PYMNTS.com

**FEBRUARY 2019** 

### Intelligence of Things Tracker™

# PROJECT ALIAS' CREATORS ON SECURITY, GDPR And Data As The New Oil

Project Alias' designers on growing IoT security and data transparency needs

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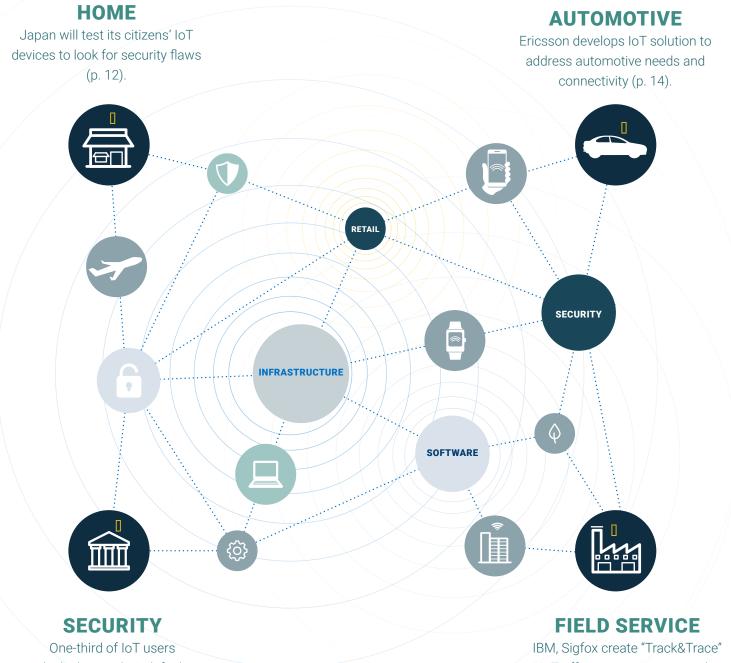
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**ABOUT** Information on PYMNTS.com

### Intelligence of Things

Tracker™ **PYMNTS.com** 

# OT ECOSYSTEM



don't change their default passwords (p.12). IBM, Sigfox create "Track&Trace" IoT offering catering to supply chains (p. 15).

# WHAT'S INSIDE

Intelligence of things (IoT) technology is spreading rapidly, already spanning from a multiplying list of home devices that help consumers manage their day-to-day lives to software and hardware employed to improve how businesses function.

In fact, 26 billion connected devices are <u>predicted</u> to be in use worldwide by 2020.

There are a growing number of consumer uses for IoT, but companies are also warming up to its applications. Business-to-business (B2B) IoT will likely be the primary market growth driver this year, with 85 percent of companies either planning to implement or already implementing new IoT solutions.

There are still a few challenges to overcome, however. Weaker and legacy IoT devices are prone to security breaches, motivating countries like Japan to take a closer look at how best to protect users' data. The nation recently <u>announced</u> plans to probe 200 million IoT devices' security by attempting to log into the gadgets. If successful, the institute assisting in the probe will notify affected citizens and help safeguard their devices.

#### Around the IoT world

Security concerns haven't stopped companies from diving into IoT, though, and many are offering new solutions and services for that explicit purpose. Technology company Cisco has <u>rolled out</u> four new solutions for its clients, including application development support, device monitoring and IoT security offerings, among others.

These developments come as global IoT fraud is on the rise, with fraudsters exploiting devices' weaknesses for a range of illegitimate purposes. They are even using IoT-powered botnets to spoof traffic for ad fraud, according to one <u>report</u>, all to add false clicks to YouTube videos.

IoT providers are more cautiously approaching security issues, but the technology's global adoption continues. Related developments in countries like Souh Africa and New Zealand are <u>expanding</u>, with the former's businesses utilizing IoT for everything from advanced tracking systems to connected vehicle applications.

Meanwhile, Dubai will hold the Middle East's first IoT smart lighting <u>conference</u> in March to explore energy-saving IoT-enabled solutions. The event comes as the region's power consumption increases. It is now looking to develop "smart cities" that rely on a network of IoT software and hardware to power houses, businesses and public buildings. These events will provide some of the conference's primary topics, according to reports.

#### Tackling security – and data privacy – concerns

Global consumers are becoming more attuned to smart devices' security flaws and interested in how companies use their data. According to the creators of IoT privacy device Project Alias, these concerns might be assuaged if consumers had a little more control over if and when such a device was recording. For this month's feature story (p. 7), Tore Knudsen and Bjørn Karmann recently spoke with PYMNTS about data privacy, new regulations and how calls for security could affect the IoT market's growth.

#### **February Tracker updates**

This edition of the Intelligence of Things Tracker<sup>™</sup> includes a look at more than 300 IoT implementers and enablers, including eight additions to our directory: Crate.io, Deako, Drayson Technologies, Hewlett Packard Enterprise, ioTium, Jasper, June and SkyBell.

WHAT'S INSIDE





WHAT'S INSIDE

FEATURE STORY

PROJECT ALIAS' CREATORS ON SECURITY, GDPR And Data As The New Oil

# FEATURE STORY

Smart speakers and other IoT devices are growing in popularity and affordability for consumers, many of whom are now weighing their convenience and novelty against growing data concerns.

New rulings like the European Union's revised Payment Services Directive (PSD2) and General Data Protection Regulation (GDPR) are calling for greater transparency and customer interaction from companies, and that call is now reverberating beyond Europe. These directives are exposing just how much data companies really collect through IoT devices — and how easy it is for information to fall into the wrong hands. In one example, Amazon sent more than 1,000 voice recordings to the wrong customer while working to comply with GDPR.

It's imperative to strike the right balance between data sharing and privacy if customers are to truly engage with IoT devices — at least according to Project Alias designers Tore Knudsen and Bjørn Karmann. In a recent interview with PYMNTS, the pair explained their logic behind creating an IoT-enabled smart speaker that interacts with devices already in users' homes, and why they want to start a privacy conversation now that data is becoming "the new oil."

"Privacy is a big reason why we did this, because Alias allows you to block all of the recordings [on the smart speaker] and be sure that it only records when you trigger it," Karmann said. "So, [it's] giving [consumers] that control, and feeling of control, into [their] devices."

Project Alias' device straddles the privacy and trust divide, Knudsen added, helping customers who have concerns about "putting a microphone into their homes 24/7 ... but still want to use voice interaction."

#### Data privacy and the rise of IoT

Alias is a "teachable parasite," according to its creators, and works by sitting atop Google Home or Alexa-based offerings and speaking to them at a low, almost-undetectable volume to prevent smart speakers from listening to what's happening in the home. This subjects smart speakers to conditions similar to being in a crowded café and attempting to listen to a conversation across the room, Karmann said.

The code for the solution is open-source and available on Github. It aims to create an environment of control for consumers who may be wary of allowing data-collecting smart speakers into their homes, and was less about preventing said speakers from recording private conversations.

"We took a different approach to it, [so] whether you believe it's listening or not, we didn't really care so much about that. ... Alias was more about the control that you have with these devices," Karmann said, adding that he and Knudsen are often asked if they believe smart devices are really listening. "We think that products should give you at least the feeling of control on when these things listen or whether they do or not."

FEATURE STORY

This is especially important as smart speakers and other IoT devices shift from being objects of consumers' fascination to important parts of their everyday lives, Knudsen noted. The devices were once expensive and produced by few companies, but now they are becoming more affordable and commonplace. Consumers are trying out smart ovens, fridges, fitness bands, IoT sleep aids and health trackers, among other offerings. This makes settling privacy questions even more important.

"It's a very important question to raise right now as IoT products are expanding," Knudsen said. "We are putting a lot of sensors and devices into our homes that know a lot about us. A microphone in your home that is turned on is a pretty bold thing to do. The control aspect is what we want to bring into this discussion about the future and future devices."

#### GDPR and the IoT world

This is especially true in Europe, where device security and data transparency are becoming international conversations thanks to GDPR and







PSD2. The former could affect how IoT devices handle data, requiring a new level of transparency from companies that want to collect it.

"Seeing laws in this area start to take action is also a sign that [data privacy] is something that people are starting to think more and more about," Knudsen said.

GDPR pertains to how EU citizens' information can be collected and used worldwide, meaning its data transparency mandates created a global ripple effect. This could largely affect the ways in which companies and consumers interact and share data with IoT devices. Though consumers may be increasingly concerned about data privacy, they don't appear to be fully invested in the law itself, Knudsen noted. "GDPR as an initiative is a really good thing, but my impression is also that most people that are not into technology and privacy in the first place didn't really notice what it was about," he said. "[As a consumer,] you just got a bunch of emails from all of your subscriptions saying something updated, and you click 'OK,' [but] don't care."

GDPR is in its infancy, and its potential effects on data transparency are still unclear. The IoT market is also fairly young, meaning consumers have plenty of time to get used to both new data changes and the devices that connect them, Karmann said.

#### Data and the future of IoT

Project Alias' designers are hoping that the control afforded by their device will help ease consumers' concerns over data collection, but the IoT market itself is growing. Much like the smartphone, smart devices are fast becoming a part of daily life, Knudsen pointed out.

"There's another aspect, which is really how society is getting used to these technologies," Karmann added. "You can see how we've taken the phones for granted, [because] they have microphones [but we're not worried about them like we are smart speakers]. We don't question these things now, and the next thing will be the home devices. They'll be the norm, and then another crazier thing will come up, so there's always going to be this new wave of tech or challenges that we'll need to figure out. Currently, it's smart speakers."

The IoT market's future depends on consumers' trust. Whether that trust will come attached to a whitenoise whisperer like Alias, the world will need to wait and see.

# NEWS & TRENDS

#### IoT growth around the world

#### Middle East to host IoT lighting conference

As Middle East power consumption rises, Dubai is set to <u>host</u> the region's first IoT lighting conference next month. Panelists and industry experts will discuss infrastructure and IoT power capabilities, particularly in smart city development. Speakers and attendees will cover a wide range of topics, including smart street lighting that could benefit roadways, collect crucial traffic problem-related data and track other city needs.

