

Smartroad Tools Newsletter – 21 March 2018

Subject: Making connections

Dear Colleague,

We haven't sent out a newsletter for a few weeks, but that doesn't mean we haven't been busy. Mostly we have been trying to connect with people and organizations who can help us achieve our next major milestone—full-scale field testing of our technology.

In this regard, we have met with several groups from the State Railroad of Thailand. The Construction and Special Projects Division has indicated their willingness to provide a test site as part of their upcoming installation of double-track systems on several lines. We are waiting for official confirmation of this.

Last week we presented our innovation to members of the government's planning team for Thailand's ambitious Eastern Economic Corridor (EEC) mega-project. This multi-trillion dollar project includes extensive road and rail infrastructure development, as well as the establishment of twenty nine new industrial estates which will require protection from flooding. We argued (and our audience seemed to agree) that incorporating our technology into these plans would mitigate risks and reassure foreign investors.

This week we connected with executives from one of Thailand's leading technology companies. They are actively investigating IoT for a wide range of applications and recognized that our technology was a good fit with their ongoing efforts. They have agreed to refer us to some of their clients and partners.

Next week, on March 28 and 29, we will participate in the RailAsia/RISE conference, to be held at the Makkasan Airport Rail Link Expo Hall in Bangkok. If you are in the area, we hope you will drop by the KMUTT booth to see our working model of Smartroad Tools.

Meanwhile, if you have questions or suggestions, or new connections for us to explore, please do contact us.

Thank you!

Best regards,

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