REALWEAR NAVIGATOR™ 500

Solution Overview

The RealWear Navigator™ 500 is next generation industrial strength assisted reality wearable solution designed for the frontline workforce. This solution delivers a winning combination of state-of-the-art hardware, user experience, applications and cutting-edge cloud technology.

Overcoming Objections

Cost compared to competitive offerings

Unlike many competitive solutions, RealWear devices are fully wearable computer solution built rugged with a unique untethered design.

Safety concerns of display in line of sight

The monocular display gives worker clear line of sight and moves out of the way when not needed.

Possible system integration expense

RealWear devices have an Android OS and are like any mobile end device.

Partnerships with over 200+ optimized apps and low code APIs to help integrate into systems.

Network security concerns

Same security deployment and management as phones.

Security patches every 3 months provide strong protection and peace of mind.

Strong brand name recognition of competitive offerings

Competitors may have strong name recognition for other products, but RealWear is 100% dedicated to hands-free voice collaboration solutions for the frontline workforce.

Competitor Claims

Response

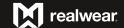| Competitor Claims	Response
RealWear products are too heavy	→ RealWear Navigator™ 500 is 30% lighter than the HMT-1. Many competitors provide product weight for the base only, not including glasses, lenses, batteries or other critical components.
RealWear has a blurry display	→ The RealWear Navigator™ 500 features a vibrant display that works great indoor as well as in direct sunlight.
Large ecosystem of apps	→ Competitors claim large number of apps, but few are optimized for voice and hands-free operation.
Fast, hot-swappable battery	→ Many competitors will likely continue to claim having a hot-swappable battery, but theirs are internal and take longer to swap.
Long battery life	→ Some competitors claim long battery life by using tethered USB battery pack solutions.
4K video recording	→ Only when their devices are set to 'optimal settings'. Collaboration apps only support 1080p, bandwidth and file size likely prohibitive for most applications.
Smart Glasses are intuitive	→ Glasses are not optimal in applications that require climbing ladders, where line of sight and peripheral vision are needed.
Magic Leap 2 will be worth waiting for	→ New features and functionality not clear; limited ecosystem of apps, not clear if ruggedized, and no firm release date in 2022.

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Competitor Weaknesses

Response

Not a modular platform → No ability to change camera or upgrade display; limits longevity of product.

Don't offer purpose-built ear buds for optimal noise cancellation → Off-the-shelf noise cancelling ear buds do not meet the performance standards of RealWear's purpose-built solution.

Camera performance → Don't have a 48MP camera sensor with enhanced telephoto zoom and low-light performance for crisp, clear photos in poorly lit conditions.

Products are not rugged → Phones, tablets, laptops and many competitor wearables are not rugged enough for a 2-meter drop test onto concreate, cannot withstand extreme temperatures, and not IP66 rated.

Lack of voice optimized apps → Many competing apps require touchpad or gesturing to navigate.

Limited enterprise security → Centralized deployment and management with quarterly security patches.

Internal battery cell → No quick way to swap out battery, as all competitors use internal cell batteries.

No battery life indicator → No visible way to determine battery life.

Not hands-free → Devices such as phones, tablets and other hand-held solutions require hands to operate, are easy to drop, have limited operating temp and noise cancellation, and not compatible with PPE.

Not 100% focused on industrial wearables → Many competitors like Vuzix create consumer products, distracting focus from the frontline worker.

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