#### South African IoT adoption grows

IoT's popularity is also on the rise in South Africa, with its top network, SqwidNet, <u>rolling out</u> additional solutions and coverage. Regional consumers are adopting new offerings, and networks like SqwidNet are developing IoT solutions for traffic, "water metering" and GPS tracking. The technology's quick expansion mirrors its global adoption, set to reach a value of \$581 billion by the end of 2020. Potential use cases continue to emerge, too, as consumers and businesses become more comfortable with IoT options.



### Cambridge to use IoT sensors and Azure to protect city data

The U.K. city of Cambridge will experiment with an IoT-based solution to better protect its data assets, according to an <u>announcement</u> released earlier this month. The trial plan will be put into place by the Greater Cambridge Partnership, which will use Telesen IoT sensors and the Microsoft Azure platform to gain more "urban data" and protection for city residents.

#### Security and the IoT

Japan to test 200M IoT devices' security Meanwhile, Japan's government has <u>approved</u> a plan to test 200 million IoT devices' cybersecurity this month using a list of popular passwords to probe for weaknesses. The test will be conducted by the National Institute of Information and Communications Technology (NICT), which will attempt to log into randomly selected IoT devices.

Those with weak passwords can be particularly vulnerable to fraudsters because they lack the ability to be tied to users' biometrics or protected with unique PINs and codes. On the other hand, IoT devices are still dealing with experimental software that's difficult for developers to patch, often leading to security flaws and open entryways for fraudsters.

### One-third of IoT users don't change default passwords

Japan isn't the only country with a password problem. A recent <u>study</u> has found that 35 percent of all IoT device users fail to change their devices' default passwords, which gives fraudsters easier opportunities to access them.

NEWS & TRENDS



IoT devices' security flaws will cause this problem to expand as time goes on, with one-quarter of cyberattacks projected to involve IoT devices by 2022. Hacking an IoT-enabled device allows fraudsters to gain access to bank accounts, health records and even control smart devices such as connected cars.

### Edge computing, cloud technology could shield IoT security flaws

Weak passwords aren't IoT devices' only issues, and some companies are working on additional fraud stopgaps. Connecting smart items to the cloud or using edge computing could better protect against security flaws inherent in the IoT ecosystem, according to a recent <u>report</u>. Edge computing reduces the distance between messages or transactions, essentially moving users' data closer to them. This would minimize security risks involved in sending data or money to businesses or retailers via IoT-enabled devices.

Connecting devices to a cloud storage network could also better ensure users' data safety. IoT usage

is growing, but users are still keeping a watchful eye on security flaws — especially as they deal with the consequences of data breaches in 2017 and 2018.

#### Botnet used for YouTube ad scheme

IoT security measures also need to protect against bots and coordinated fraud attacks. One botnet, first introduced in 2014 and popularly known as "TheMoon," was recently <u>used</u> to create false



traffic for a YouTube ad fraud scheme. It exploits weaknesses in routers and IoT devices for its own uses, such as creating false traffic.

IoT devices can be used as jump-off points for more complex fraud methods if their security weaknesses go undetected. TheMoon is just one of many botnets that could potentially take over weaker IoT devices for fraudulent means.

# Industrial IoT and new technologies

### Ericsson launches IoT for automotive, manufacturing

On the back end, more companies are beginning to experiment with industrial IoT and launching solutions that can support the added weight of software and development. Telecommunications provider Ericsson has <u>created</u> four such IoT solutions that target the automotive, manufacturing, utility and automation industries. It has also expanded its IoT portfolio to include two new segments: "Massive IoT," which covers asset tracking and smart metering solutions, and "Industrial Automation IoT," which deals with automotive needs and connectivity.

#### Wi-Fi data loggers now support Bluetooth for IoT

Still other companies are developing new tools for IoT business applications. Wi-Fi data loggers <u>developed</u> by technology company T&D Corporation now support Bluetooth for access to mobile devices and link them to the IoT ecosystem. They use sensors to store and collect a range of data that is also viewable through mobile channels. This new connectivity and hardware points to IoT's growing popularity as it quickly becomes more essential for both consumers and the businesses with which they interact.

#### Arduino rolls out IoT cloud platform

Others are experimenting with B2B IoT software. Provider Arduino has <u>launched</u> its IoT Cloud platform to help developers and system integrators to manage



NEWS & TRENDS

businesses' applications. The platform uses the cloud for end-to-end IoT support, according to Arduino, and includes hardware, firmware and cloud services support. It is designed to simplify the tools needed to develop and modify applications, leaving support to the software provider. The aim is to use cloud technology to make IoT development as seamless as possible.

#### NEWS & TRENDS

#### IBM, Sigfox open Track&Trace for supply chains

Established players like technology firm IBM are looking to see how IoT could affect supply chains. It recently <u>debuted</u> a solution alongside global network provider Sigfox, a "Track&Trace" IoT offering created for French automotive manufacturer Groupe PSA to help monitor its shipping containers as they move between suppliers and assembly plants. The solution uses IBM's artificial intelligence and blockchain networks, both of which will help further streamline the supply chain.

Industrial IoT technology is going to become only more common as time goes on, and IBM and Sigfox are already preparing to offer the solution to other manufacturers.

#### **Cisco rolls out industrial IoT solutions**

U.S. technology company Cisco <u>is launching</u> new solutions — including switches, developer tools, and software — that combine IoT and industrial networking to provide development, applications and security support. The company currently has more than 40,000 clients employing IoT technology and utilizing it for an expanding list of use cases. Its solutions will support IoT for connected cars, roadways and healthcare, among other options, and provide a network on which these offerings will work.



# METHODOLOGY

Every month, we identify active suppliers in the IoT ecosystem by combing through leading industry forums, analyzing research reports and assessing news coverage from around the globe.

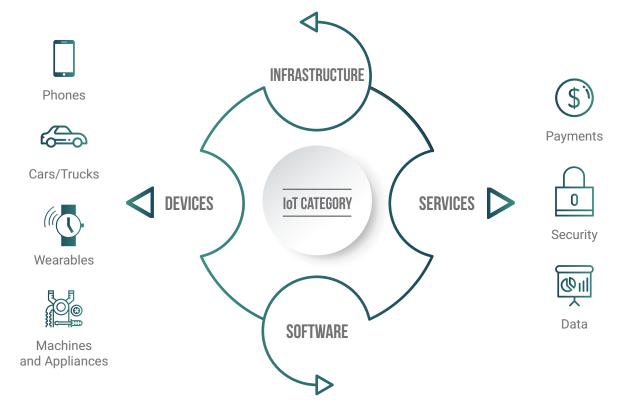
To provide an objective assessment, we group these suppliers under four categories: Devices, Software, Services and Infrastructure.

The Tracker's Supplier Scorecard has been further divided into two groups:



Each of the enablers and implementers in the directory are ranked on the services they extend in the four IoT categories. For a conclusive measure, we quantified their recent activity and public innovation profile in the space through LinkedIn and Google, and marked them as market and company indicators.

The narrowed list of suppliers selected to be a part of the Tracker are those that appear most often in our research. Information on the selected companies included in our Supplier Scorecard is sourced from their respective websites.



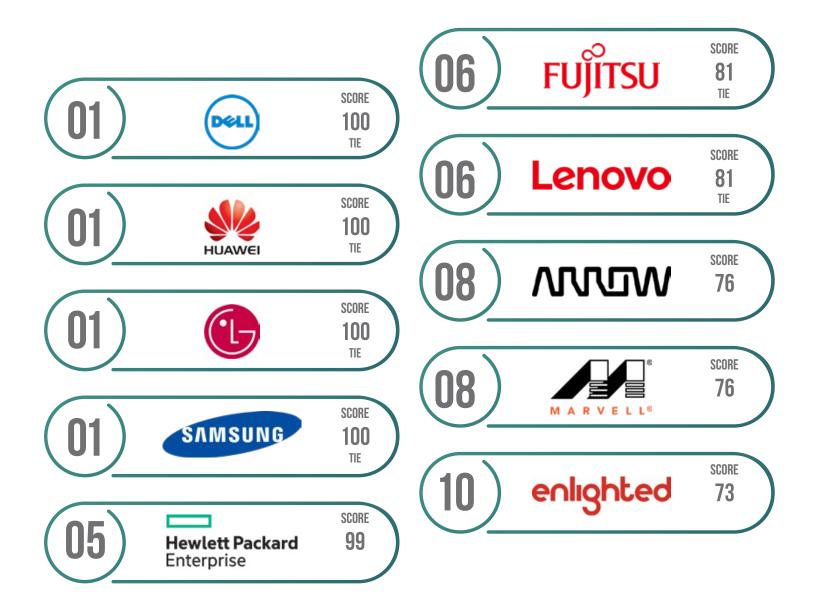
IoT Category	IoT Service	Description
Devices	Wearables	Wearable devices that extend tools such as health and fitness tracking
	Phones	Handsets that come with embedded chips for IoT capability
	Machines and Appliances	Manufactured products containing sensors that transmit data
	Cars/Trucks	Cars and trucks with integrated circuitry for IoT
Software		Software developments with IoT applications
Infrastructure		Architecture necessary for connecting devices, including sensors, chips, gateways and platforms
Services	Data	Data infrastructure, collection, storage, processing, modeling, analysis and visualization
	Payments	Gateways, infrastructure and software associated with payments in the IoT ecosystem
	Security	Security solutions for the IoT environment, including data and devices

PYMNTS will periodically update scores based on new developments. If you would like your company to be considered for inclusion in the Tracker's Supplier Scorecard, or if you wish to have an existing listing reconsidered for an update, please head over to our profile submission/update page.

