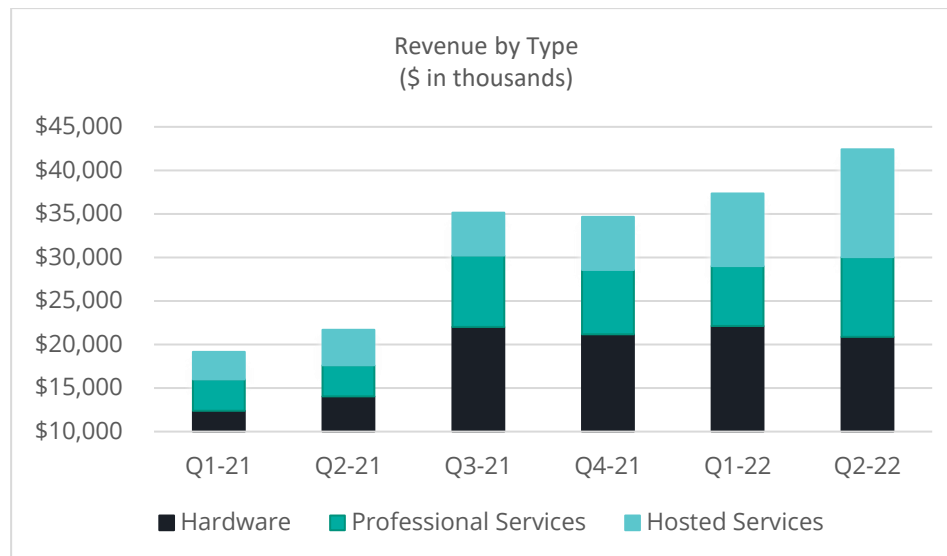




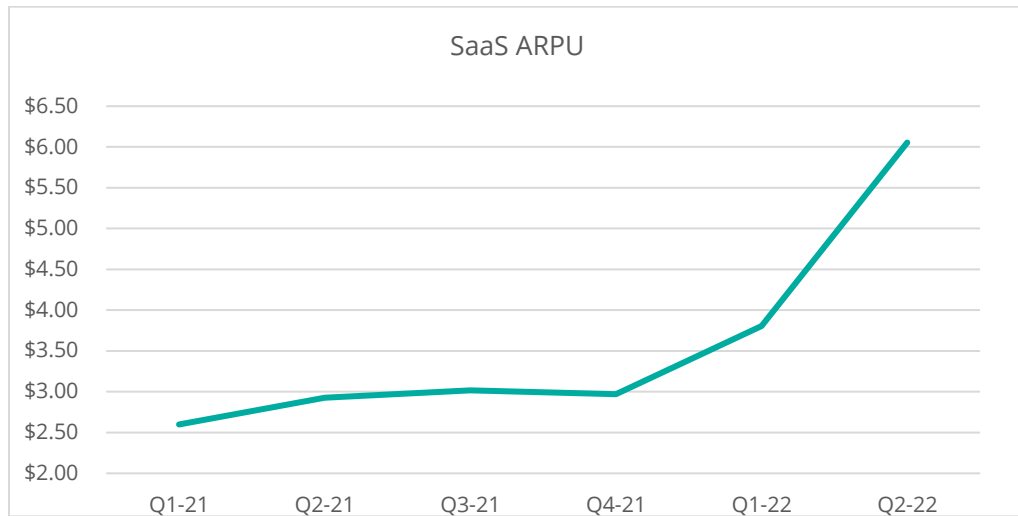
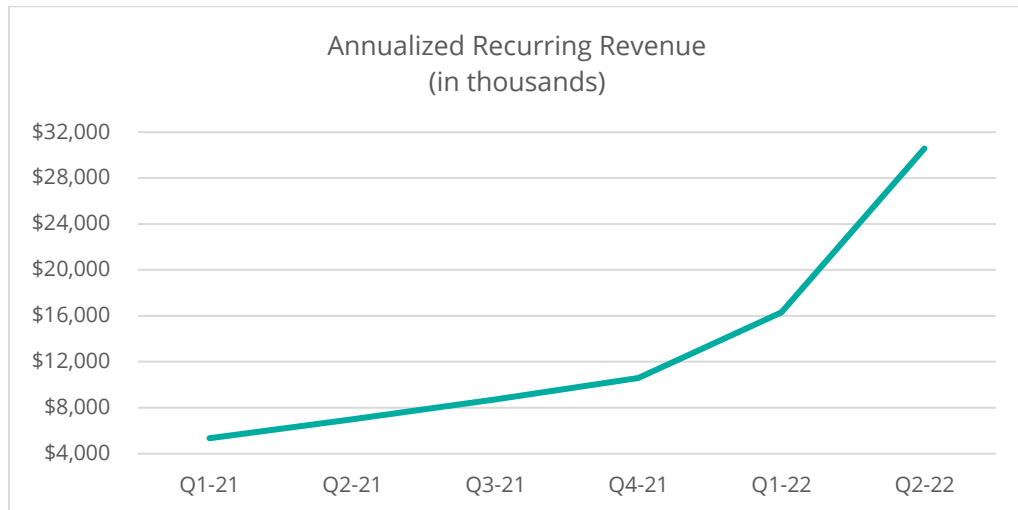
**Select Financial and KPI Metrics
By Quarter, 1Q 2021 to 2Q 2022**

	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22
Hardware revenue	\$12,398	\$14,029	\$22,025	\$21,177	\$22,114	\$20,895
Professional services revenue	\$3,601	\$3,564	\$8,180	\$7,387	\$6,909	\$9,123
Hosted services revenue	\$3,161	\$4,084	\$4,927	\$6,104	\$8,336	\$12,391
Total revenue	\$19,160	\$21,677	\$35,132	\$34,668	\$37,359	\$42,409
Units Deployed	32	24	59	52	51	60
Units Deployed and Committed						
Units	792	818	975	1,065	1,151	1,231
SaaS ARPU	\$2.60	\$2.93	\$3.02	\$2.97	\$3.81	\$6.05
Annualized Recurring Revenue	\$5,344	\$7,004	\$8,728	\$10,580	\$16,296	\$30,576

* All amounts in thousands except SaaS ARPU.



**Select Financial and KPI Metrics
By Quarter, 1Q 2021 to 2Q 2022
(Continued)**



**Select Financial and KPI Metrics
By Quarter, 1Q 2021 to 2Q 2022
(Continued)**

