

QUICK START GUIDE

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SHARE YOUR STORY. SAIL WITH US

SAILMON (§

CONGRATULATIONS ON YOUR NEW SAILMON MAX. FROM NOW ON YOU'RE PART OF THE WORLDWIDE GROWING SAILMON COMMUNITY.

ARE YOU READY TO MAXIMIZE YOUR SAILING EXPERIENCE? COMPLETE THE STEPS IN THIS QUICK START GUIDE AND SEE YOU ON THE WATER!

SAILMON

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P FIND OUT MORE I Do you have questions after reading the Quick Start Guide? Go to sailmon.com/max/support for more information, video tutorials and troubleshooting. Our customer service agents are happy to assist you - from Monday to Friday 09:00 - 17:00 (CET).

1. WHAT'S IN THE BOX?

- **SAILMON MAX**
- **INDUCTIVE CHARGER AND CABLE**
- **STANDARD MAX MOUNT**
- CARRYING CASE

FIND OUT MORE I Looking for more? Go to our shop - shop.sailmon.com - to find (class-specific) (mast) brackets and addons like different loadcells, the windsensor and the NMEA interfaces.

2. FIRST STEPS OF INSTALLATION

We understand you want to hit the water with MAX as soon as possible, but it's important to follow the next instructions to get the most out of the device.

- Step 1: CONNECT MAX TO THE SAILMON APP
- Step 2: CUSTOMIZE YOUR MAX MAX
- Step 3: CALIBRATE THE DATA
- Step 4: MOUNT MAX
- Step 5: GO SAILING

STEP 1:

CONNECT MAX TO THE SAILMON APP

MAX is all about connectivity. Once your MAX is successfully connected to your personal Sailmon App account, every trip on the water will be automatically tracked. In addition, you can relive, analyse and share your performances - even compare them (live) with your friends and competitors.

Before you set up this essential connection, we'd like to clarify how sailing data will be transferred from your MAX to your Sailmon App account

- Your MAX is connected to your personal Sailmon App account and the internet (for example, your home network, the WiFi of the sailing club or connection with your phone).
- You go sailing with your MAX turned on. There is no internet connection needed on the water because the data will be automatically saved into the MAX.
- 3. Once you are back on land, your MAX will automatically find the internet connection you've set up earlier. You can also set up new connections if there are no known connections around.
- 4. The MAX sends the data automatically to the Sailmon servers. It needs some time (depending on the strength of the network) to transfer the data into the app. The trip is then ready to be viewed!

STEP 1A:

DOWNLOAD THE SAILMON APP

Let's make the connection happen! First things first.

Download the Sailmon App in App Store or Google Play.







STEP 1B:

CREATE AN ACCOUNT



Setup your personal account by following the on-screen instructions. Do you already have an account? Simply log-in. Are you logged in? Leave your account open on your phone and go to the next step.

STEP 1C: TURN ON MAX

MAX has five buttons: each on one side and three on top. The functionality of a button can be different from screen to screen, but it's described or shown clearly on-screen. First, hold the top middle button to turn on (and turn off) MAX.

Your MAX can show different icons in the bottom bar

TIME : the current time (only shown with GPS connection)

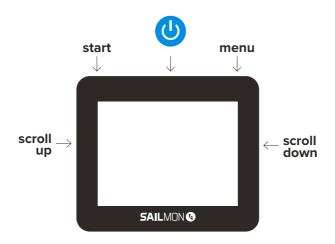
BLUETOOTH : your MAX is connected to Bluetooth (when shown)

WIFI : your MAX is connected to WiFi (when shown)

GPS : your MAX has a GPS signal or not

(cross through satellite)

BATTERY : shows how much battery there is left



^{*}During sailing functionalities of buttons are described on the screen.

STEP 1D:

CONNECT MAX TO THE INTERNET

You can set up an internet connection via WiFi (explained on this page) or Bluetooth (explained on page 12). Go to Menu > System > Connection > and choose one of the two connections.

OPTION ONE: CONNECT VIA WIFI



- 1. Select the WiFi network you want to connect to
- 2. Set the password
 - Choose your charset (go to the next charset by holding the right top button or go to the previous charset by holding the left top button)
 - Are you on your desired charset? Choose the character (go to the next character by pressing the right top button)
 - Are you on the desired character? Save the character (press the right side button) or delete the character (press the left side button)
- 3. Are you done with the full password?

 Connect to the network (click on the top middle button).

