



**blacklinesafety**

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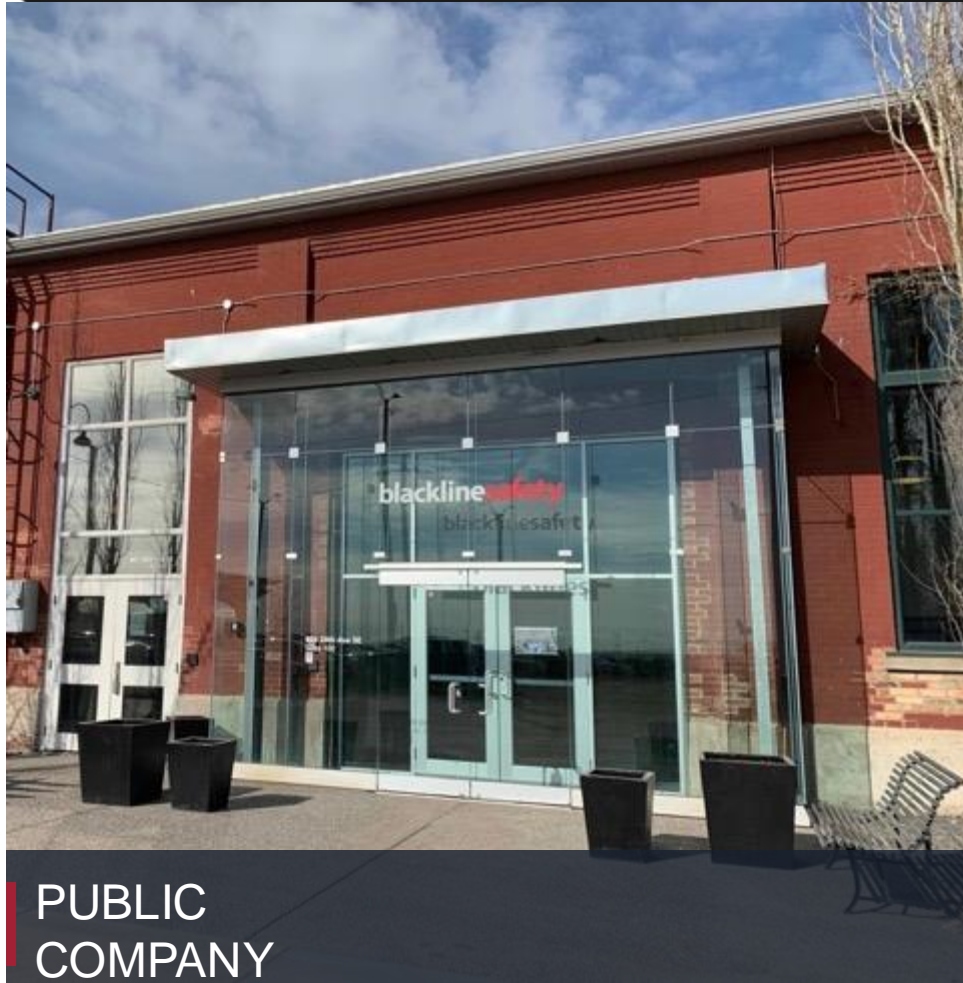
**CONNECTED SAFETY**  
**FOR ANY FIRE, HAZMAT &  
EMERGENCY RESPONSE TEAM**

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NAVROOP SIDHU | *PRODUCT MARKETING MANAGER*