METHODOLOGY

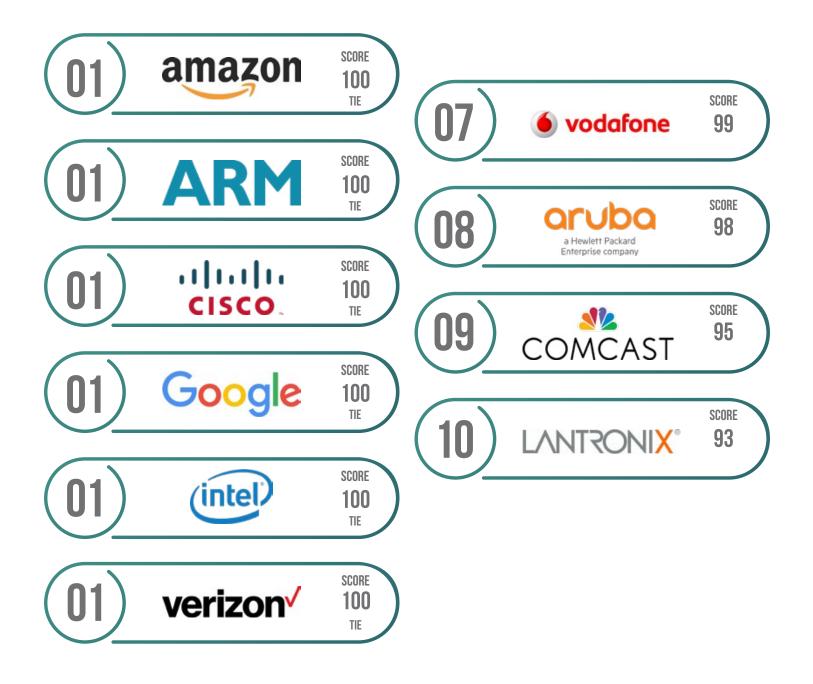


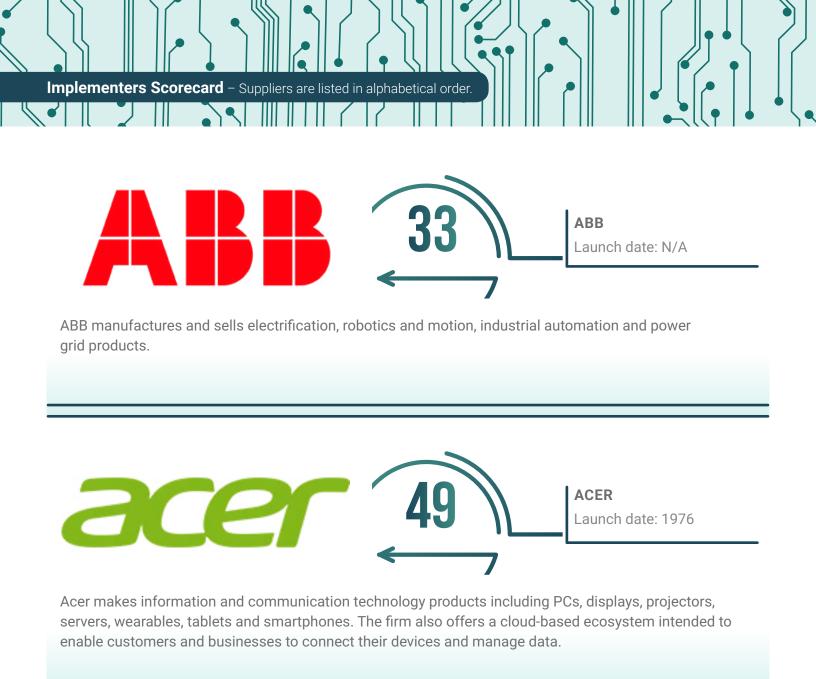
# TOP 10 IoT IMPLEMENTERS



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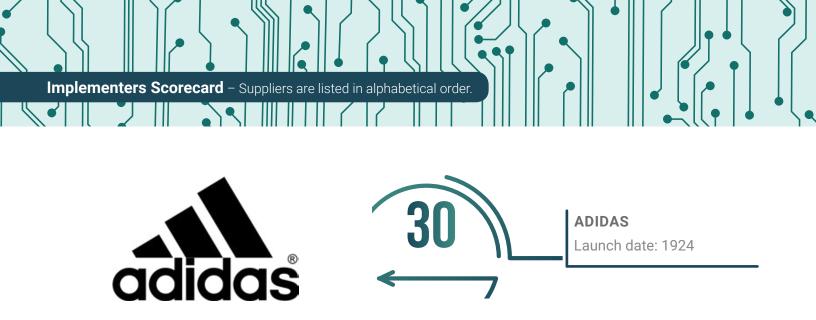
# **TOP 10 IoT ENABLERS**







AdhereTech is a healthcare firm which manufactures smart wireless pill bottles that are currently being used by patients in pharmaceutical and research engagements. This innovative device tracks and improves adherence, collecting and sending all data in real-time. If doses are missed, patients can easily receive customizable alerts such as automated phone calls, text messages, lights and more.



Adidas, the German manufacturer and designer of sportswear, is also playing in the IoT world. The company's miCoach is a service that covers hardware and software developments for fitness tracking. Adidas commercializes wearables like smartwatches, shoe sensors and smart soccer balls and provides users with activity tracking apps that allow for real-time coaching and training scheduling.



ADT provides security and automation solutions for homes and businesses in the U.S. and Canada. Its solutions can control access, react to movement, sense environmental conditions such as flooding or carbon monoxide and respond to personal emergencies like injuries or incapacitation. Users can also remotely access their security videos and control lights or other elements of their homes or businesses.



Alarm.com is an IoT company that works in the development of security and smart home services. Their software and devices offer services like interactive security, video monitoring, access and energy management. The company also provides home automation services that integrate different home devices and let users operate them via their smartphones.



Ambarella develops low-power, HD and ultra-HD video compression and image processing solutions. Its products are used in a variety of professional and consumer applications including security IP cameras, sports cameras, wearable cameras, flying cameras and automotive video processing solutions. Ambarella compression chips are also used in broadcasting TV programs worldwide.



Apple works on the design and development of products ranging from electronics and software to Internet services. Their consumer electronics include smartphones, wearables, computers and smart TVs. Their software developing includes web browsers and operating systems.



Arrow Electronics is a leading global provider of Internet of Things (IoT) connectivity products and services. The company distributes electronic components and computer products to industrial and commercial customers. The Company offers a variety of products including computer systems, peripherals, software, and mass storage products to original equipment manufacturers and commercial customers worldwide.



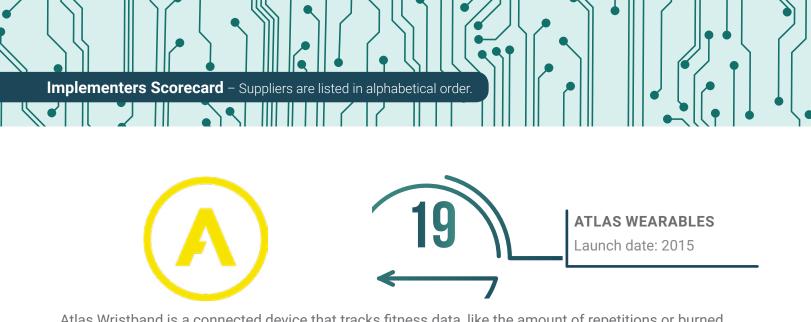
Arxan Technologies offers security services for the IoT, mobile and desktop devices. Its products aim to offer customers protection against financial loss, brand damage, fraud, IP theft, stolen credentials, fraudulent transactions, unauthorized access and non-compliance with regulatory and industry standards.



ASUS engages in manufacturing and wholesaling computing, communications, and consumer electronics solutions. The company is pioneering new mobile trends with the ASUS ZenFone<sup>™</sup> series, and it is rapidly developing virtual and augmented reality products as well as IOT devices and robotics technologies. Most recently, ASUS introduced Zenbo, a smart home robot designed to provide assistance, entertainment, and companionship to families.



Athos provides Internet of Things (IoT)-enabled fitness clothing paired with an app offering muscle activity tracking and insights into more effective athletic training.



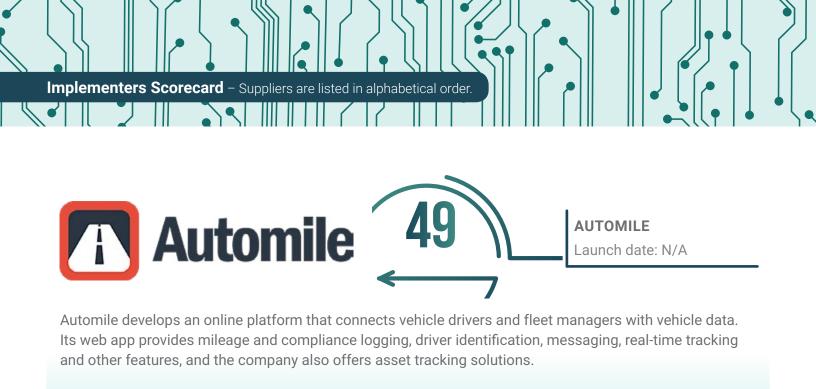
Atlas Wristband is a connected device that tracks fitness data, like the amount of repetitions or burned calories and presents the data in a mobile app. The system is updated over time and includes new exercises or metrics and allows for two different modes: Coach and Freestyle. The Coach mode gives the user a tracked routine to follow, while Freestyle mode just records the data from the user's personalized exercise routine.



Augury is an Industrial IoT company bringing predictive maintenance to new markets with cutting-edge machine learning and AI technology.



August Home develops smart home access products that use encrypted locking technology. It enables users to use smartphones or computers to create virtual keys for their homes to grant access to house cleaners, dog walkers, delivery services and guests — and control how long that access lasts.





Ayyeka develops end-to-end remote monitoring solutions that streamline and secure the process of bringing field data to decisionmakers and SCADA systems, enabling smart infrastructure and environmental networks.



