



## ABOUT EKSOWORKS

*The EksoWorks industrial product line seeks to address one of the biggest challenges facing the construction industry today – protecting workers while finishing jobs on time and within budget. Many companies are seeing a trend of increasing costs related to worker safety, driven primarily by worker fatigue, strain and other job-related injuries. With Ekso Bionics' innovative technology, workers can complete heavy tool tasks with less fatigue, better workmanship and fewer workplace injuries.*

### EksoZeroG 'Peggy Sue' Improves Quality of Life: Steve's Story



By Carrie Yamond  
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Steve Brown is a proud member of the 971 Reno Carpenters Union and is working on the Tesla project in Reno, Nevada – which, according to Steve, is currently the biggest construction site in the world.

His secret weapon for increasing productivity and getting through a long workday? The EksoZeroG.

Lovingly nicknamed "Peggy Sue," Steve shares how impressed his colleagues are by the EksoZeroG. "Everyone knows who Peggy Sue [EksoZeroG] is, and we have 3,000 tradesmen on the job at Tesla. I have people just walking by to watch me work because they've never seen anything like it."

The task at hand is extremely taxing. The job requires overhead drilling, into a pan deck. They are putting Unistrut up with Hilti anchors.

**"Before carpenters could get between 50 and 100 holes in a day by switching guys out, because it is just brutal..."**

**Now with Peggy Sue [EksoZeroG], on a good day, I can do 300 to 330 holes -- one guy by himself."**

With a handful of carpenters using the EksoZeroG at a time, Steve reports it has significantly cut down the whole project time, resulting in securing more projects.

"The speed absolutely makes a significant impact, and shows for our company that we can do more production than the average company. In turn, we're picking up more and more work everyday because we're able to hit deadlines," he said.

Increased productivity at work isn't the only benefit – Steve's quality of life has also improved. Together with his wife, they run a small ranch in northern Nevada where they raise goats. He is now able to help more in the evenings.

**There is no shoulder fatigue...**

**It's incredible how much we get done compared to just doing them by hand."**

"If I was rotohammering without it, I'd be dead after work. I wouldn't even be able to lift my arm up. Using Peggy Sue [EksoZeroG], I can come home and I can buck 100 bales of hay if I had to. There is absolutely zero fatigue – no fatigue from the drilling whatsoever. I can go out and do whatever I have to do around the house, I can help my wife out with whatever she needs. I'm not walking in like a dead zombie," he explained.

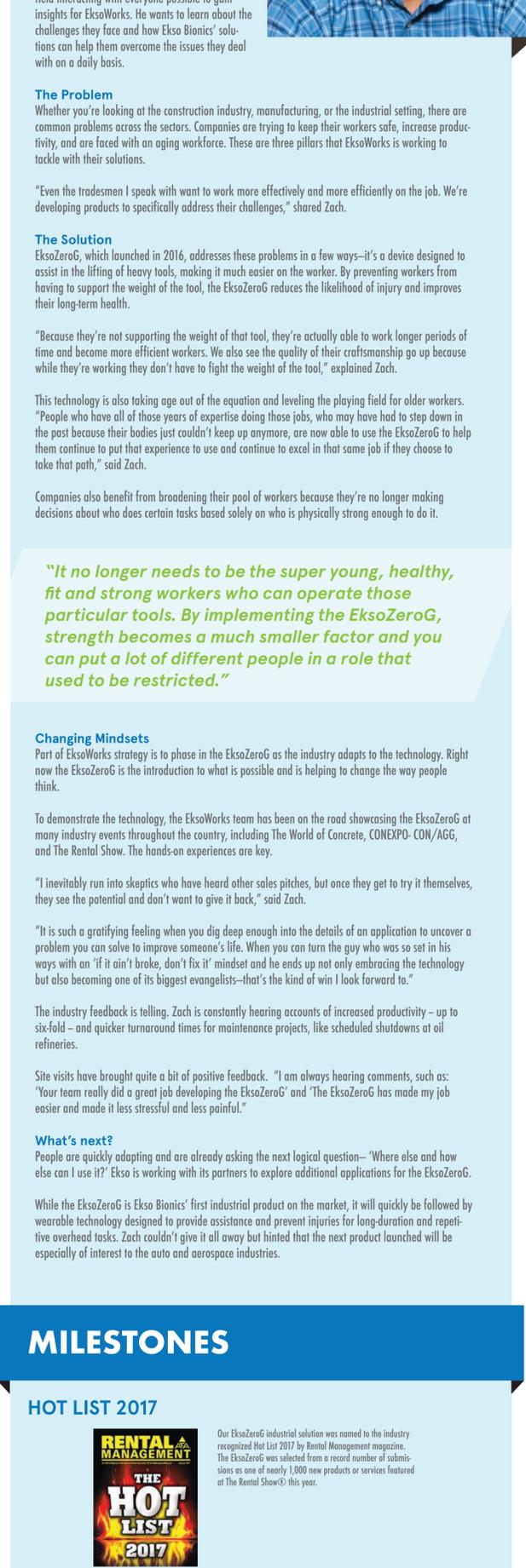
"The amount of energy that I have now is probably 100 times more than I'd have without [EksoZeroG]. I can do just about anything. I don't want to say it's like I've sat in an office all day but..." laughed Steve.

