



Company Fact Sheet

About Dust Networks

Dust Networks, the leader in standards-based intelligent wireless sensor networking (WSN), provides ultra low-power, highly reliable systems to industrial automation vendors in a range of markets. Dust Networks enables its customers to offer monitoring and control solutions that provide unprecedented access to information from the physical world, resulting in improved operations, safer work environments, and increased competitive advantage through accelerated time to market. Dust Networks' SmartMesh products combine revolutionary wireless networking capabilities with extremely low-power RF System-on-Chip (SoC) technology, providing industrial automation vendors with network-ready WSN solutions that are flexible to install and easy to integrate and manage. Dust Networks partners with industry and standards groups such as ISA, the HART Foundation, and IETF to ensure the broad adoption of interoperable wireless sensor networking products. For more information please visit, www.dustnetworks.com.

Product Overview

The SmartMesh IA-500™ family of standards-based WSN systems is compatible with the WirelessHART™ standard and enables industrial automation vendors to meet the rapidly growing demand for standards-based WSN solutions.

The SmartMesh IA-510 system, the first system in the SmartMesh IA-500 family, combines Dust Networks' robust, Intelligent Networking Platform and industry-leading low-power radio technology to deliver complete embedded WirelessHART solutions that are easy for industrial automation vendors to integrate and simple for end users to deploy.

The 2.4GHz SmartMesh IA-510 system consists of the PM2510 embedded network manager, which is easily integrated into WirelessHART gateway solutions, and two mote form factors: the DN2510 Mote-on-Chip™ (MoC) integrated in a 12mm x 12mm system-in-package (SiP) and the M2510 RF-certified mote module.

Company Milestones

- In 1997, Kris Pister, professor of Electrical Engineering and Computer Sciences at UC Berkeley and later founder of Dust Networks, conceives of and starts Berkeley's "Smart Dust" project with DARPA funding and support
- In 2001, Kris Pister completes Berkeley's Smart Dust project and recognizes significant market opportunity for enterprise applications
- Dust Networks founded in July 2002 by Kris Pister, Rob Conant and Brett Warneke
- February 2004: Company completes \$7M Series A financing
- July 2004: SmartMesh® wireless sensor networking systems began shipping
- December 2004: Red Herring selected Company for prestigious Red Herring Top 100 Innovators Award
- February 2005: Company completes \$22 M Series B financing
- February 2005: Company announced that SmartMesh systems were chosen for the United States' Department of Energy's Advanced Lighting Control Project
- March 2005: Company announced products based on IEEE 802.15.4 standard in the 2.4 GHz ISM band that can be certified for use in all of the world's major markets
- May 2005: Red Herring selected Dust Networks for distinguished 100 Private Company Award
- June 2005: Company established strategic alliance with Tridium (a Honeywell International company) to provide energy management solutions
- October 2005: Company announced that it was working with Science Applications International Corporation (SAIC), largest employee-owned research and engineering company in the U.S., on a contract from The Defense Advanced Research Projects Agency (DARPA) for the development of technologies to address issues of urban area military operations

- October 2005: Company announced the availability of SmartMesh-XR™, a product family built on the Dust Networks' technology platform
- June 2006: Company announced SmartMesh-XT™ wireless sensor networking system optimized for industrial
- October 2006: Company announced Emerson Process Management Selected SmartMesh Products for New Smart Wireless Solutions
- November 2006: Company announced network-ready System-on-Chip (SoC)-based products
- December 2006: Company selected by the World Economic Forum as a Technology Pioneer of 2007
- February 2007: Rod Powell Joins Dust Networks Board of Directors
- April 2007: Company announced Novazone selected Dust for its fresh produce shipping solution
- April 2007: Company announced GE Sensing, a division of General Electric (GE) as a technology partner for wireless sensing solutions
- June 2007: Company announced Streetline Networks selected Dust for its City Infrastructure Technology Platform (CiT)
- September 2007: WirelessHART™ standard ratified. The company's Time Synchronized Mesh Protocol™ (TSMP), is a foundational building block of the WirelessHART standard
- October 2007: Company announced SmartMesh IA-500™ family of WirelessHART standards-based systems
- December 2007: Company selected as Red Herring 100 Global Award Winner

Executive Management Team

Joy Weiss, President & CEO

Kris Pister, Founder & CTO

Steve Toteda, Vice President, Marketing

Brenda Glaze, Vice President, Sales

Saeid Moshkelani, Vice President, Engineering & Operations

Dave Lynch, Vice President, Finance

Financial Information

The company is privately held. Investors include Cargill Ventures, Crescendo Ventures, Foundation Capital, In-Q-Tel and Institutional Venture Partners.