Babolat is a sporting goods manufacturer with a connected solution called Babolat PLAY. By using a connected racquet and a smartphone app, users can check their stats, power and technique and compare their performance with friends. The company also offers Babolat POP, a connected wristband which can be paired with smartphones and tennis racquets to collect performance data.



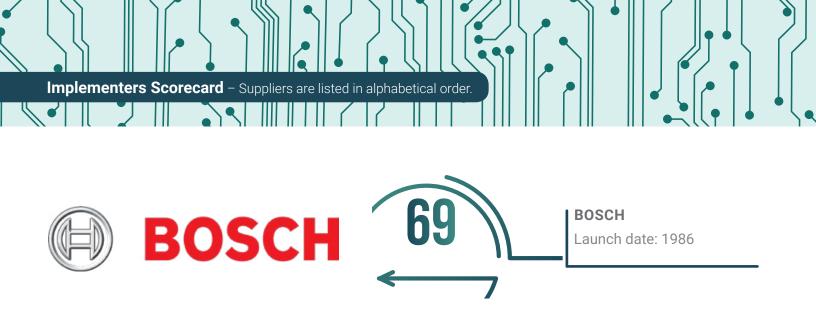
The company also offers security and protection for smart cities.



Bird is a dockless electric scooter rental company that operates in parts of the U.S., Austria, France, Israel, Mexico and Belgium.



Blossom offers a smart watering device which builds watering schedules according to local weather forecasts, historical data and vegetable types. Users can also input and customize their own schedules.



The Bosch Group provides an IoT development platform that allows for the design, development and deployment of big data/Internet of Things applications that leverage telemetry, elastic cloud computing, analytics and machine learning for the usage of predictive analytics. The company also offers IoT applications like supply chain.



Bragi develops virtual audio assistants to enable productivity, enhance awareness and entertain users. The Bragi Dash Pro is a pair of wireless intelligent earphones featuring Bluetooth connection to other devices. The earphones also enable users to listen to music, or can be used as real-time translators or fitness trackers.



British Gas is an energy and home services provider offering its customers Smart Meters for gas and electricity that are intended help them to be in control of how much energy they are using. The company also offers a smart thermostat that enables users control their heating and hot water from their smartphone, tablet or laptop.



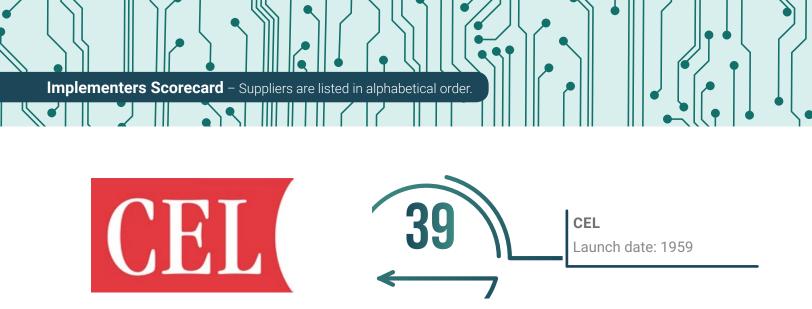
from their connected devices to improve their outcomes. DataV provides users with several tools, including device-side logic, cloud analytics, predictive reasoning, predictive analytics and business process optimization.



C3 IoT provides an IoT development platform that allows for the design, development and deployment of big data/Internet of Things applications that leverage telemetry, elastic cloud computing, analytics and machine learning for the usage of predictive analytics. The company also offers IoT applications like supply chain optimization, predictive maintenance and customer engagement.



Caeden develops design-focused earphones and wearable devices that can sense and manage stress via tracking of variables such as pulse and physical activity.



California Eastern Laboratories (CEL) sells and markets compound semiconductor devices from Renesas Electronics Corporation. The company's products include RF components, solid state relays and photo detectors. It also develops Cortet, a connectivity management suite that includes radio services like modules and gateways, software libraries compatible with multiple ecosystems, and the Cortet App, which allows for devices control and cloud solutions.



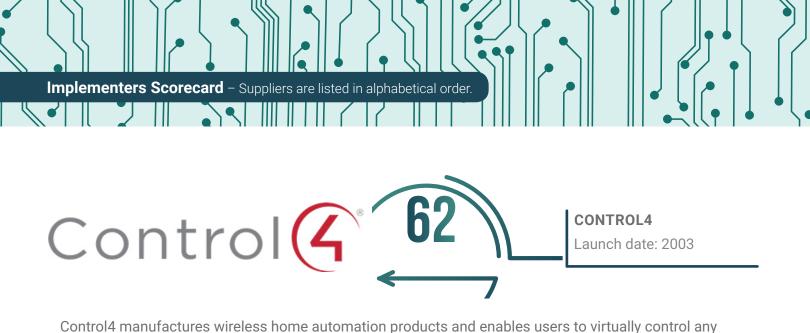


**CENTRICA** Launch date: 1997

Centrica is a British multinational utility company headquartered in Windsor, Berkshire. Its principal activity is the supply of electricity and gas to businesses and consumers in the United Kingdom and North America.



Clear Channel Outdoor entered the Internet of Things market with Clear Channel Outdoor RADAR, which uses aggregated mobile data to gain information about who is exposed to their advertising displays and how they interact with brands afterward.



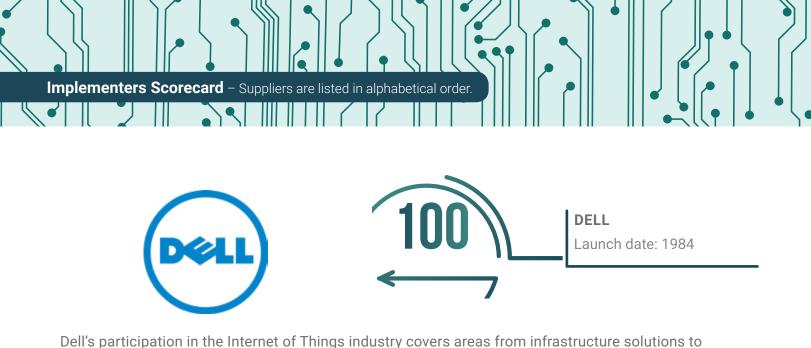
Control4 manufactures wireless home automation products and enables users to virtually control any device in a home or business. The company has developed hardware and software solutions to remotely monitor and automate home theater and television, video, multiroom music, lighting, energy, temperature and security.



Cubical Laboratories offers solutions to monitor the electrical appliances remotely at households, hotels and office environments. The company produces smart homes controllers and switches, wireless cameras as well as the software and applications necessary to control electronic devices, lightening, fan and curtains from a smartphone or laptop. Users can also get real-time insights, graphs and analytics regarding energy usage data and consumption.



IoT and smart electronics provider Deako offers an upgradable smart lighting system, allowing users to control their homes' lighting without an accompanying mobile app or additional remote.



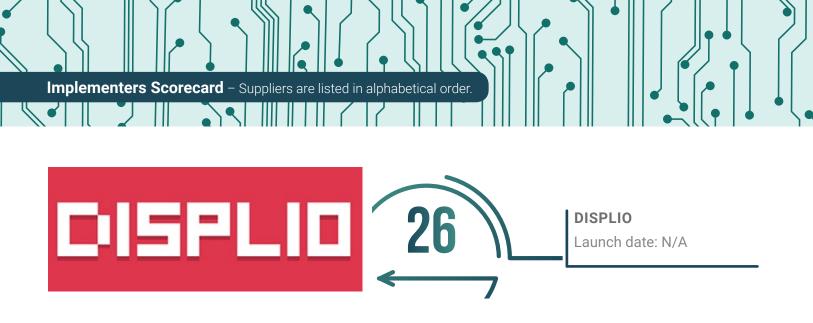
analytics capabilities, as well as security services.



Density has developed a small sensor that measures how busy a location is in real-time. The firm uses depth sensing technology, computer vision, and an onboard quad-core processor to anonymously measure and manage entrances and exits through a door. Density system is designed to protect privacy and can be deployed into places a video camera cannot go such as stadium bathrooms, churches, secure corporate offices, elementary schools, and dressing rooms.



DigiCert provides identity, authentication and encryption solutions for the web and IoT. Its SSL tools and PKI certificates ensure correct authentication of devices as it connects, and protects communication between devices.



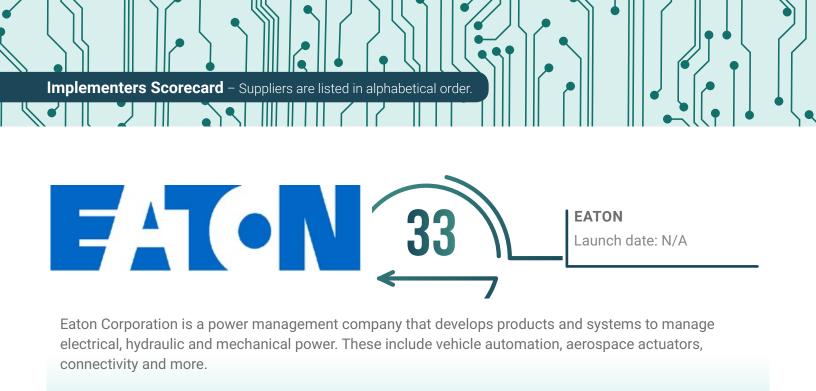
Latvia-based Displio produces a self-standing WiFi-connected digital display. The product shows sections from a range of information options, including email alerts, weather and shipment tracking information.



DHL is a leading global logistics company with a presence in more than 220 countries and territories across the globe.



Founded by James Dyson, this company produces vacuums, air treatment devices, lighting solutions and hand dryers. Dyson Pure Cool Link is an air purifier embedded with connectivity technology that can be controlled from the user's phone, send information to the user's mobile about the quality of the air and report on its own functioning. It also gives insight on data like times the device has been working and levels of pollution throughout the day.





Emerson Automation Solutions develops components and software for automation equipment manufacturers.