The MAX will tell you if the password is correct and the connection is successful. If you want to leave this password setup earlier, make sure to delete all characters first before pressing exit.

Please check if your MAX is online.

Go to Menu > System > System Info > Communication



OPTION TWO: CONNECT VIA BLUETOOTH

ANDROID

- Android phone: Go to Settings > Network & Internet > Hotspot & Tethering > Enable Bluetooth tethering
- 2 Android phone: Go to Settings > Connected devices > Enable Bluetooth and leave the screen open
- 3 Sailmon MAX: Go to Menu > System > Disable 'Enable WiFi'
- 4 Sailmon MAX: Go to Menu > System > Connections > Bluetooth Internet (MAX is now discoverable on your phone)
- 5 Android phone: Select Pair new device > select Sailmon MAX-[SERIAL NUMBER]
- 6 Sailmon MAX: wait until you see the text 'Bluetooth Paired Connected to phone'

APPLE

- 1 iPhone: Go to Settings > Bluetooth > Enable Bluetooth and leave the screen open
- Sailmon MAX: Go to Menu > System > Connections > Bluetooth Internet (MAX is now discoverable on your phone)
- 3 iPhone: Scroll down to Other devices > select Sailmon MAX-[SERIAL NUMBER]
- 4 Sailmon MAX: wait until you see the text 'Bluetooth Paired Connected to phone'. Are you still having trouble? Please try to connect via WiFi first before you submit a support ticket.

PLEASE CHECK IF YOUR MAX IS ONLINE.

Go to Menu > System > System Info > Communication

STEP 1E:

PAIR YOUR MAX TO YOUR ACCOUNT

- 1 Open your Sailmon App
 - a. Go to Profile (fourth icon in the bottom bar)
 - b. Click on Boats & Devices
 - c. Click on Add a boat
 - d. Fill in the information fields
 - Boat Name
 - Type of Boat (optional)
 - Country and Sail number
 - e. Choose Sailmon MAX or Sailmon E4 under 'Register a new device'
- 2. Turn on your MAX
 - a. Go to Menu > System > Attach to account to open QR-code
- 3 Scan the QR-code on MAX with your phone (click on the blue button)

Always check if you are connected MAX/E4 is LIVE.

Is it not LIVE? Probably your unit isn't connected to the internet (more information in step 1D). However, as explained, your data will be saved on your MAX (more information in step 1) until it is able to transfer via the internet to your connected account.

Congratulations! You're done with the first important steps. You've successfully connected your MAX to your personal Sailmon App account. Now all your adventures on the water will be automatically logged in the app. But before you go out sailing, it's time to configure your MAX a bit more, and even more importantly: calibrate the sailing data.

STEP 2:

CUSTOMIZE YOUR MAX

With the page builder, you can customize pages with data that is relevant to you. During sailing, you can easily switch between pages (press the top middle button). Go to Menu > Pages

HOW DO YOU SET UP A PAGE?

- 1. Choose the page you want to set up. You can set up unlimited pages.
- 2. Choose the layout of the page (hold the top middle button). There are 4 standard setups plus windgraph.
- 3. Choose which section on the layout you want to fill with data.
- Choose the data variable. Click on Set to save the value.
 On the following pages, we will explain the data variables.
- 5. When you're finished selecting all the values, press the top left button to go back. Your page is automatically saved.

DATA EXPLAINED

MAX has a lot of data to show

- Distance in meters (m)
- Speed in kilometers (km)
- Load in kilogram (kg)

ABBREVIATION	FULL NAME	DESCRIPTION
AWA	Apparent Wind Angle	Wind angle relative to boat
AWS	Apparent Wind Speed	Wind speed relative to boat
BSP	Boatspeed	Speed through water
COMPASS	Compass	Compass bearing magnetic relative to max
Course Angle	Course Angle	Angle relative to the set course
COG	Course over Ground	Course of Max relative to Earth
Depth**	Depth	The depth is measured with the depth sensor that the boat is equipped with.
HEADER/LIFT	Header lift indicator	Degrees lifted from optimal relative to course axis
HEEL	Heel	Angle of boat side to side
MAX SPEED	Max Speed	Maximum speed in this session
PITCH	Pitch	Angle of boat bow to stern
RACE TIMER	Race timer	Time into race
SOG	Speed over ground	Speed of max relative to earth
10s AVERAGE	Ten second average	Average SOG over the last 10 seconds
TIME	Time	Local Time
TOP 10S AVERAGE	Top 10 second average	Best speed over 10 seconds
TWA*	True Wind angle	Wind angle relative to boat
TWD*	True Wind Direction	Wind direction relative to water
TWS*	True Wind Speed	Wind speed relative to water
VMG	Velocity made Good	Speed made relative to wind direction
VMC		
	Velocity made course	Speed made relative to course Axis
Distance to line	Distance to line	Distance from line measured from Max
Distance to burn	Distance to Burn	Distance to burn with current speed and time left to start
Line bearing	Line Bearing	The horizontal angle made by a survey line with reference to the magnetic north pole in a clockwise direction.
Load***	Load	Load on loadcell. Compression is negative, Tension is positive

