



## **Sole Source Justification for Earth Networks – WeatherBug Lightning Detection and Outdoor Alerting**

Earth Networks - WeatherBug operates a proprietary lightning detection and alerting network of more than 750 lightning sensors. This network is completely unique in that the lightning detection sensor technology is the first and only of its kind with the capability of detecting the most significant amount of “In-Cloud” lightning strikes as well as the detection of “Cloud-to-Ground” lightning strikes. The detection of In-Cloud lightning strike activity is crucial for several reasons; firstly, approximately 80% of all lightning strikes are In-Cloud strikes. Secondly, In-Cloud lightning strikes tend to occur anywhere from 5 to 30 minutes **before** the potentially deadly Cloud-to-Ground strikes. Thirdly, this ability to detect the initial lightning activity earlier provides users of the Earth Networks-WeatherBug Total Lightning Network a significant time advantage for alerting. And lastly, the Earth Networks-WeatherBug’s unique Outdoor Alerting System, is the only outdoor equipment that integrates with the Earth Networks-WeatherBug lightning feed and administrative portal, that together, will sound on the detection of both In-Cloud and Cloud-to-ground lightning strikes.

The company has sole rights to the network, including the technology and software that provides system compatibility and LAN, WAN, and Internet networking capability. Earth Networks – WeatherBug is a sole source vendor, manufacturer, and shipper that designs, develops, produces and sells this unique hardware that interfaces with Earth Networks – WeatherBug’s lightning network, applications, and web-services. Throughout the United States, government agencies and municipalities have repeatedly elected to work with Earth Networks - WeatherBug based upon the above proprietary capabilities. Those agencies include National Weather Service, NASA, Department of Energy, FAA, NTSB and others.

Earth Networks - WeatherBug welcomes your interest in acquiring the severe weather alerting solutions for your organization. If you have any other questions, please contact me to discuss in person.

Sincerely,

A handwritten signature in black ink that reads "Frank McCathran III". The signature is written in a cursive style with a horizontal line underneath the name.

Frank McCathran  
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