Ecobee is a smart thermostat enabling users to control their homes' temperature using smartphones, computers, tablets or via voice recognition. The Ecobee device also comes with sensors that recognize the rooms' hot and cold spots and can detect occupancy.



and is capable of detecting 16 different types of exercise. The company provides a mobile app that synchronizes with the equipment and allows users to interact with other people to find workout buddies or challenge friends.



**ENLIGHTED** Launch date: 2009

Enlighted manufactures light control platforms for smart buildings. The firm provides sensor technology and data analytics system for energy savings, space utilization, security and more. Its smart sensor can monitor real time occupancy, light levels, temperatures and energy usage, among other things. The solution has been designed for commercial office, education and health care spaces.



Epson is a manufacturer of printers, projectors, scanners, professional imaging, system devices and factory automation products. Besides, the company offers wearable devices such as smart glasses or fitness trackers, point-of-sale products, cameras, home entertainment devices, among others.

enlighted



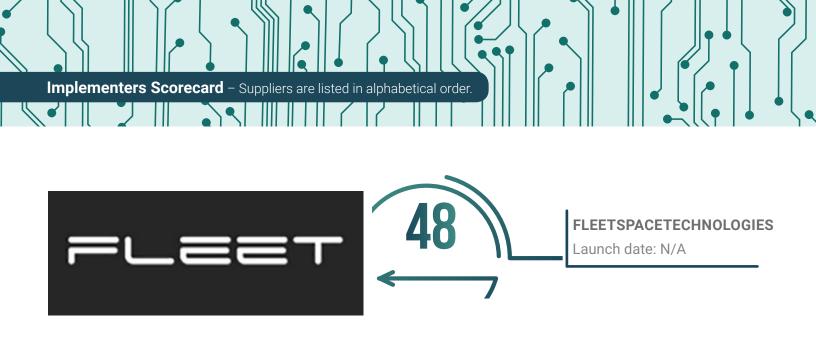
quality of sleep, record exercise routine stats, and help users organize workouts. The app also adds different features of social engagement and helps with nutrition care by allowing for food logging or weight tracking with a Fitbit-connected scale, Aria. The information is displayed on the user's phone, as well as the bracelets themselves, which can also receive and display phone data such as calendar entries or calls.



FitPay is a proprietary technology platform. It provides contactless payment capabilities for wearables and Internet of Things (IoT) devices.



Five Elements Robotics is a technology company focused on the development of personal and consumer robots. The company is the developer behind DASH, a retail robotic shopping cart. DASH allows users to import their shopping lists from their phones and gathers data from user usage to offer targeted marketing.



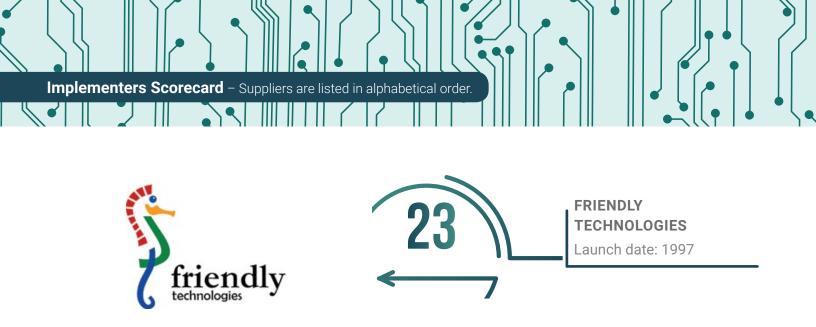
Fleet Space Technologies designs, builds and launches a network of nanosatellites to provide global satellite connectivity to the Internet of Things (IoT). It serves the mining, oil and gas resources, precision agriculture, transport and logistics sectors.



Foobot is an air quality monitoring system enabling users to control indoor air pollution. The company's app offers indoor air metrics, outdoor pollution levels at the user's location and home automation features.



ForeScout Technologies, Inc., is an IoT security technology developer. Their solutions can see which devices are connected to the network without requiring endpoint agents, allowing it also to detect nontraditional IoT devices. The company's solutions integrate with more than 70 network, mobility, IT and security products, allowing for information sharing and operation synchronization.



Friendly Technologies is a platform provider offering solutions for smart home, IoT, TR-069, LWM2M, MQTT and OMA-DM device management. The company's software is designed for service providers and those participating in IoT utilities, transportation and smart cities markets.



Frontpoint Security Solutions installs, monitors and maintains security technology offerings, including home security systems that can be controlled remotely with an app.



Fujitsu is an information and communication technology company offering IoT platforms ranging from enterprise wearable devices and middleware applications to standardized business solutions for customer verticals. Its IoT platforms provide data aggregation and management as well as application development services and device management capabilities. The firm also builds electronic devices and hardware products such as laptops, smartphones and tablets.



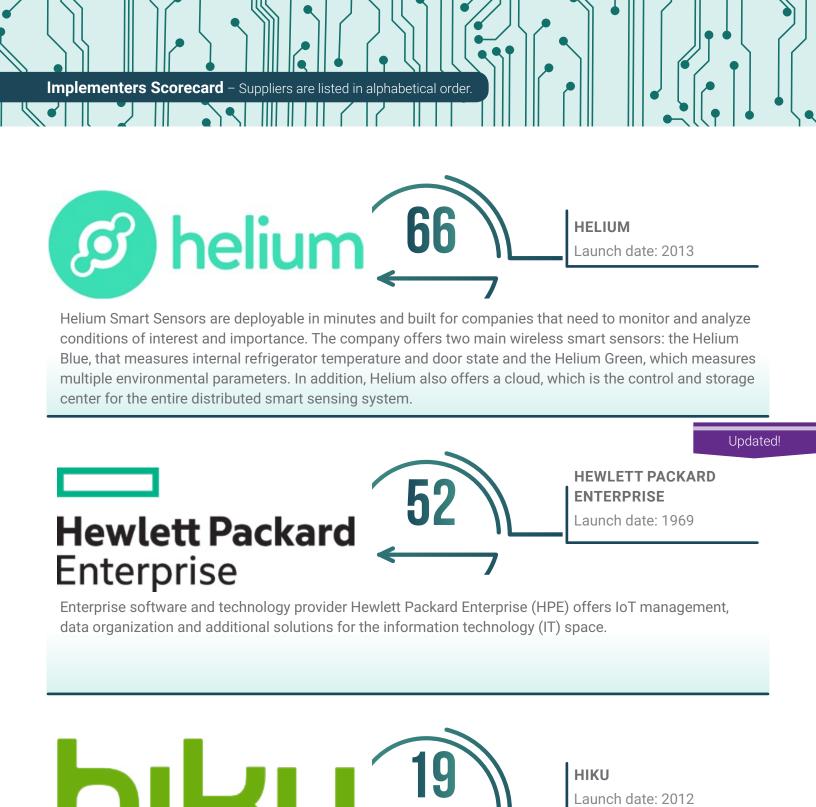
markets that are capable of running a GPS. Other products sold by the company include smartwatches, cameras and sensors. The company has developed applications that enable users to manage and control their devices.



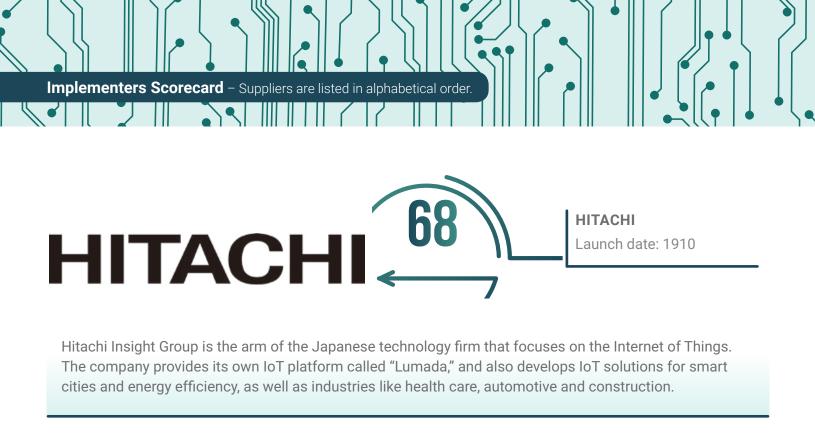
Gemalto designs and manufactures digital security solutions. The company's IoT solutions are mostly aimed to provide reliable connectivity, reliable security and agile monetization frameworks. Gemalto's M2M portfolio is enabling solutions in industries ranging from health care, retail services, smart energy, transportation, logistics and automotive. Besides, their consumer electronics portfolio includes solutions for smartphones, tablets, PC and wearables.



IoT WoRKS TM by HCL works to enable organizations to develop IoT ecosystems in order to enhance their connections of things, data and processes. The company's solutions are designed to help businesses to enhance communications between devices and cloud. The company also offers a data analytics platform which allows secure data ingestion, management, and syndication.



Hiku is a kitchen device to scan barcodes and recognize voices to add products to shopping lists. Consumers can use it for shopping in-store and online, add planned updates to receive price comparisons and share shopping lists with others.





Honda is primarily known as a manufacturer of automobiles, motorcycles and power equipment. The company is also focused on connecting its cars with solutions like HondaLink, a display audio system that's powered by a user's phone, to access online content.



Honeywell manufactures wireless and scanning technologies used in building, home and industrial applications. The company's solutions are designed to deliver energy efficiency, security and safety. The company also offers software and applications to stay connected and control its devices.



insights and deploy their own apps. With the platform, a restaurant can connect things like kitchen appliances, payment devices and drive-thru displays into the same platform, gathering data in a single place and allowing for more complete information.



Huawei Technologies is a telecom solutions provider that offers infrastructure application software, telecommunications networks and devices with wireline, wireless and IP technologies. The company has developed a wide range of IoT devices including phones, PC, tablets, wearables, audio devices and Wi-Fi routers for smart homes.



Huami is a Chinese wearable device manufacturer that produces fitness trackers and smartwatches. Its products include the Amazfit and Xiaomi wearables.



company offers solutions for charging headphones, fitness trackers, smart rings, watches and clothing.