^{*} Only available once connected with Ultrasonic Wind Sensor
** Only available once connected with NMEA add-on

^{***} Only available once connected with Loadcell

STEP 3:

CALLIBRATE YOUR MAX

Two steps down, another really important one to go! Now that you've customized your MAX to your personal needs, it's time to get the sailing data accurate by calibration. Make sure to calibrate your MAX every time you go sailing. Calibration needs to be done in two steps, right before the moment you mount MAX to your boat.

1. COMPASS CALIBRATION

Make an infinity sign twice with MAX in your hand. This movement needs to be done in a smooth manner, in a width of 30 centimetres and as close as possible to the location where you want to mount MAX



+ ADVANCED COMPASS CALIBRATION

There is also a more advanced calibration possible. But it's hard to explain it on paper. Therefore, we made a video tutorial (as well as for standard compass calibration) on sailmon.com/support/max.

2. ZERO HEEL AND PITCH

Go to Menu > System > Sensors > Zero Heel and Pitch. Press the top right button to zero Heel and Pitch. The status of your calibration can be found below the screen.

MEANING IMU CALIBRATION POP-UPS:

REQUIRED: calibrate your compass. Execute step 1.

DEGRADED : not successful. Try step 1 again.

PENDING: wait a moment until you see another message.

FULL : all set! You're ready to go sailing.

Sailing data accurate? Check. Let's mount the MAX to your boat and do what we've all been waiting for: SAIL!

STFP 4:

MOUNT MAX TO YOUR BOAT

There are several mounts available for MAX. Whatever you choose, make sure you lanyard MAX so you won't lose it on the water! We advise attaching a 2mm line using the lanyard hole on the back.

BASIC (STANDARD IN THE BOX)

Mount the basic mount to your boat (screws not included). Slide MAX into the mount on the side until you hear a click. After sailing, unmount MAX by pressing the lever on the back and sliding MAX in the direction of the lever

GOPRO

Slide MAX into the mount on the side until you hear a click. Attach the mount to your (existing) GoPro mount on your boat. After sailing, unmount MAX by pressing the lever on the back and sliding MAX in the direction of the lever.

ADVANCED

Go to our shop - shop.sailmon.com - to find (class-specific) (mast) brackets. Mount your MAX to the brackets with a simple twist.

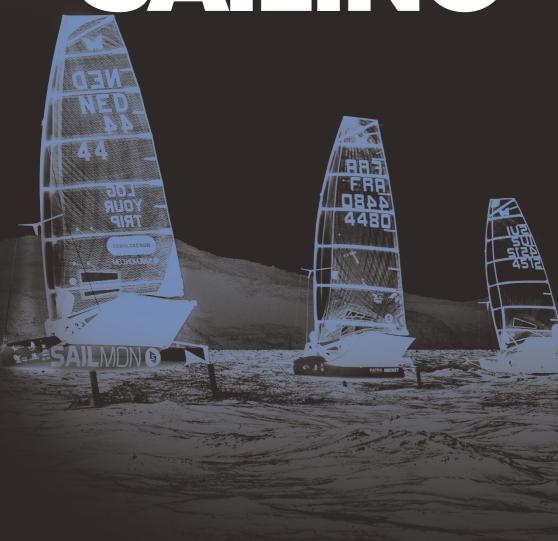
CUSTOM

Are you looking for a fully personalized mast bracket for your boat? Get in touch to request a quote.

Is your MAX mounted at an angle compared to the bow?
Your MAX needs some correction. Go to Menu > System > Sensors > Set
Compass Offset to keep your sailing data accurate. Fill in a value in
degrees between -180 and 180 here.