Having worked in construction since the mid-80s, Steve has seen many changes to the industry, but never could have imagined a tool like the EksoZeroG and the potential it holds for helping workers do their jobs safely and efficiently.

"Carpenters lives are going to be improved dramatically when they use this tool," said Steve. "I've seen a lot of cool things come out but there is nothing that compares to this."

Another added bonus for Steve? He finds the EksoZeroG fun to use – a good thing for someone with a sense of humor and a new friend named Peggy Sue.

"Compared to any other construction job I've even had, it's the most fun. I love running the arm."



### Changing Mindsets: How EksoZeroG is Paving the Way for Industry-Advancing Technology



By Carrie Yamond  
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As much as we clamor for new technology and the next best thing, most people will admit that they can also be stuck in their ways – especially when it comes to their expertise. Try telling someone who tackles difficult physical tasks daily, year after year, with their own precise rhythm that there is a new, easier way of doing it and you are sure to be met with some skepticism at first.

Zach Haas, product manager at Ekso Bionics, provides an inside look into how EksoZeroG has entered the marketplace and is already changing mindsets. Zach joined the EksoWorks team, a division of Ekso Bionics which develops equipment for construction sites, factories and distribution centers to lessen physical stress on the body, in 2016. He previously worked at Milwaukee Tool where he helped to develop a new start-up line of products and leveraged his passion for research to strategize how to compete in a new category.

From the person actually slinging the rotary hammer to business decision makers, Zach is in the field interacting with everyone possible to gain insights for EksoWorks. He wants to learn about the challenges they face and how Ekso Bionics' solutions can help them overcome the issues they deal with on a daily basis.

#### The Problem

Whether you're looking at the construction industry, manufacturing, or the industrial setting, there are common problems across the sectors. Companies are trying to keep their workers safe, increase productivity, and are faced with an aging workforce. These are three pillars that EksoWorks is working to tackle with their solutions.

"Even the tradesmen I speak with want to work more effectively and more efficiently on the job. We're developing products to specifically address their challenges," shared Zach.

#### The Solution

EksoZeroG, which launched in 2016, addresses these problems in a few ways—it's a device designed to assist in the lifting of heavy tools, making it much easier on the worker. By preventing workers from having to support the weight of the tool, the EksoZeroG reduces the likelihood of injury and improves their long-term health.

"Because they're not supporting the weight of that tool, they're actually able to work longer periods of time and become more efficient workers. We also see the quality of their craftsmanship go up because while they're working they don't have to fight the weight of the tool," explained Zach.

This technology is also taking age out of the equation and leveling the playing field for older workers. "People who have all of those years of expertise doing those jobs, who may have had to step down in the past because their bodies just couldn't keep up anymore, are now able to use the EksoZeroG to help them continue to put that experience to use and continue to excel in that same job if they choose to take that path," said Zach.

Companies also benefit from broadening their pool of workers because they're no longer making decisions about who does certain tasks based solely on who is physically strong enough to do it.

**"It no longer needs to be the super young, healthy, fit and strong workers who can operate those particular tools. By implementing the EksoZeroG, strength becomes a much smaller factor and you can put a lot of different people in a role that used to be restricted."**

#### Changing Mindsets

Part of EksoWorks strategy is to phase in the EksoZeroG as the industry adapts to the technology. Right now the EksoZeroG is the introduction to what is possible and is helping to change the way people think.

To demonstrate the technology, the EksoWorks team has been on the road showcasing the EksoZeroG at many industry events throughout the country, including The World of Concrete, CONEXPO-CON/AGG, and The Rental Show. The hands-on experiences are key.

"I inevitably run into skeptics who have heard other sales pitches, but once they get to try it themselves, they see the potential and don't want to give it back," said Zach.

"It is such a gratifying feeling when you dig deep enough into the details of an application to uncover a problem you can solve to improve someone's life. When you can turn the guy who was so set in his ways also an 'if it ain't broke, don't fix it' mindset and he ends up not only embracing the technology but also becoming one of its biggest evangelists—that's the kind of win I look forward to."

