The Customer:

MINLOG

MinLog Australia is a technology provider that offers clients in the mining, processing and beneficiation environments a Management Information System solution that delivers quality management information at the operational level across the mining executional value chain (EVC).
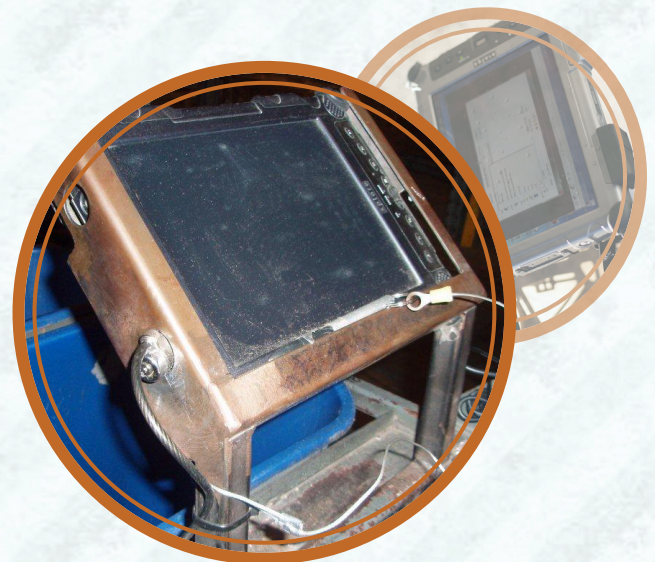
THE CHALLENGE: REPORTING AND MONITORING IN THE MINES

Software advances for industrial purposes have streamlined operations and saved businesses billions collectively. However, workers in the mining industry have had trouble utilizing new software for their industry, because of extremely harsh field conditions that would quickly damage any normal computer or tablet. Minlog Australia needed a computer to host their software that wouldn't break under pressure, costing their customers money and time.

THE SOLUTION: XPLORE TABLETS

Xplore Technologies' tablets offer the perfect solution to meet the demands for an uncompromisingly rugged—yet still highly mobile—device that can operate in challenging mining conditions. As a result, Xplore Technologies, an Austin, Texas based company and a leader in the development of fully rugged PC tablets for over 15 years, is seeing a significant increase in their products' use in the mining industry.Xplore's recent partnership with Minlog Australia, a software provider that provides clients in the mining industry with management information solutions, highlights this increased interest, as well as the various applications of Xplore tablets that are helping to revolutionize the mining industry.

MinLog started as an automation company, but recognized that it could serve its clients far better by concentrating on the software and management side of the mining industry. Their sophisticated software, along with the exceptional communication abilities and rugged standards of Xplore's hardware, allows Minlog to provide clients with improved management, production, and data collection capabilities throughout the mining cycle.

According to Rod Hawkes, General Manager of MinLog Australia, "Mining companies have traditionally used paper sheets or radio calls to a central office to capture production information. This technique was, and still is, pretty inaccurate. However, with the advent of computers rugged enough to withstand the conditions on site and in the field, we have the ability to automate much of this activity."

Their decision to partner with Xplore Technologies and implement their software on these extremely rugged tablets was a natural choice. Hawkes went on to say "because these computers are built to withstand very harsh mining environments and can be used in very rough terrains, we are able to provide on-board computing solutions that offer the ability to automate capture of key production data and get very detailed information on equipment delays, leading to

significant productivity improvements." By partnering with Xplore Technologies, Minlog Australia was able to bring their software into the mines, and provide their clients with a solution that they can implement on-site.

While Xplore tablets have a host of abilities that Minlog uses to implement their software effectively for their clients, the three major benefits derived from using these tablets are in the areas of data collection, communications, and safety management.

DATA COLLECTION

Software like MinLog paired with rugged hardware like Xplore tablets make it possible for workers to manage and collect data in the field, which leads to a host of positive business outcomes.

Both Hawkes and Jerry Clarke, Business Development Manager at Datanet in Australia, a reseller/integrator of mining and other equipment, note that the transmission of data is extremely important in the mining industry, where a central office can be hundreds of miles away from the actual mining location. Clarke points to one of the primary concerns among mining companies: the ability for field workers to capture data in rugged environments without the fear of downtime due to breakages or malfunctions.

"This is very important – downtime can cost thousands of dollars, and most mining operations are miles away from service areas." Clarke goes on to say "we have found that our clients are realizing significant benefits in the ability to record information on the site," noting that this helps to eliminate transposition errors, and improve data accuracy and time-lines. "With the use of a computer, rather than pen and paper, mining companies can have information that was previously confined to the office with them in the field. This information, such as databases, maps, GIS data, etc., is all available on the tablets."

