

A True American Story

In the Wake of COVID-19, Team Ray Technologies and Rockware Corp. made an Aggressive Pivot



Before COVID-19, we were primarily focused on providing automation and software products and services for the manufacturing shop floor. At the beginning of March, we were remarkably busy and were on pace to have the best year in our 15-year existence. By late March, COVID-19 had forced our customers to shut down for several weeks to flatten the curve. The music suddenly stopped, there were no new projects coming in and we were unable to work on projects that we were previously awarded.

On March 22nd 2020, a company email was sent to all employees letting them know that we understood individual concern for each family's safety and health, but as a company we were going to pursue offering our technical services to assist any government directed start up for PPE, ventilators, hand sanitizers, or anything to combat COVID-19. We reached out to State and National government organizations and put posts on social media to try and find a way we could assist utilizing our skills. We made up our minds we were going to be "ESSENTIAL" one way or the other.

We received a response to a post we put on LinkedIn from an employee from one of our long-time customers on March 31st. This person had the foresight to realize that health check screenings were going to be required for manufacturing plants to start opening again. He mentioned that creating an unattended solution would be beneficial to both safety and operations in manufacturing plants. Since we received no responses to assist in any other manner, on April 1st we began our journey and went all in on the creation of IntelliSCREEN™.

When we started our initial design, we had two major goals:

1. Create a non-contact temperature sensing solution that was as accurate as possible for detecting a person with 100.4 degrees F. Our goal was to provide the highest level of safety by erroring on the side of safety with our scaling algorithm.

2. Provide a solution that will single-handedly handle all COVID-19 mandates, including a health check survey option, and providing storage and interfaces to access traceability data. Our goal was trying to get companies back to a sense of normalcy ASAP while providing the highest level of safety obtainable.



Prototype Unit

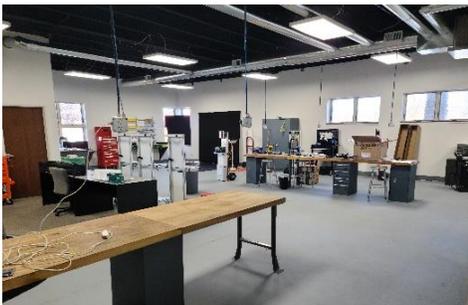
Our initial unit was called TC/DC (Temperature Check / Density Control) and was designed to handle Fever Checks, Capacity Control, and integrated with a barcode generated from a successful health check survey submission. We were able to make a prototype in 2 weeks using components we had laying around our garage at our Bellevue office. We currently have 3 different models and have

continually improved and streamlined our design since day one. Our challenges included converting our company to manufacturing along with providing affective marketing.



Early Manufacturing

To create facilities for manufacturing a high number of units required us to think outside the box at both of our properties in Bellevue, OH and Huron, OH. At our Bellevue location we figured out a layout to annex a new building to an unused building that is on the north side of our property originally called the "corn crib". The



Huron Office Retooling

issue with this plan was the time to get it implemented was going to be late 2020 which was too long to wait. In the interim we decided to remodel our office in Huron, OH to provide some shop manufacturing space. This took four weeks and allowed us to get it fully operational by the middle of September. Our next



New Bellevue Manufacturing Building

challenge of marketing along with sales is something we are currently working on. For the last 15 years, we have been blessed to have been able to grow and stay busy almost strictly through word of mouth. We like to think our installed products and services sell



themselves. We have recently embarked on some new territory to try and fully commercialize a product to the masses. We hope we do well because we think this product can really help many people and organizations.