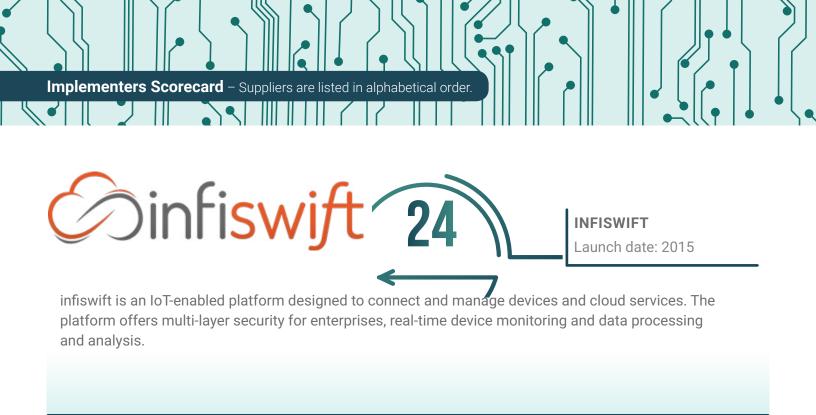
The Korean automobile manufacturer Hyundai has its own player in the automobile IoT market: BlueLink. The service allows drivers to access a group of different features, from safety tools like automatic collision notification and monthly vehicle health reports to external control features like remote start and stolen car location. BlueLink also provides a destination search solution powered by Google and can connect with Apple Watch and Android Wear.





IHT SPIRIT SYSTEM Launch date: 2011

IHT Spirit System developed an assessment platform focused on physical education. The company's IoT software solutions allow teachers to access the data of every student and test their performance.

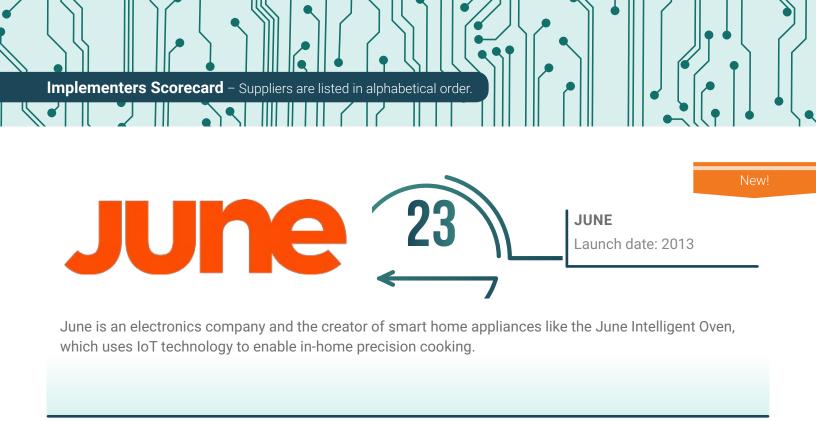




InvenSense provides MEMS inertial sensors, microphones, software algorithms, sensor development tools and platforms needed for the product creation and sensor integration of IoT-connected devices. InvenSense technology is designed for multiple products including smartphones and tablets, automotive, wearables, drones, and smart remotes for smart TVs.

## Johnson with the second second

Johnson Controls International develops smart buildings, energy solutions, infrastructure and transportation systems. The firm offers products including energy efficiency, building management and automation solutions. In addition, Johnson Controls Smart Equipment offer embedded controls and secure connectivity to help companies improve serviceability.





Karamba develops security solutions for connected cars. The company offers endpoint security for the externally connected electronic control units of connected cars that allows only explicitly permitted code to run through them. Karamba also offers early detection of droppers and malware protection services.



Keen Home develops home automation hardware and software products. The company's Smart Vent System enables users to control heating and cooling airflows room-by-room. Smart Vents also connects to the internet and to its other components, giving users the ability to manage all functionalities from the Keen Home app.



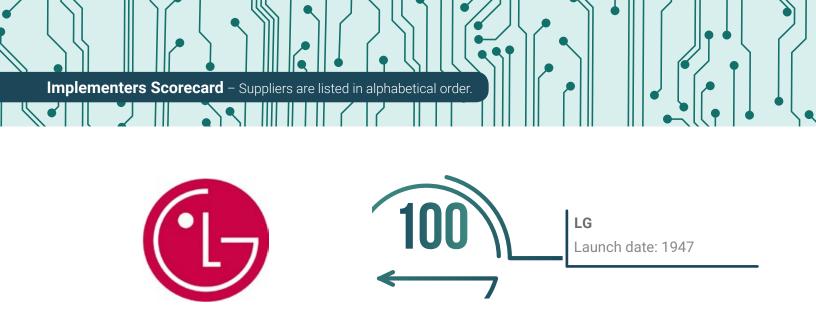
Kepware is PTC's software development business. It works to provide a portfolio of software solutions designed to help businesses connect automation devices and software applications and enable industrial IoT.



Konux provides the industrial IoT market with smart sensor systems designed to measure all kinds of mechanical and geometric parameters such as torque, pressure, force and angle. Konux sensing technologies are combined with a cloud solution that provides customers with real-time data visualization and intelligent data analysis, enabling them to understand their machine problems and make maintenance predictable.



Lenovo develops, manufactures, and markets technology products and services. It offers commercial and consumer personal computers, as well as servers and workstations; mobile Internet devices, including tablets and smart phones; storage and networking products; memory and processors; rack and power infrastructure; and laptops, desktops, and accessories, as well as operating systems, security, and systems management software.



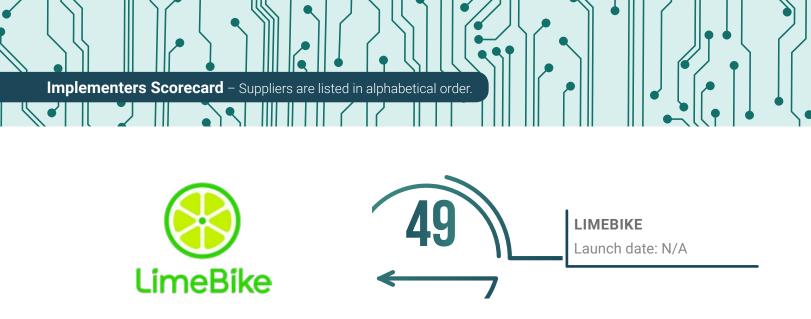
LG Corporation delivers connected products that go from smartphones, tablets and smartwatches to TVs and home audio devices. The company also works with affiliated companies in telecommunication services such as: LG N-sys, LG CNS and LG U.



Libelium designs and manufactures wireless sensors for smart cities and the internet of things.



LIFX is a WiFi-enabled LED light providing users the ability to control their home or office lights with any enabled device, such as a smartphone, wearable or a smart home device. The multi-colored smart light comes with an app offering features like a music visualizer, themes, scenes and schedules.



LimeBike is a dock-less bicycle sharing company. Its app enables users to locate bikes and scan to unlock them.



Local Motors is a technology company that works on the development of vehicles. The company's products include a 3D printed car and Olli, an autonomous electric shuttle. Olli uses sensors and data to understand its environment and can help in corporate or municipal transportation needs. The shuttle can also work like a taxi with the user determining a pickup location through the app for later traveling and paying within said app.



Lofelt develops "The Basslet," a wearable watch-size subwoofer. The device delivers beats and basslines directly into the user's body. The Basslet works next to a sender that can be connected into devices like smartphones, gaming consoles or VR headsets.



Digital products provider Logitech has developed a range of IoT solutions mainly focused on smart homes. The company's portfolio includes several products that allow users to remotely control their connected devices and manage their home's lighting, music, locks, thermostats and more. The company's products include smart remotes, connected security cameras and smart buttons.



LogMeIn provides software as a service and cloud-based remote connectivity services for collaboration, IT management and customer engagement.



Lumo develops body tracking technology, including clips that attach to running shorts or capris to measure cadence and speed, giving the runner instant feedback through earphones. Lumo also offers clip-on devices that monitor posture.



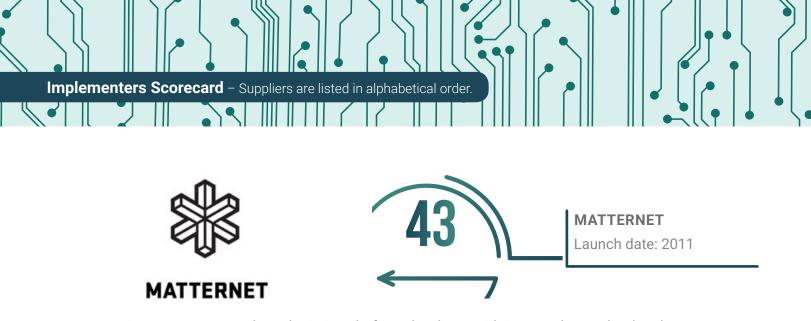
Lutron offers a family of IoT devices including lights, shades and temperature controls for a room or a whole house. The tools can also adjust automatically to prevent excessive energy consumption.



Marvell is a fabless semiconductor company with experience in microprocessor architecture and digital signal processing. The company develops platforms for storage solutions as well as wireless and networking products between others.



Mastercard is a technology company developing solutions for the payments industry, with payment processing as its core business. The company develops different payment products, including the use of NFC technology, eCommerce applications and security products. Mastercard is also engaged in the development of Internet of Things technology usage into payment applications.