Clarke also points out that it isn't just the availability of software that makes the rugged devices so valuable to the mining industry. "Because these devices are rugged, there is far less frustration due to unforeseen hardware issues that might occur with less rugged units, such as dust, dirt, moisture, etc. getting into the computers and causing them to be unusable," he says. "Our customers are mining companies who work in harsh and/

or remote environments and they need computers that will provide some level of robustness and reliability that is simply not found in traditional computers." This ability to capture data is one of the key areas where MinLog Australia is using Xplore rugged tablets, and having access to tablets that can withstand the mining environment allows for faster data processing and more efficient operations.

COMMUNICATION

Xplore tablets' ability to withstand environmental rigors in order to collect data is not the only benefit it offers, either. With a suite of powerful communications tools, Xplore tablets allow speedy transmission of information from the most remote sites.

Hawkes confirms this, saying that it's "not just the computers. Communications are also making a big difference in mining. Remote sites can now connect with the world, allowing site managers and corporate leaders to get up to date information and better manage their business, while operators deep underground can get information and report progress allowing short interval control rather than daily, weekly or even monthly Plan/Act/Check cycles.manage their business, while operators deep underground can get information and report progress allowing short interval control rather than daily, weekly or even monthly Plan/Act/Check cycles.

This is finally possible with the advent of rugged equipment, like Xplore tablets, which have four built-in radios and highly visible screens both outdoors in sunlight as well as underground in the darkest spots of a mine." Hawkes believes that this ability to instantly transmit data and communicate on-site is analogous to the changes that heavy manufacturing underwent about 40 years ago, when computers revolutionized that industry.

SAFETY

Safety is another important consideration for mining industry professionals. Fortunately, Xplore tablets are able to provide a solution that minimizes risk in an efficient manner. "We specifically are using the Xplore computers in underground and open-pit mine fleet management and safety solutions," explained Hawkes. He stated that in this area MinLog's customers, who include some of the largest mining companies in the world, are able to better manage proximity hazards.

Proximity hazards are heavy mining vehicles, often with limited visibility, that move around a mine in proximity with light vehicles (land cruisers, etc.) and personnel on foot. Although mining companies have improved hazard management in other areas, proximity hazards are still a significant safety concern.

These hazards were formerly managed by flashing beacons and road/access rules. "Computers, and in our case, wireless or RFID tag technologies, offer an additional risk control to help sites manage this hazard," affirms Hawkes, who notes that this would not be possible without the appropriate rugged computer being available.

THE FUTURE OF XPLORE AND MINIING

As the mining industry continues to implement on-site technologies, and develops new technologies in specific process areas of mining, the demand—and need—for rugged tablets like Xplore's will likely increase.

Hawkes observes that "things like drill management, load and haul/fleet management, survey automation, 3D mine geology and planning are all being computerized as software is developed for these processes. The fact that computers like Xplore's iX104C5 are built to withstand mining conditions helps to advance the development of these specific processes."

Mark Holleran, President of Xplore Technologies, has observed the increase and advances in mining technologies, and sees the important role rugged tablets will serve in these endeavors.

"The development of very robust hardware that can withstand the physical needs of the mining industry is helping to drive the adoption of high-tech mining efforts. We continue to see an increase in acceptance among the mining industry of our rugged tablets, as they can be mounted on equipment and just as easily carried down into a mine, to provide exactly the information needed to the mining operator."

Holleran notes that one of the benefits of Xplore's rugged C5 tablet computers is that they are fully repairable in the field. "This is very important in an industry such as mining where repairing a computer could result in significant downtime if the unit needed to be sent off-site for repair.""

So move over, picks, shovels and drills. The new, revolutionary mining tool is the Xplore rugged tablet computer, and it is helping the mining industry achieve higher standards of productivity, safety and management

ABOUT XPLORE TECHNOLOGIES

Xplore Technologies Corp., maker of the most rugged tablets on Earth, has been in the business of developing, integrating, and marketing industrial grade rugged tablets for our customers in the Energy, Utilities, Manufacturing and Distribution, Public Safety, Field Services, Transportation, and Military sectors for over 15 years. Xplore Tablets use the most powerful and modern processors and components and are tested more vigorously for shock, thermal, vibration, impact, ingress and emissions than any other PC in the industry. Xplore's products enable the extension of traditional computing systems to a range of field and on-site personnel, regardless of location or environment. Xplore's portfolio of products is sold on a global basis, with channel partners in the United States, Canada, Europe and Asia Pacific. Xplore's main offices are located in Austin, Texas with regional sales offices throughout the U.S., Canada and Europe. Xplore is a public company that trades under the symbol XPLR on the NASDAQ Stock Exchange.