PIND OUT MORE I Do you want to know what's the best place to mount your MAX? Check out sailmon.com/mount-max for boat examples or contact support. STEP 5:

GO SAILING



3. IMPROVE YOUR SAILING

MAX and the Sailmon App is made to improve your sailing. With the data gathered during and after sailing (with the app - see next pages), you can start to sail better, faster and higher.

START BETTER

With the start functionality in MAX, there's no longer an excuse to be early or late.

HOW DO YOU USE THE START FUNCTIONALITY?

- Make sure your MAX is mounted on your boat in a stick position
- Go to the start page (press the left top button on the first MAX page)
- 3. Ping the line:
 - Ping the pin (click on the left side button and click again when near the pin)
 - Pin the boat (click on the right side button and click again when near the start vessel)
- 4. Synchronise the time with the gunshot
 - Press start (left top button) to start the time
 - Minus 1 minute (top middle button) or plus 1 minute (top right button)
 - Click SYNC (top left button) to go to the next full minute. So, if you click on SYNC when the time is 00:38, it will go to 01:00.

MAX WILL SHOW YOU ANOTHER ADVANCED SCREEN:

LINE SQUARE : Line direction perpendicular to the pinged

starting line in the direction of the wind

COMPASS : Compass bearing magnetic relative to max

TIME TO START : Remaining time to gunshot

(you can still sync this)

DISTANCE TO LINE: Distance from line measured from Max **LATE/EARLY INDICATOR**: Shows if you are too early or too late

to line at gunshot

DISTANCE AT START: Distance from line measured from Max

on gunshot

After the Start Page, MAX will redirect you to the first page. You can also use the Simple Start Page. This will only show Time to Start and Distance to Line. Go to Menu > System > Advanced > Enable Simple Start Page.

SAIL FASTER

With the advanced Page Builder, you can set up your own pages. Scroll through the pages (press the top middle button) during sailing to show data that can help you to go faster. Do you want to know the MAX speed, Ten Second Average and Top 10 Second Average at the end of your trip? Check out how to set up a page with these data with the Page Builder (page 14).

SAIL HIGHER

Make sure you sail on lifts and tack on headers. Our header lift indicator helps you make the right decision and become better every time you go out sailing.

Fill in your target angles to receive the best VMC to make sure you're on the right track while sailing. Go to Menu > Performance >

TARGET ANGLE UP

Fill in your target angle up. Enter a value in degrees between 20 and 60.

TARGET ANGLE DOWN

Fill in your target angle down. Enter a value in degrees between 0 and 180.

SET COURSE AXIS

Fill in the course axis by entering a value in degrees between 0 and 359. For example, the top wind mark or the course the start vessel is showing.

Are you done sailing? In the next chapter, we will show you how you can analyse your training or race in the Sailmon App. Make sure to connect your MAX to the internet first (explained on page 11), so all data can be sent to the app. You can turn off MAX now (hold top middle button or go to Menu > Turn Off). Please notice your data is always saved on your MAX so you can switch it off anytime - even if there are still files to transfer.

PIND OUT MORE I Do you want to know what the VMG is exactly? Go to sailmon.com/vmg and check out the detailed explanation!

4. SAILMON APP

The fun continues onshore! With the Sailmon App, you can analyse, relive and share your trip on the water. We will explain some basic functionalities

CHECK YOUR PERSONAL BESTS

The Sailmon App generates all the insights you need after a day of sailing with MAX. Check your personal bests once you're off the water, like top speed, best upwind performance and fastest 500M.

SHARE YOUR BEST MOMENT

Capturing and sharing your performance is more exciting than ever. Upload a photo or video of your favourite sailing moment, tag your buddy, add text, choose the data you want to add and share it (live) with the community!

COMPARE YOUR DAILY RESULTS WITH OTHERS

See how your personal highlights compare to everyone else that day. From now on, every sailor in the world is a competitor.

ANALYSE YOUR PERFORMANCE

Relive your trip on a clear visual map with a graph, down to every second. Analyse your speed, heel, pitch and COG and see where you won or lost. Every mile counts.

AND COMPARE IT (LIVE) WITH OTHERS

Compare your own sailing performance with your training- and racing partners who are at the same time and location on the water – live or afterwards. Who are you going to compete with? You choose!

OPTIMIZE YOUR PERFORMANCE

Not sure about your upwind or downwind performance? The app shows you the way. Finetune your targets next time you go out sailing and come closer to perfection.

VIEW BY LEG

We create order in the chaos. The app automatically splits your sailing trip into legs, so you can focus on the details that really matter.