The industry feedback is telling. Zach is constantly hearing accounts of increased productivity – up to six-fold – and quicker turnaround times for maintenance projects, like scheduled shutdowns at oil refineries.

Site visits have brought quite a bit of positive feedback. "I am always hearing comments, such as: 'Your team really did a great job developing the EksoZeroG' and 'The EksoZeroG has made my job easier and made it less stressful and less painful.'"

#### What's next?

People are quickly adapting and are already asking the next logical question— "Where else and how else can I use it?" Ekso is working with its partners to explore additional applications for the EksoZeroG.

While the EksoZeroG is Ekso Bionics' first industrial product on the market, it will quickly be followed by wearable technology designed to provide assistance and prevent injuries for long-duration and repetitive overhead tasks. Zach couldn't give it all away but hinted that the next product launched will be especially of interest to the auto and aerospace industries.

## MILESTONES

### HOT LIST 2017



Our EksoZeroG industrial solution was named to the industry recognized Hot List 2017 by Rental Management magazine. The EksoZeroG was selected from a record number of submissions as one of nearly 1,000 new products or services featured at The Rental Show® this year.

## TRADE SHOW HIGHLIGHTS

Ekso Bionics has been traveling around the country to share our EksoWorks industrial solutions with the construction community.



Ekso Bionics kicked off 2017 this January at the World of Concrete, the industry's only annual international event dedicated to the commercial concrete and masonry construction industries. While in Las Vegas, we provided demos of the EksoZeroG to show how it can enhance productivity and reduce work-related injuries on construction sites.



Russ Angold, Co-founder and Chief Technology Officer of Ekso Bionics, also took part in ProCore Groundbreak 2017, a construction technology conference held in Austin in March. In addition to offering hands-on demonstrations of the EksoZeroG, we provided a preview and demos of brand-new exoskeleton technology to aid in overhead work.



At BuiltWorlds' The Rise of the Machines Conference: How Automation and Robotics are Changing Construction, Russ Angold, spoke on a panel about EksoZeroG and participated in a moderated conversation about how these technologies have already started to enter the construction industry and explored ways they may be more widely used in the future.



Team Ekso went to The Rental Show in Orlando to offer hands-on demonstrations of the EksoZeroG technology at our booth.



At CONEXPO-CON/AGG, the trade show for the construction industries, we provided demos of the EksoZeroG and Russ Angold spoke about bionic workers in construction.

## INTERESTED IN MEETING US IN PERSON?

Ekso Bionics will also be heading to the following upcoming conferences and trade shows—we hope to see you there!

**ENTERPRISE Wearable Technology Summit**  
May 10-12, 2017  
Westin Gaslamp Quarter  
San Diego, CA

**E2E Summit**  
May 16-18, 2017  
St. Louis, MO

**AFPM Reliability & Maintenance Conference & Exhibition**  
May 23 - 26, 2017  
New Orleans, LA

**AIHceEXP**  
June 4 - 7, 2017  
Seattle, WA

**SAFETY 2017**  
Safety 2017 Professional Development Conference & Exposition  
June 19 - June 22, 2017  
Denver, CO

## IN THE NEWS

EksoWorks has already made headlines this year for our innovative technology and leadership.



"You might call it the robotic suit of the future." ConstructechTV talked about the challenges of safety on the construction jobsite – and how Ekso Bionics' industrial solution works to take some of the stress off the body, making it easier and safer for construction professionals to perform their jobs.

[LEARN MORE](#)



C-Suite TV sat down with CFO Max Schuder-Bieschke to talk about how Ekso Bionics' technology is allowing industrial workers to do more while preventing injuries.

[LEARN MORE](#)



ExoskeletonReport.com created 'An Overview of the Exoskeleton Patent Landscape' which shows Ekso Bionics ranking in the lead on patent assignments. We're proud of our IP (Intellectual Property)!

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Get an inside look at Ekso headquarters as journalist, Adam Rogers, explores EksoWorks' industrial solution.

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Construction Executive featured EksoWorks in their Tech Trends coverage and shares how their industrial solutions are available through United Rentals.

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BuiltWorlds highlighted EksoWorks as one of eight companies bringing robotics and automation to construction sites.

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## EksoZeroG IN ACTION



Watch Ed and Duane, two construction workers, complete the same drilling and chipping task. Ed has an advantage: the EksoZeroG arm, which helps him to complete the task faster and with less exertion.

**Before you go, we invite you to watch our latest montage video.**

**WATCH HERE**

Did you find this interesting? Please feel free to forward this to others. Look out for our next newsletter this summer!

STAY CONNECTED WITH THE EKSOWORKS TEAM!



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