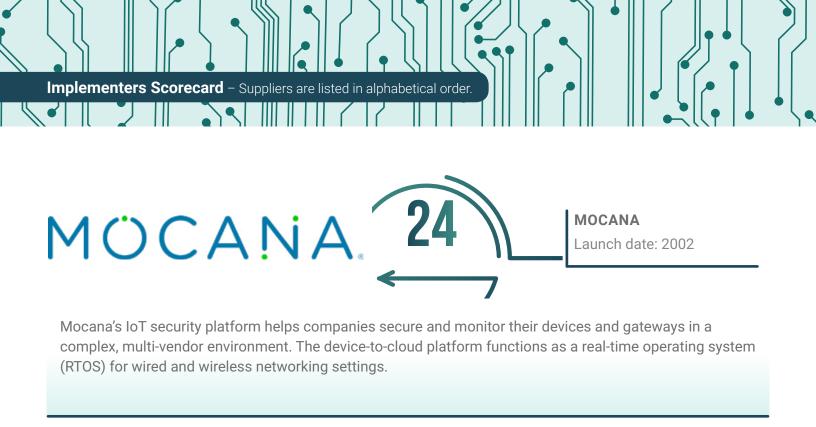
Matternet is an autonomous drone logistics platform developer with its own drone, cloud and usage stations. The company provides aerial delivery transport for healthcare, eCommerce and logistics organizations, along with serving individual customers. The platform is designed to be used in densely populated urban areas which often present delivery challenges.



Microsoft develops a broad range of software products, from Windows to Skype and from Bing to Office. The company also develops devices like Lumia and Xbox, as well as the Azure IoT Suite, a platform that allows the user to connect and scale projects, as well as analyze the data generated by it.



Misfit manufactures wearable and smart home devices. The company offers smartwatches, fitness trackers and smart accessories. Misfit also offers IoT-based applications such as the Misfit Link App, Home App and Cycling app, which help users better manage wearables from their smartphones.

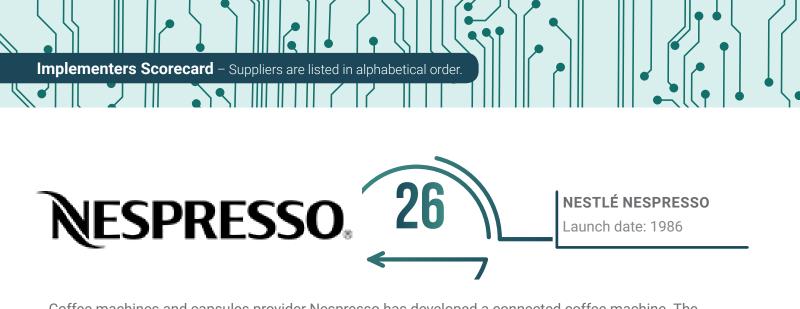




Moen has developed a customizable shower with personal device integration enabling users to control time and temperature. Once the U by Moen shower is connected to WiFi and the cloud, users can control their showers using their smartphones, Alexa or the shower controller.



Moov is a water and dust-proof connected wristband designed for sports, including cycling, swimming and boxing. The wearable device can also be used in coach mode, allowing for a voice-guided workout and different metrics, such as amount of repetitions or landing impact. The device can also track 3-D movements, allowing it to teach the user more effective exercise techniques, and permits for social engagement and competition with connected friends.



Coffee machines and capsules provider Nespresso has developed a connected coffee machine. The Nespresso Prodigio is a Bluetooth connected coffee machine which enables users to manage capsules stock, program coffee times and receive alerts for machine maintenance and care, everything done from their smartphones through the Nespresso app.



Nest is a technology company focused on smart home tools. Nest products include a thermostat that learns from user preferences, a smart smoke-CO2 alarm and a camera that tracks the user's phone location to know when to turn on. The company's devices can communicate with the user's device through the Nest app in order to either provide information or be externally controlled.



Netatmo is a smart home company, developing connected consumer electronics. Netatmo designs the mechanics, electronics and embedded software of all its products and also creates the mobile and web applications.



homes. The company's Home Energy Monitor allows homeowners to track their power use in real time, see bill forecasts, set up budgets, get energy saving tips and more.





Since spinning off from ETH Zürich, one of the world's top technical universities, Nexiot quickly became one of Europe's leading providers of integrated digital supply chain solutions.



NFC Ring provides a wearable ring that can be used to make payments, lock or unlock doors and devices or share and transfer information.



Nissan, the Japanese automobile manufacturer, offers embedded IoT technologies in their cars through a service called NissanConnect. The solution allows drivers to access a group of different features that includes access to different apps such as Google and Facebook as well as security tools like stolen vehicle locating and roadside assistance. The solution can also control external features of the car, such as locking doors, triggering horns and controlling the air conditioning.



Notion develops sensors that allow homeowners to monitor their homes remotely. Notion's device can track a group of variables, such as when a door is open, the temperature goes too low or too high, and there is a water leak. Users can also monitor their homes from their phones and receive notifications.



Nucleus is a smart home wireless intercom system designed to allow users to make calls from room-toroom or home-to-home. Each Nucleus account has a unique Home and Remote code enabling them to establish secure connections between devices. The Nucleus device connects to the internet via Wi-Fi or Ethernet and is Amazon Alexa-enabled.



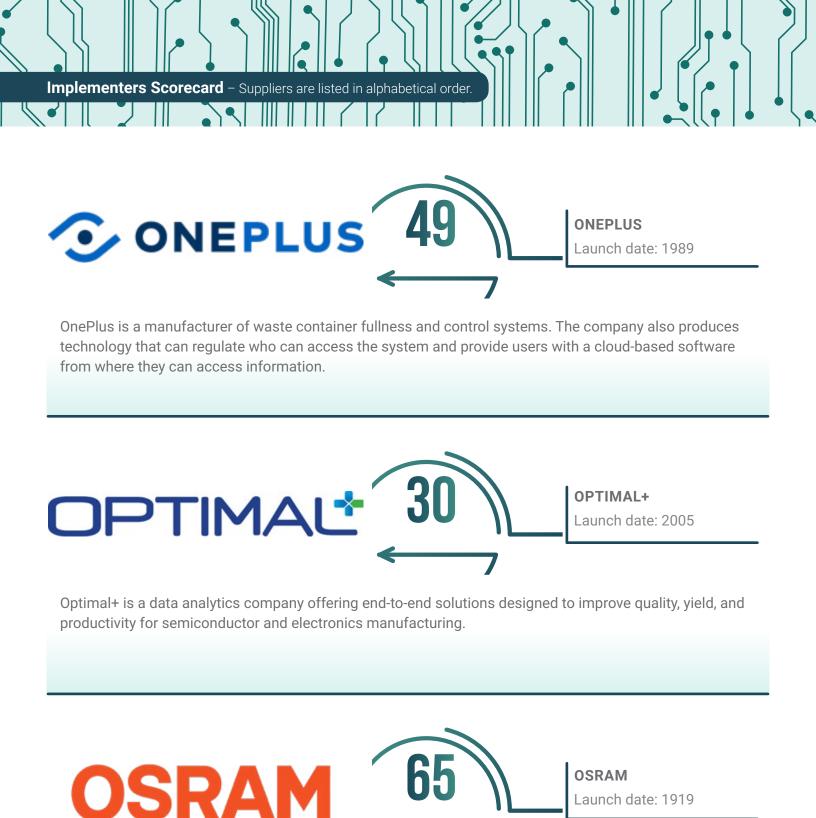
Numerex provides a portfolio of managed end-to-end Internet of Things solutions including smart devices, network connectivity and service applications enabled to address the needs of a wide spectrum of vertical markets including Waste Management, Manufacturing & Distribution, Public and Personal Safety, Oil & Gas, Transportation, Emergency Management and Commercial & Residential Security.



Nuzzle has developed a GPS collar that enables owners track their dogs. The GPS collar features 24/7 connectivity via dual-band 3G cell, embedded SIM card and Bluetooth. In addition, the GPS collar offers impact detection, temperature monitoring and activity monitor. Owners can also use a mobile app to track their pets.



Omnitracs, LLC, is a trucking solutions provider. It offers transportation technology and insights, with solutions designed to assist with compliance, safety and security, productivity, telematics and tracking, transportation management, planning and delivery, data and analytics and professional services.



Osram implements high-tech devices and smart solutions for lighting technology in the automotive, entertainment and health sector as well as private consumers. The company also offers smart home products and is developing smart city solutions.



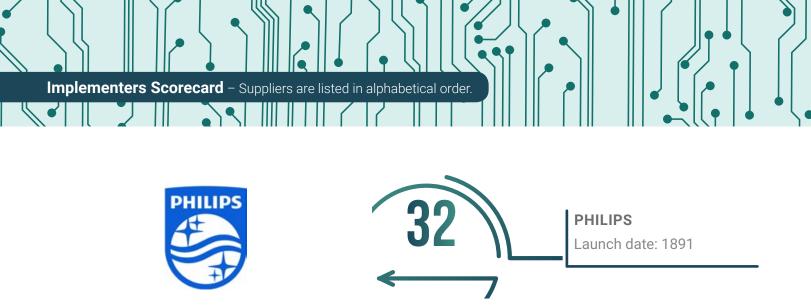
Ossia is the developer of Cota, a wireless power charger that can power equipped devices. The solution takes energy from a single source and transmits it through a net of antennas to a power receiver within a 30- foot radius. The solution also allows for energy saving, as the system turns off once the devices are off the range or hibernating.



Petnet offers the SmartFeeder, an automatic feeder for cats and dogs that enables users to manage feeding times, portion sizes and food supply. The SmartFeeder uses sensors to measure portions based on a pet's age, weight and level of activity. Users can control their pets' feeding from their smartphones.



PetPace offers remote pet monitoring services through a wireless smart collar, which collects a pet's vital signs and behavior patterns. PetPace comes with an integrated Health Monitoring Service to continually analyze the collected health data and send notifications to the pet owner's smartphone in case of emergencies.



