HOW DYNAMIS LAUNCHED AN IOT PRODUCT TO MARKET WITH PARTICLE

Particle

Executive summary

Dynamis is revolutionizing how the Air National Guard tracks personnel and resources domestically with the Internet of Things. Powered by the Particle IoT platform and the Particle Studios team, Dynamis built a smart lightweight tracking device that the Air National Guard can use for blue force tracking (BFT) and asset tracking. With this new solution, Dynamis has helped the Air National Guard improve positional awareness and improve command and communication operations.
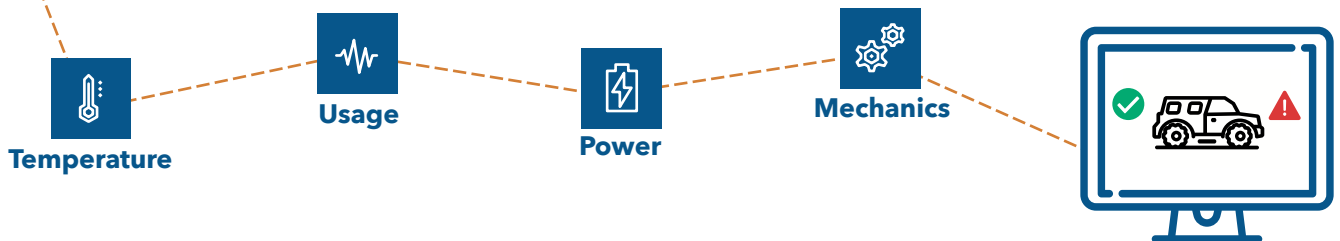
Increased visibility
The Air National Guard can now keep track of forces domestically.

Improved operations
The Air National Guard can ensure domestic assets are in-route.

Precise communication
The Air National Guard can now communicate asset location precisely

Temperature

Usage

Power

Mechanics

"Particle was an extremely collaborative IoT partner. We didn't know all the complexities of developing a connected device, developing firmware, and getting your data to a software solution. They helped us along every step of the IoT building process and we wouldn't haven't gotten to market without them."

Thomas Bull
Lead Solution Engineer, Dynamis

The challenge

The Dynamis team was already in the process of building a blue force tracking solution that the Air National Guard could use to track personnel and resources domestically. However, while the Dynamis team had built initial tracking prototypes, they needed a partner who could help them build a connected tracking solution at scale.

While the Dynamis team excelled at making software solutions, they lacked the hardware expertise that is needed to build a connected tracking device. They started looking for a partner who could help them build a solid proof-of-concept, but the companies they found often built prototypes that were extremely expensive or were overly-engineered.

Particle enables the path to scale

After much research, the Dynamis team partnered with Particle because they provided everything they needed to bring a connected product to market.

With the Particle IoT platform, Dynamis had all the connectivity hardware, software tools, and network infrastructure they needed to build and manage a reliable and scalable cellular tracking product.

Particle E Series

With Particle, the Dynamis team also had a team of IoT experts who had experience bringing IoT products to market. Particle's engineering service, Particle Studios, helped the Dynamis team pick the right hardware components, build a solid proof-of-concept, and helped the team manufacture and ship the product to market.

The Solution – Cobra locator

With the Particle Studios team, the Dynamis team was able to develop the COBRA Locator, a cellular-connected asset tracking device that can be used for blue force tracking, equipment tracking, and resource monitoring. It was designed to withstand rough weather conditions and can be submerged 1 meter underwater.
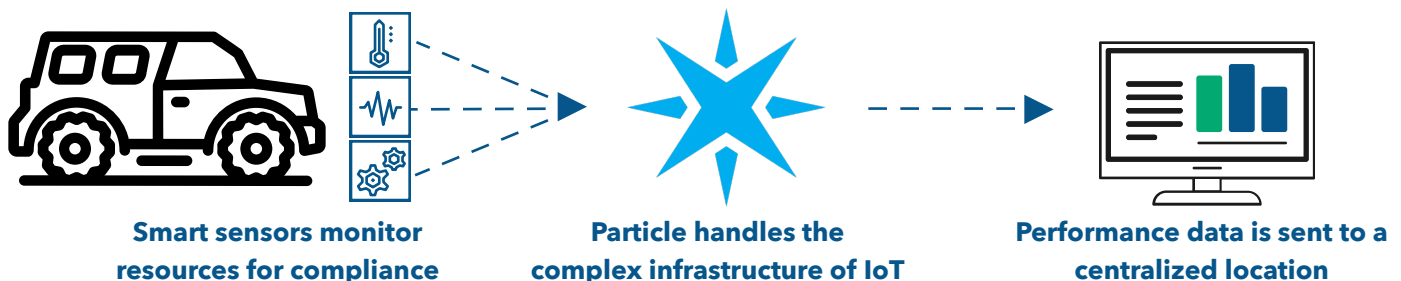
COBRA locator finds success across use cases

The COBRA Locator has been a huge success for the Air National Guard. Not only have they used it to track personnel on domestic operations, they have used it to track essential assets like buses and other forms of transportation to ensure they reach their destination as expected.

Recently, they have even used the COBRA Locator to track ventilators in the early months of the Covid-19 crisis. With this solution, The Air National Guard could better inform governors of the status and conditions of ventilators that they had shipped to their state.

Particle simplifies operations for Dynamis

For Particle and Dynamis, this IoT project proved immensely successful. The building process was simple because Particle handled the complex infrastructure of IoT and helped Dynamis build a field-ready solution for the Air National Guard.

Smart sensors monitor resources for compliance → **Particle handles the complex infrastructure of IoT** → **Performance data is sent to a centralized location**

Particle has helped many companies (like Jacuzzi, Watsco, and Opti) build smart solutions that increase visibility and improve compliance. As a trusted enabler, Particle can help you manage your smart solutions to significantly improve service and customer experiences.

Contact Particle

If you are looking to build profitable IoT solutions, consult our team of experts at **Particle.io/sales.**

Particle Store

Start your IoT journey by checking out our industrial hardware on the **Particle Store.**