LEARN FROM THE BEST

Keep an eye on the heroes and winners in your class, like World Champion Tom Slingsby in MOTH-class. See how he performs and learn from his performance.

BECOME THE LEADER

See how you rank on the leaderboard with your best result ever. Every leaderboard is clearly categorized by highlight, class or period.

PIND OUT MORE I With the Sailmon Gold subscription, we take the app to the next level. Do you want to know more? Download the app or go to sailmon.com/gold

5. INSTALL ADD-ONS

Due to the Bluetooth connection in MAX, you have the possibility to connect wireless add-ons. These add-ons will provide you with more data during sailing (on MAX) and afterwards (in the Sailmon App):

- Ultrasonic Wind Sensor (TWA, TWD, TWS, AWA, AWS)
- Cyclops Marine loadcells (loadcell)
- NMEA 0183/2000 (Speed, depth and wind)

PIND OUT MORE I Do you want to SEE instead of read how you can connect the add-ons to MAX? Check out the video tutorials on sailmon.com/max/support

WINDSENSOR

Add the Ultrasonic Windsensor to add TWA, TWD, TWS, AWA and AWS to your MAX and the Sailmon App.

- 1. Go to Menu > System > Sensors > Wind > Connect Wind Sensor
- Place the Windsensor very close to your MAX.The MAX will automatically detect the Windsensor
- Does your MAX show 'Found Device'? Connect (click on right top button)
- 4. Does your MAX show 'Receiving Data'? Exit the page
- 5. Place your Windsensor at a fixed place on your boat. Make sure to point the small mark on the Windsensor forwards.

DEVICE : number of device

CONNECTED : YES or NO

UPDATE COUNTER: shows incoming data from windsensor **RAW AWS**: Raw Apparent Wind Angle relative to boat/

windsensor

RAW AWA : Raw Apparent Wind Speed relative to boat/

windsensor

Once you've connected your windsensor, you can set up extra settings to make the wind data even more accurate. Go to Menu > System > Sensors > Wind

WIND MOUNT OFFSET

Enter a value in degrees between -180 and 180.

UPWIND TWA CORRECTION

Enter a value in degrees between -90 and 90.

DOWNWIND TWA CORRECTION

Enter a value in degrees between -90 and 90.

DOWNWIND TWS CORRECTION

Enter a percentage between 0 and 120.

USE HDG IN TWA CALCULATION

This option uses the compass of MAX for all wind calculations instead of COG. This gives more accurate wind data at low speeds, but requires a more extensive calibration of both MAX and the wind sensor. This option is mostly recommended for coach or weather boats: it requires the wind sensor and MAX to be in a fixed position and mounted/calibrated exactly in the forward direction of the boat. It also requires the compass of MAX to be calibrated perfectly and away from any ferrous metals.

LOADCELL

Add the wireless Loadcells to add loadcells to your MAX and the Sailmon App.

- 1. Go to Menu > System > Sensors > Loadcell
- 2. Place the Loadcell very close to your MAX. Make sure it is in 'high power mode'. The MAX will automatically detect the Loadcell.
- Does your MAX show 'Found Device'? Connect (click on right top button)
- 4. Does your MAX show 'Receiving Data'? Exit the page
- 5. Place your Windsensor at a fixed place on your boat

DEVICE : serial number of MAX unit

CONNECTED: YES or NO

LOAD : shows incoming data from loadcell control in the shows current load in KG of loadcell control in the shows current load in KG of loadcell control in the shows current load in KG of loadcell control in the shows incoming data from loadcell control in the shows in the shows

NMEA

Add the wireless NMEA 0183 or 2000 to add speed, depth and wind to your MAX and the Sailmon App.

- 1. Go to Menu > System > Sensors > Set UDP Input Port
- 2. Fill in the UDP input port number 60001 and press save
- 3. Go to network, choose w2k and fill in password (on actisense)

6. EXTRA FUNCTIONALITIES

E4 SLAVE MODE

Add a Sailmon E4 Processor to add all data to your MAX

- 1. Take your MAX
 - a. Go to Menu > System > Advanced > enable E4 Slave Mode
 - b. MAX will restart in repeater mode (this takes some time)
 - c. Wait until the MAX shows 'Connecting to E4' (make sure WiFi is on)
- 2. Take your Sailmon E4 processor
 - a. Power on
- Your MAX will automatically detect your nearby Sailmon E4 processor

You can configure all data to customized screens in the Page Builder in MAX.

