



Happy Holidays  
December Newsletter

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## Wireless Infrastructure Partner Integrations

### AiRISTA Continues to Expand Wi-Fi Infrastructure Integrations

We are excited to share some updates on the AiRISTA sofia platform. One of the key strengths of our platform is its ability to integrate seamlessly with existing network infrastructure and devices from various vendors. Our team rigorously tests and validates each integration to ensure a smooth process for our users.

All the integrations below support on-premises and cloud deployments of sofia.

**Cisco Spaces:** We have created and published an app in the Cisco App Center to

utilize the Cisco Firehose API for Wi-Fi or BLE tags for customers that are using Cisco Spaces.

**HPE Aruba Networking:** Our platform now supports Wi-Fi and BLE tags for Aruba AOS 8.x, integrating with sofia. This is available for customers using Aruba Central or directly from the Aruba wireless controller.

We are also working on integrating Aruba AOS 10.x, and are accepting pre-orders for AOS 10 deployments.

**Juniper Mist:** AiRISTA now supports Wi-Fi and BLE tags for Juniper Mist integrations with sofia. This integration is available for customers using Juniper Mist.

**Cambium Networks:** We have added support for Cambium Networks Enterprise wireless access points for our Wi-Fi and BLE tags. This integration works in combination with Cambium Networks cnMaestro.

We are committed to continuously expanding our integrations to provide you with the best possible experience. Stay tuned for more updates!

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## Spectralink Integration Extends Staff Safety

**Spectralink's Versity 95/96 and 97 devices  
support AiRISTA's mobile app to provide staff  
safety and alerting in duress situations.**

As incidents of violence increase in the workplace, employers have a responsibility to keep staff safe. Spectralink's Versity smartphones and

spectralink   AI RISTA  
Location. Image. Visibility.

A Coordinated  
Response to  
Staff Safety



AiRISTA's cutting-edge RTLS technology come together to create a layer of protection and peace of mind. Integrating AiRISTA's unique, 2-way communicating staff safety solution as an application on Spectralink's Versity 95/96 and 97 mobile devices not only provides a safety solution but reduces the number of unique devices carried by staff.

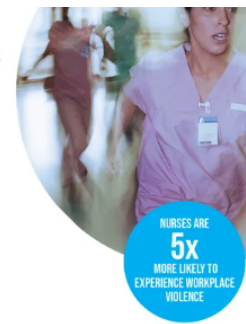
AiRISTA's cutting-edge solutions leverage wireless technology to offer reliable and precise real-time assistance, combining the best of traditional and modern systems. Their portable devices provide an enhanced layer of security for healthcare professionals.

- Two-way messaging delivers the alert and its location to the responders' devices. For assurance, confirmation is sent to the originating tag.
- Critical environments like mental health facilities and prisons require responders to be notified in less than 10 seconds, often less than 5 seconds. AiRISTA has optimized its solution for a speedy response.
- Custom response rules are simple to set up and alert security and staff in the area, on the floor, or across the building. Escalation is as simple as pushing a button on the device.

## Events

SPECTRALINK & AIRISTA

Alert assurance  
and a speedy  
response



Click [here](#) for solution brief.

## Partner Training

**Partner technical solution training & certification helps ensure partners' success and extract maximum value from RTLS investments.**

**Jump Start:** Overview of the sofia platform and the options available.

**Installation:** System deployment and configuration to the state where the first use case can be deployed.

**Administration:** Setup and management of use cases (Staff Safety, Asset Tracking, Temperature Monitoring initially)

**Systems Engineering:** Wireless infrastructure integration, custom integration, and API development.



Sofia Partner Training

Elevate Your AIRISTA Product Skills  
From Jump Start to Complex Integrations For sofia Deployments

AIRISTA introduces technical solution training to help ensure partners' success and extract maximum value from their RTLS investment.

**Value to Partner**

Increase your services revenue with staff skilled in deployment, administration, and solution customization. With these unique skills, become a "trusted advisor" to your customers to help ensure a high ROI in their RTLS investment, extend the sofia platform to new use cases, and elevate location insights to the customer's most valuable enterprise applications.

**Courses Offered**

**Jump Start:** Overview of the sofia platform and the options available.

**Installation:** System deployment and configuration to the state where the first use case can be deployed.

**Administration:** Setup and management of use cases (Staff Safety, Asset Tracking, Temperature Monitoring initially)

**Systems Engineering:** Wireless infrastructure integration, custom integration, and API development.

**Course Logistics**

- Courses are online, with options for in-person training
- Successful completion of an exam certifies individuals
- AIRISTA provides the training environment
- Courses tie closely to AIRISTA's Help Center for additional resources, content, and support
- Partners are expected to maintain a lab to maintain their technical skills and customer support

**Q&A**

**When are the courses offered?**

Jump Start, Installation and Administration will be introduced in November 2024.

**What is the cost of the course?**

Online courses cost \$450 USD per student per module.

Onsite courses cost \$1,700 USD per student per module. Includes the Jump Start, Installation & Admin courses. Maximum of 6 students required.

**What is the typical length of each course?**

Courses range from 3 to 5 days.

**Do I need certification?**

If you are a Silver, Gold or Platinum Partner, certification is required for all new use or new equipment, depending on your tier, in order to support customers.

- Foundational knowledge to get the platform operational
- Deploy and configure specific customer use cases
- Integration to Cisco, HPY Aruba, and other wireless solutions. Custom integration and API implementation.

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Increase your services revenue with staff skilled in deployment, administration, and solution customization. With these unique skills, become a “trusted advisor” to your customers to help ensure a high ROI in their RTLS investment, extend the sofia platform to new use cases, and elevate location insights to the customer’s most valuable enterprise applications.

Courses start in November 2024.

Click [here](#) for the brochure.

## Lunch On Us

**Schedule a custom demo for your team and each attendee receives a \$25 gift card for lunch**

Give us your toughest challenge. We



will brainstorm possible solutions and present them to your team as a live streaming demo from AiRISTA's Center of Excellence. We will even pay for lunch.

Click [here](#).

From the Contact Us form, add "Lunch on Us" to the section, Your Message.

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## AiRISTA Insights

### Articles We Found Interesting And We Thought You Might Too

#### [AI/ML in Medical Devices: US & EU Regulatory Perspectives](#)

"This article provides at least a high-level view of the current and future state of relevant regulations, guidance, standards, and enforcement trends in the United States and European Union." - Eric Henry, AAMI

#### [Intensity of the IV Fluid Shortage at US Hospitals Remains Very High](#)

"Baxter is posting [regular updates](#) on its website as North Cove recovers gradually. The latest update, dated Oct. 31, says a key production line has restarted and that the earliest shipments from the facility will happen in late November — ahead of original estimates." - Bloomberg

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#### **AiRISTA is Hiring**

We are experiencing growth as customers embrace our simplified approach to location based services. If you would like to be part of our team, we are looking for people with experience in Sales, Customer Service, Systems & Solutions

Engineers, and Project Managers. Send us an email at [HR@airista.com](mailto:HR@airista.com) or visit <https://www.airistaflow.com/service/careers/>

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