ISAAC OGUNKANMBI | *PRODUCT MARKETING MANAGER*

# ABOUT BLACKLINE



PUBLIC  
COMPANY



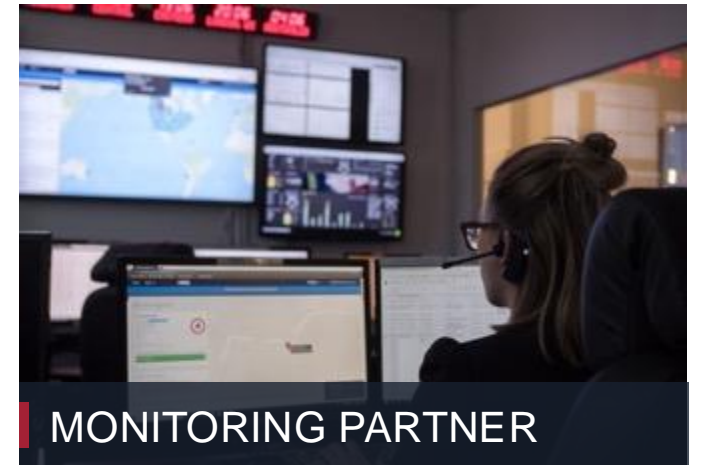
PRODUCT DEVELOPER



SERVICE PROVIDER



MANUFACTURER



MONITORING PARTNER

# LEADING BRANDS PARTNER WITH BLACKLINE

## INDUSTRIAL



## TRANSPORTATION



## ENERGY



## CONSUMER GOODS



PROTECTING 165,000+ PEOPLE IN OVER 70 COUNTRIES

# LEADING DEPARTMENTS PARTNER WITH BLACKLINE



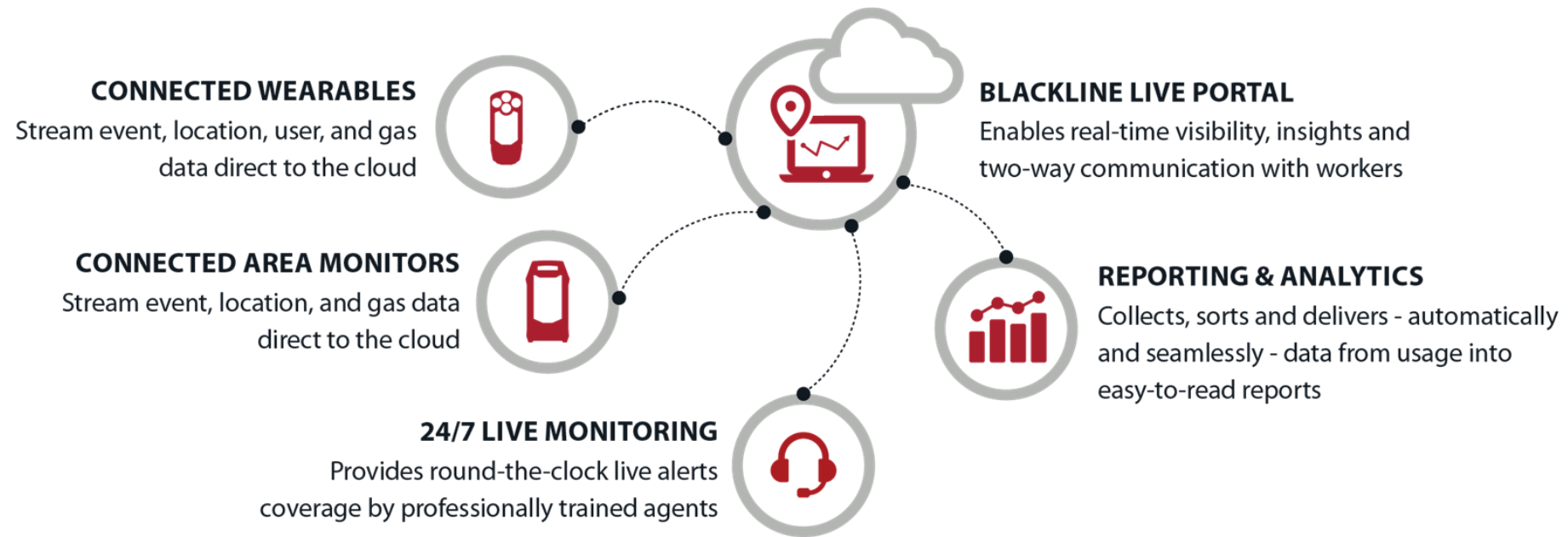
# AGENDA

- What is “Connected” Safety?
- Case Study – Petroleum Spill
- Power of Connected Safety
- Upcoming Products



# CLOUD-CONNECTED ECOSYSTEM

Providing Real-Time and Historical Data/Information



Powering smarter, quicker and safer responses









# CONNECTED SAFETY CASE STUDY

- Fire Department in the US
- Firefighters, Lieutenant and Chief involved in the incident
- Devices used:
  - G7c – personal gas monitor
    - Cellular connected
    - GPS enabled
    - Walkie-Talkie and 2-way calling
  - EXO – area gas monitor
    - GPS enabled
    - Cell/Sat connected



