



4355 Shackleford Road

Norcross, GA 30093

678.823.7423

November 4<sup>th</sup>, 2013

To: Federal Communication Commission  
Re: WONBS91103001

Dear Sir/ Madam:

This memo is to answer some of the questions you had in reference to the above devices which have been submitted to your office for certification. Should you require any additional information please feel free to contact me at the email address or the phone number provided below.

- 1) Precyse Technologies is engaged in sales only with large Corporations in Oil and Gas, Logistics, mining and other general industrial and commercial areas. We do not market nor sell our products in the consumer market.
- 2) The installation of Precyse equipment has historically been performed by our Professional Services team. We have one official deployment engineer, Mike Sink who performs the vast majority of our installations. Andrew Bolton and Byron W. Blackburn sometimes assist him in this process as do members of our R&D team like Y. Shneiderman, I. Efrat and R. Boguslavski. These individuals are full time employees of the company and trained on the specifications of our equipment. While in the future we may use contractors to perform this work, any contractor being utilized for this work will have to complete a five day training course before they install any equipment. These contractors will also have to complete interval training based on new products being released in the same manner as our full time staff does.
- 3) We do not have any authorized resellers in the US at this time. However our VAR agreement specifically states that any companies who wish to enter into this relationship must pay for, attend and pass the five day training course as specified above. We do not have an official certification document at this time but will create one as soon as any VAR agreements are signed. We anticipate that most if not all of our business will be through direct Sales channels with a few large customers in the foreseeable future.



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In conclusion, we appreciate your time in processing our request and I am available to answer any other questions you may have. I can be contacted via email at [baghevli@precysetech.com](mailto:baghevli@precysetech.com) or via my office phone at (678)684-4372.

Sincerely,

PRECYSE TECHNOLOGIES, INC.

A handwritten signature in black ink that reads "Babak B. Aghevli".

Babak Aghevli

Vice president, professional Services