### Sugar Refinery Leaves Gel Batteries Behind

Fed up with the 2-3-year life expectancy of the gel lead acid batteries in its Automated Guided Vehicle (AGV) fleet, a prominent sugar manufacturer considered a move to Lithium-ion (Li-ion) battery technology. That was before an Ensite study revealed that NexSys® PURE batteries would provide Li-ion performance for about one-third of the purchase cost.

**Ensite Insight:** Ensite showed how NexSys PURE batteries would deliver a 160% throughput increase over the gel batteries – 1,056 AH vs. 480 AH – to enable opportunity charging and extend battery life expectancy well past 3 years.



AGVs



CHEMISTRIES



SAVINGS

EXHIBIT C

### University Cleans Up with Thin Plate Pure Lead (TPPL) Technology

Facing premature battery losses in its floor care machines, a university needed a new sealed option to replace its calcium Absorbed Glass Mat (AGM) batteries. The AGM product was failing in just 8-10 months, which the university assumed was due to excessive machine use. Ensite compared NexSys PURE batteries to calcium AGM batteries operating in two 24" stand-on vacuum cleaner/scrubbers for 3 years, convincing the university to conduct a 3-month demo and ultimately convert to TPPL technology.

**Ensite Insight:** The review indicated that the university was not using the machines nearly as much as they thought – it was actually improper opportunity charging that was causing the premature AGM battery failure.



FLOOR CARE VEHICLES



CHEMISTRIES



SAVINGS