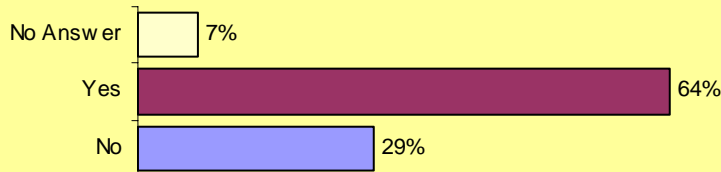


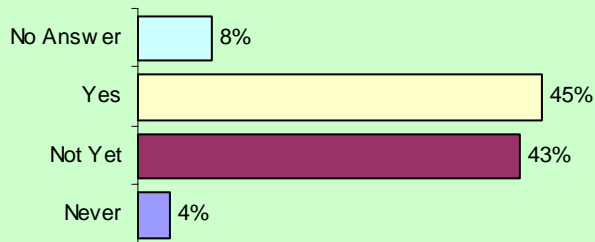
B&B Electronics Wireless Mesh Survey Results January, 2005

In January of 2005, B&B Electronics, in cooperation with Sensicast, surveyed a random sampling of B&B Electronics 46,000 eConnections™ newsletter subscribers. The subscribers are end-users and system integrators. 70% of them identify themselves as working in an industrial market. 84 responses were collected via the web. Response was voluntary and included no incentive.

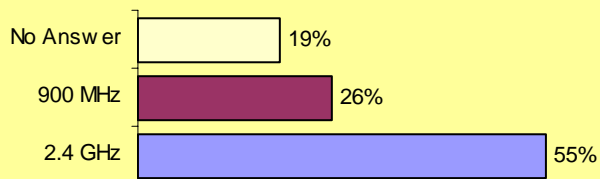
1. Have you researched wireless sensors for industrial monitoring applications?



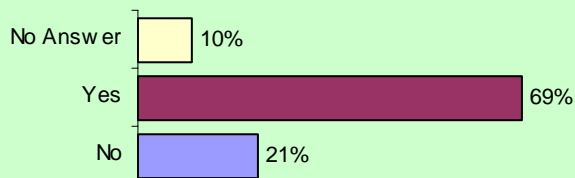
2. Are you considering deploying a wireless sensor network in 2005?



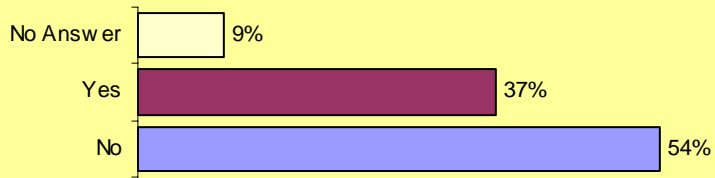
3. Which frequency would you prefer for your wireless sensor network?



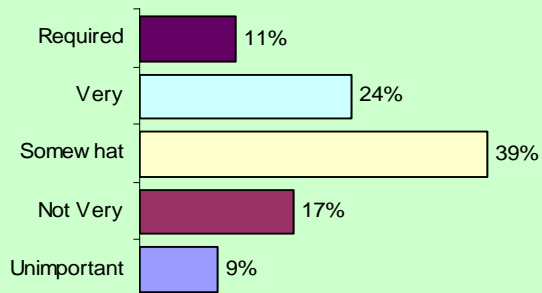
4. Would you be using wireless sensors in a "harsh" radio frequency environment (e.g., in the presence of other wireless devices or substantial metal surroundings - like a plant environment)?



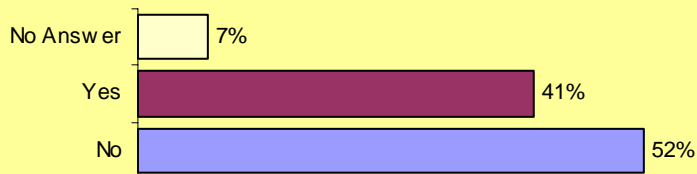
5a. Have you heard of the IEEE 802.15.4 standard?



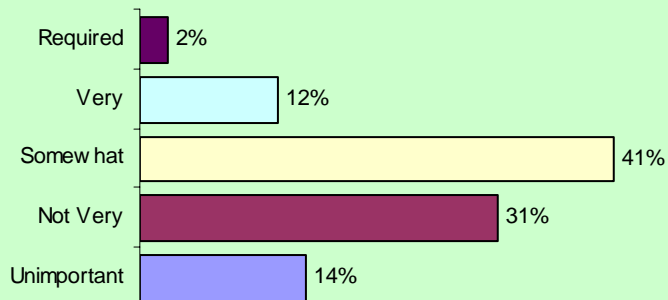
5b. If you answered "Yes", how important is supporting IEEE 802.15.4 in your product selection decision?



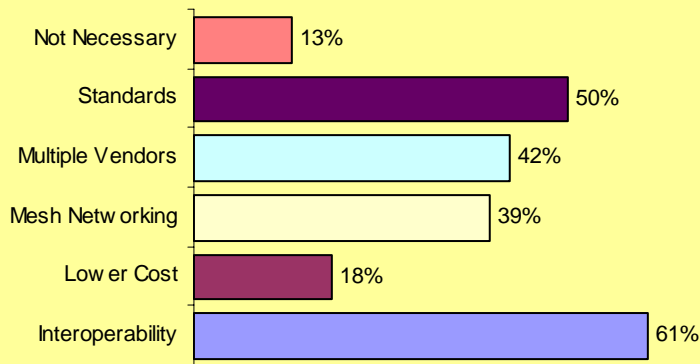
6a. Have you heard of the ZigBee mesh networking standard?



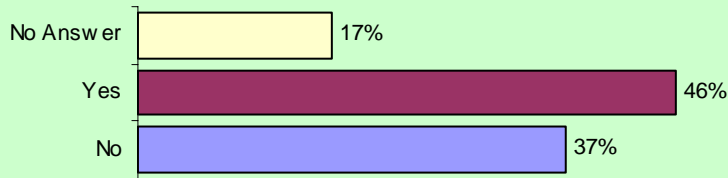
6b. If you answered "Yes", how important is supporting ZigBee in your product selection decision?



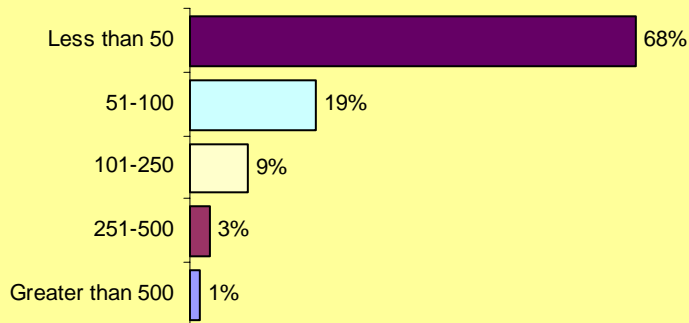
6c. Please indicate the reason for desiring ZigBee support. Select all that apply. (Total will add up to greater than 100%.)



7. Is battery-operation of the wireless sensors important to your application?



8. How many wireless sensors would you expect to deploy in your typical application?



9. How much wiring and labor cost savings would you gain (per sensor) through deploying wireless sensors in your applications?