Corporate Headquarters

Dust Networks

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www.dustnetworks.com



Executive Management Team

Joy Weiss, President & CEO

In the past 20 years, Joy Weiss has provided leadership for a broad range of technology companies. Joy was steeped in networking technologies early in her career in a variety of R&D, sales and general management roles at Nortel Networks, including her role as President and GM of Nortel's Network Management division where she presided over record-breaking growth. As President and CEO of Esker, Joy led the enterprise software company through its IPO and subsequent merger with Teubner, Inc. Most recently, Joy served as President and CEO of Inviso, an award-winning microdisplay company, where she raised over \$30 Million in venture funding. Joy holds a BS in electrical engineering from the Massachusetts Institute of Technology.

Kris Pister, Founder & CTO

The inventor of Smart Dust and a longtime leader in the academic wireless sensor networking community, Kris Pister co-founded Dust Networks in 2002 to deliver his vision of a commercially robust wireless sensor networking platform. Kris is the chief architect of wireless sensor networking technology and Time Synchronized Mesh Protocol (TSMP). Kris also provides a strong technology vision for the company and for the wireless sensing industry- Kris is a frequent invited speaker and lecturer on wireless sensor networking and related core technologies. Previously, Kris successfully commercialized or licensed micromachine technologies with Tanner Research, OMM Inc., Xactix, and Sony. Kris holds a PhD and MS in electrical engineering and computer sciences from UC Berkeley and a BS from UC San Diego. He is currently on leave as a professor of Electrical Engineering and Computer Science at UC Berkeley.

Steve Toteda, Vice President, Marketing

As Vice President of Marketing, Steve brings over 18 years of marketing and technical experience in the semiconductor, wireless and wireline communications equipment industries to Dust Networks. Most recently, he served as group manager for the IP Communications Terminals product group at Cisco Systems, where he focused on delivering enabling technology and IP telephony products to the market, and rapidly grew top-line revenues for Cisco's award winning line of wired and wireless IP phones and terminal adaptors. Prior to Cisco, Steve served as executive vice president of sales and marketing for Komodo Technology, a leading developer of IP telephony products, which was acquired by Cisco. Prior roles included senior engineering and product management with LSI Logic, Cirrus Logic and Harmonic Lightwaves. Steve holds B.S. and M.S. degrees in engineering from Lehigh University, and an MBA from Columbia Business School.



Brenda Glaze, Vice President, Sales

As Vice-President of Sales, Brenda brings two decades of networking, computing and consumer customer sales success to Dust Networks. She has extensive experience in building and managing world class field organizations, as well as experience in the startup environment. Most recently Brenda served as Vice President of Sales and Marketing for Chelsio Communications. Prior to that, she was Vice President of Worldwide Sales for C-Cube Microsystems, Inc--a leader in digital video technology (acquired by LSI Logic). From 1993 to 1998, Brenda held a variety of sales/sales management positions with VLSI Technology (acquired by Philips Semiconductor), ending her tenure at VLSI as the Vice-President of Sales for Western North America. Brenda received her BS in Business Management from Arizona State University.

Saeid Moshkelani, Vice President, Engineering & Operations

As Vice President of Engineering and Operations, Saeid Moshkelani brings over 20 years of experience in leading successful semiconductor and systems development and production efforts to Dust Networks. Saeid's distinguished career includes various engineering and operational management roles most notably at LSI Logic, where he was Vice President of Engineering & Operations, Consumer Products. While at LSI Logic, he led all facets of the development and productization of a wide variety of SoC products, and worked with various major foundries on a range of high software-content ASICs. Prior to LSI Logic, Saeid held positions as Vice President of Engineering and World Wide Operations at C-Cube Microsystems (acquired by LSI Logic), Director of Design Technology at VLSI, and Product Engineer at AMI, where he began his career. Saeid holds a BS in Electrical Engineering from Oregon State University.

Dave Lynch, Vice President, Finance

Vice President of Finance Dave Lynch brings 10 years of experience to the administration of accounting and human resources. Prior to joining Dust Networks, Dave served as Chief Financial Officer and Senior Vice President of Finance and Alliances for Zack Systems, where he directed financial services and human resources. Dave also worked for Assurance and Emerging Company Services divisions at PricewaterhouseCoopers, LLP, where he was responsible for software and internet corporations. Previously, he served as Vice President of Well Fargo's East Bay small business financing unit where he sourced and closed over \$20 million in commitments. Dave holds an MBA from the University of Chicago and a BA in history and business from UCLA.