MAX SLAVE MODE

With the Slave Mode, you can duplicate your MAX screen to another MAX.

- 1. Take your second MAX
 - a. Go to Menu > System > Advanced > enable MAX Slave Mode.
 - b. MAX will restart in repeater mode (this takes some time)
 - c. Once done, please go to Menu > Find Master MAX.
- 2. Take your first (or so-called 'Master') MAX:
 - a. Power on
 - b. Allow remote discovery (Menu > Connections > Allow Remote MAX)
- 3. Take your second MAX
 - a. Press scan
 - b. Select your desired MAX

NON-GPS MODE

In MAX you can turn off GPS. This function is ideal for classes in which GPS is not allowed

- 1. Go to Menu > System > Sensors > enable/disable No GPS mode
- MAX will show no GPS signal in the bottom bar.Compass, heel and pitch and Start Functionality will remain.
- 3. Your trip won't be uploaded to the Sailmon App

EVENTS

With events you're able to make your MAX and the Sailmon App smarter.

CHAPTER EVENTS (MENU > EVENT)

GENERAL EVENT

Log a moment during your trip for easy retrieval in the Sailmon App.

RACE FINISH

 $\label{eq:log_log_log} \mbox{Log the race finish during your trip for easy retrieval in the Sailmon App.}$

SET COURSE AXIS

Fill in the course axis by entering a value in degrees between 0 and 359. For example, the top wind mark or the course the start vessel is showing.

SET WIND SPEED

Fill in the wind speed in knots by entering a value in knots between 0 and 40. This function is relevant if you don't have a connected wind sensor but still want to receive wind data.

7. DIAGNOSTICS AND PERFORMANCE

Get more details about the performance of your MAX.

MENU > SYSTEM > SYSTEM INFO

NAME: your MAX serial number

SOFTWARE: your current software version

COMMUNICATION: shows if your MAX has a connection to the internet DATA TO SEND: shows the number of files of your trip that needs to be

transferred from your MAX to your Sailmon App account. Is the number 0? Then there is no data to be sent anymore.

MENU > SYSTEM > ADVANCED >

DIAGNOSTICS

Review the status of your MAX sensors in depth. Please note that the support team can ask you to supply the information on this screen if you're in contact.

FACTORY RESET

Remove all current settings of your MAX and set it back to the original settings.

MENU > SYSTEM > CHECK FOR UPDATES

Check out if your MAX is running the latest software update. Make sure your MAX is connected to the internet. Please note that MAX will automatically give a notification if there is a new software update once it is connected to the internet

8. CHARGING MAX

Nobody likes low battery levels, so make sure to charge the battery before your next use. Plug the Sailmon charger into the power plug and place MAX on top of the Sailmon logo until the blue light slowly flashes. The MAX will show if it's removed from the charger.

IS YOUR MAX NOT CHARGING ANYMORE?

PLEASE FOLLOW THE CHECKLIST BELOW!

- Use the original MAX charging set (charging pad, cable and USB charger/power adapter). Are you using another USB charger/power adapter? Make sure it has the same power output: 5V 2A.
- 2.Use a standard (wall) socket. Do not use other devices (e.g., computers and tablets). They will not give enough power output to charge MAX.
- 3. Put the MAX precisely on the centre of the charging pad, until the pad lights blue.
 - Does your MAX turn on with 'battery charging'? Leave it on the pad for 24 hours.
 - Does your MAX not turn on? Please submit a support ticket here.

ENJOY YOUR
MAX AND SHARE
YOUR STORY.
USE #SAILWITHUS
AND TAG
@SAILMON
INSTRUMENTS
TO GET FEATURED
ON OUR SOCIALS.



Simplified EU Declaration of Conformity:

We, Sailmon BV, declare under our sole responsibility that the product MAX, to which this declaration relates, is in conformity with 2014/90/EU. We further declare that the product meets the essential requirement of the above Directives.

The full text of the EU declaration of conformity is available at the following internet address: sailmon.com/max/doc

Caution: any changes or modifications not expressly approved by the party responsible for compliance could void the user's authority to operate this equipment. MAX is not meant for a safety device.

Disclaimer: This guide is based on a preproduction device and app in development.

SAILMON

HELLINGWEG 9-B 2583 DZ DEN HAAG THE NETHERLANDS

E INFO@SAILMON.COM T | +31 (0)70 20 075 33 WWW.SAILMON.COM ROL GET