# THE BEGINNING

## Petroleum spill at a gas station

DATE/TIME ↑	STATUS	ALERT TYPE	ASSIGNED TEAM MEMBER	DEVICE ID	DEVICE NAME	ORGANIZATION	OPERATOR	RESOLUTION REASON
2022-02-01 08:19:48 MST	Resolved	 High gas alert (PID)	PID RESCUE 1	<b>G7c:</b> 3570006597	R1PID		John O'Neill	Incident with Dispatch
2022-02-01 08:19:55 MST	Resolved	 High gas alert (PID)	<i>Unassigned</i>	<b>EXO:</b> 3588000450	R1EXOPID		John O'Neill	Multiple Alerts
2022-02-01 08:20:01 MST	Resolved	 High gas alert (PID)	PID RESCUE 1	<b>G7c:</b> 3570006597	R1PID		John O'Neill	Multiple Alerts
2022-02-01 08:20:27 MST	Resolved	 High gas alert (PID)	<i>Unassigned</i>	<b>EXO:</b> 3588000450	R1EXOPID		John O'Neill	Multiple Alerts
2022-02-01 08:20:40 MST	Resolved	 High gas alert (PID)	<i>Unassigned</i>	<b>EXO:</b> 3588000450	R1EXOPID		John O'Neill	Multiple Alerts
2022-02-01 08:21:13 MST	Resolved	 High gas alert (PID)	PID RESCUE 1	<b>G7c:</b> 3570006597	R1PID		John O'Neill	Multiple Alerts
2022-02-01 08:21:23 MST	Resolved	 High gas alert (PID)	<i>Unassigned</i>	<b>EXO:</b> 3588000450	R1EXOPID		John O'Neill	Incident with Dispatch
2022-02-01 08:21:44 MST	Resolved	 High gas alert (PID)	<i>Unassigned</i>	<b>EXO:</b> 3588000450	R1EXOPID		John O'Neill	Incident with Dispatch

**08:15** - 911 call comes in at “Spill at a gas station”

**08:19:48** The Lieutenant immediately receives the first high gas notification

**08:21:44** Multiple alerts – Brain goes into action mode, **this is a real incident**

**Action:** Lieutenant pulls up the Blackline Live Portal to monitor the situation remotely

# THE MIDDLE

## Strategic Response Coordination

Lieutenant has a brand-new real time aerial view of the incident + knowledge of the area

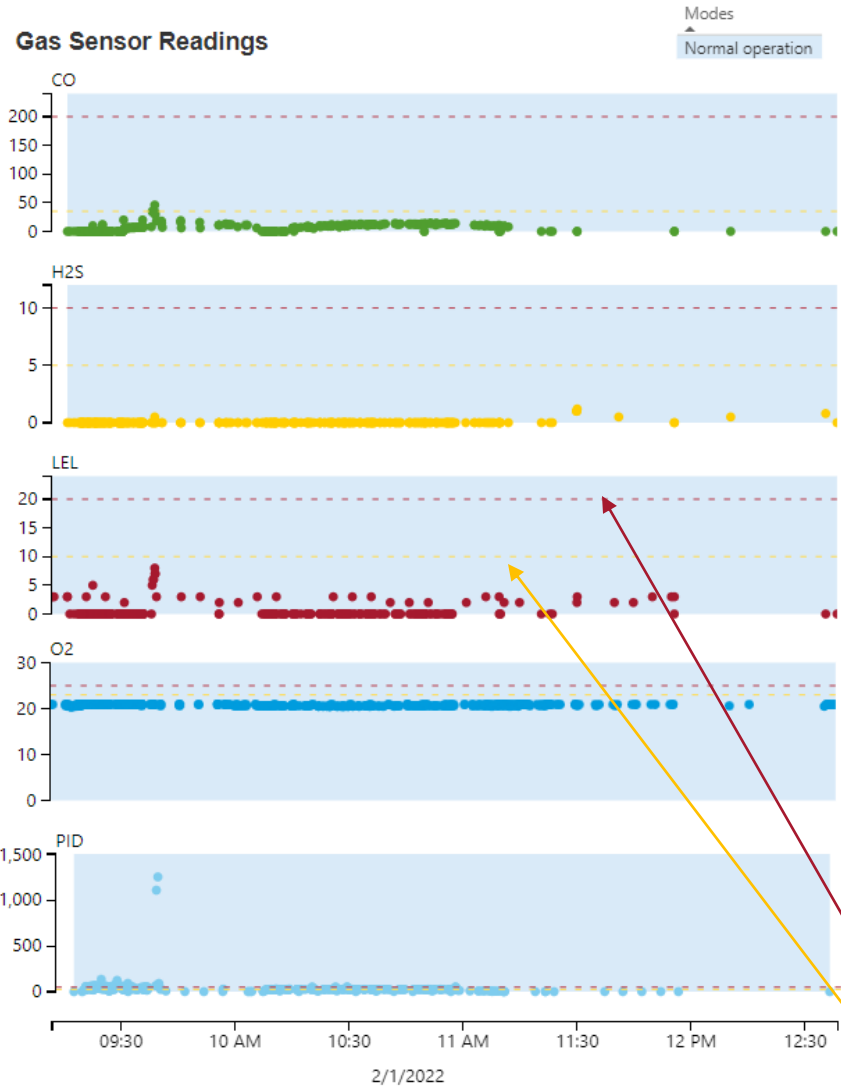
Constant awareness of:

- Location of his crew
- Individual gas levels
- Area awareness through the EXO

**Action:** Alerts his team to investigate the spill downslope

The screenshot displays a real-time aerial view of an incident site. On the left, a 'History Feed' lists several 'Memphis FD \*Evaluation\*' events for 'PID RESCUE 1' with timestamps and status indicators. The central map shows a street intersection with a red box highlighting a spill area. A cluster of blue circular markers is visible near the spill. On the right, a 'Gas Readings' panel shows 'Isobutylene' at 20.90 %vol, 'CO' at 0.00 ppm, and 'H2S' at 0.00 ppm, with a 'Pump OFF' status. Other details include 'Last Location' (Feb-01-2022 at 11:55 CST), 'Approximate Address' (3151 E Raines Rd, Memphis, TN 38118, USA), and 'Last Communication' (Battery - 30%, Signal Strength - 70%).

# GAS READINGS FROM THE INCIDENT



Sensor Type ● CO ● H2S ● LEL ● O2 ● PID




Detailed gas readings analysis, with a graphical representation and GPS

Red dotted line = high gas level threshold  
Yellow dotted line = low gas level threshold

# THE END

Connected safety can elevate your safety program

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2022-02-01 09:25:42 MST	Resolved	High gas alert (PID)	Unassigned	EXO: 3588000450	R1EXOPID		John O'Neill	Incident with Dispatch
2022-02-01 09:28:31 MST		High gas alert (PID)	Unassigned	EXO: 3588000450	R1EXOPID		John O'Neill	Multiple Alerts
2022-02-01 09:57:06 MST	Resolved	High gas alert (PID)	Unassigned	EXO: 3588000450	R1EXOPID		John O'Neill	Incident with Dispatch

● Incident started at **8:19:48 am** with the first few high gas alerts

● Connected gas detection provides **remote visibility** to the Lieutenant and Chief

● After **38 high gas exposures**, the incident is resolved at around **09:57:06 am**

Connected safety enabled a **live strategic response** and a **full post incident analysis using data** including review of gas exposures, locations, and plan of attack from any internet connected device

# POWER OF CONNECTED SAFETY

Blackline platform saves lives

Blackline Safety provides industry-leading technology for lone worker protection, gas and radiation detection, to make sure everyone gets home safe.



- Real-Time Visibility
- Reliable Connectivity
- Advanced Sensor Portfolio
- Layers of Communication
- Robust Reporting and Analytics
- Streamline and Scale with Ease



165,000+  
Workers Protected

70+  
Countries

2,250+  
Leading Brands

200 + Billion  
Data Points

7 + Million  
Emergency Alerts

50,000+  
Monitored Devices

# INTRODUCING EXO 8

Next generation connected safety area monitoring

NEW



The world's **only** direct-to-cloud portable area monitor detecting up to 8 gases and gamma radiation, offering robust hazard protection and early warning.

Drop-and-go  
deployment

Real-time data  
streaming to the  
cloud

Up to 100+ days of  
battery life

Robust  
reporting and  
analytics

Built to perform in  
extreme conditions

Up to 8 gases +  
gamma detection

**HARDEST WORKING. LONGEST LASTING.**

blacklinesafety

# THANK YOU!

“ Blackline Safety’s G7 EXO was already my go-to monitor for its versatility and real-time data.

With EXO 8’s gamma detection, it’s even more valuable for hazmat teams, offering broader protection and the ability to use it in public safety scenarios.

It will also keep our people more protected because we can detect more gases. ”



– Chris Johnson, Hazmat Technician,  
Westchester County Department of  
Emergency Services