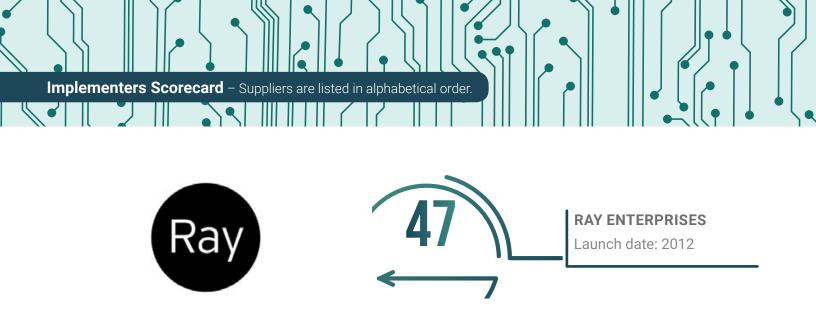
Philips' IoT-enabled lighting product, Hue Personal Wireless Lighting, is a connected lighting solution designed to enable users to manage their lighting system from their smart devices. Hue uses a system called The Bridge that connects the smartphone to the Philips Hue lights via Wi-Fi. The Bridge offers different types of smart lights and gives users the ability to create timers, control brightness, play with colors and synchronize lights to music, TV and games.



Polar is a manufacturer of sports training technologies. Among other products, Polar has deployed GPSenabled bike computers, fitness and running watches, as well as heart rate monitors and performance trackers. Their devices are designed for any activity ranging from swimming, cross-training and yoga to tracking user's daily activity and calorie consumption.



Rachio develops a smart sprinkler device that uses weather prediction to ensure more efficient usage of water. Rachio devices can adjust their functioning to the characteristics of the yard where it's working or the changing seasons. It is connected to a mobile app that not only allows for external control of the sprinklers, but also delivers information about precipitation, watering and the yard's health.



Ray has developed a smart touch-screen remote that enables users to control all their devices. The remote supports a wide range of entertainment devices including TVs, cable and satellite providers, streaming devices, sound bars, and DVD players.



Red Hat has a portfolio of secure products and services such as cloud storage and operating system platforms along with middleware, applications and management solutions. It also provides customer support, training, implementation and consulting services.



Rockwell Automation develops industrial automation and information technology products. Its Connected Enterprise capability enables industries to connect, monitor and optimize devices and processes. The company's Industrial IoT solution integrates networks and creates an integrated production platform that can enable smart manufacturing.



SageGlass offers electronically tintable glass – known as dynamic or eletrochromic glass – for windows, skylights and curtain walls. The glass tints automatically or on demand to control sunlight levels, without need for shades or blinds.



Samsara offers internet connected sensor systems designed for diverse environments from energy monitoring to asset utilization to vehicle tracking. Its traditional sensor model is combined with an integrated, software-centric solution enabled to capture hundreds of metrics, bringing visibility and insight into any operation.



Samsung's business expands through many industries, from heavy industry to chemical to its more wellknown face: Samsung Electronics. The company develops wearable devices, smart TVs and some of the most classic connected devices: smartphones. Samsung has also begun developing smart home applications, from sensors and hubs to connected appliances.



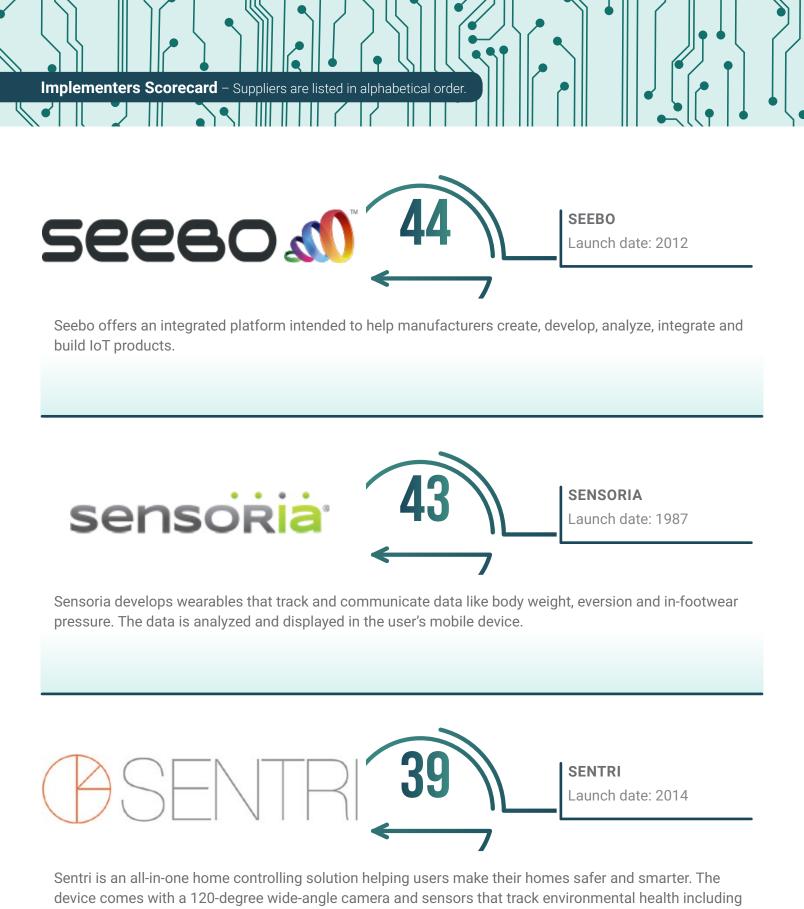
SATO Global Solutions (SGS) develops IoT solutions, including data-based advice for business operations and customer experience improvements. The company co-founded the Acuitas Digital Alliance which develops cloud-based IoT solutions to help retailers use Big Data and IoT.



SEAT (or Sociedad Española de Automóviles de Turísmo) is an automobile manufacturer headquartered in Martorell, Spain. The company was founded in 1950 and is currently an owned subsidiary of the Volkswagen Group. SEAT has been researching connected car developments with companies such as SAP and Samsung for solutions like parking reservations and payments as well as digital key sharing.



SectorQube has developed Maid, a smart oven that sets the time and temperature according to number of servings and a user's personal preferences. Maid comes with an intelligent personalization engine that learns user preferences and is connected to an online recipe store. The oven can be controlled and managed by using its touchscreen or through voice and gestures.



device comes with a 120-degree wide-angle camera and sensors that track environmental health including temperature, humidity, air quality and weather. Users can connect and control other smart devices and get mobile notifications whether any unusual activity or change in the home environment is detected.



smart video doorbell. The offering pairs with a smartphone app available for iOS and Android that allows users to interact with visitors.



Skyhook is a global location network that, by georeferencing mobile users, allows companies to deliver more personalized content. The company's location engine is based on Wi-Fi data that is combined with information from GPS, cell towers, IP addresses and device sensors, and its services are suitable for different industries, including app development, advertising, device manufacturing and wearable design.



SmartDrive offers solutions for corporate fleets. Its offerings include security programs, an open analytics platform, and transportation intelligence intended to improve safety and identify opportunities for greater operational efficiency.



Software AG is a software developer whose solutions apply to a range of different industries, including IoT, banking, energy, government and retail. The company's IoT solutions include Terracota, a data management platform, location-based marketing capabilities, location analytics and manufacturing products such as equipment predictive maintenance energy theft detection.



Somfy offers outdoor home products like smart gates, doors, window shutters and alarm systems that can be managed from a mobile app.



Sony Corporation products range from categories such as television and audio/video solutions to semiconductors, medical equipment and digital imaging developments. The Japanese company has introduced IoT technology in different equipment they develop, starting with their mobile and tablet devices and now including smart TVs and wearable products like watches or wristbands.



endpoint, encryption, email, web, mobile, network security and UTM products, as well as a range of tools for home users.



Spin is a dockless electric scooter rental company that is currently operating in 11 cities and on six campuses.



STATSports provides sports science and performance analytics. Its performance tracking systems can calculate more than 50 metrics in real time and store all data into a cloud infrastructure. The STATSports Apex tracking device connects via Bluetooth LE to multiple devices, including heart rate sensors, EMG shorts, smart watches and tablet devices.



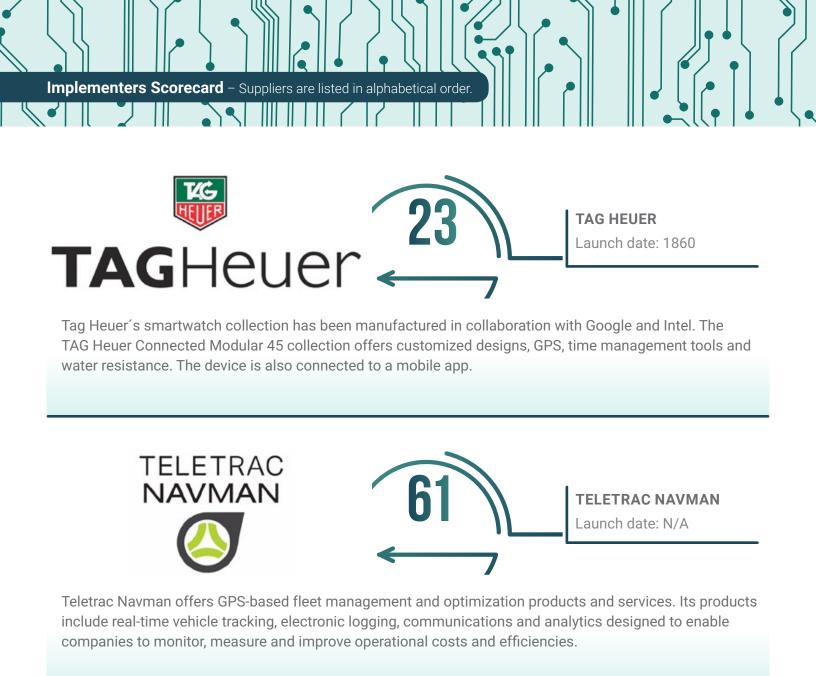
Striim is a real-time data integration and streaming analytics software platform. The company integrates IoT data to provide data analytics and protect users against cybersecurity threats. Striim for IoT combines real-time sensor data with other enterprise data from databases, log files, message queues and cloud environments.



Swatch produces smart watches and other wearables. The company's Touch Zero One smartwatch was specially designed for beach volleyball players and gives users the ability to calculate steps, track calories burned, set goals and check progress. Users can also connect Swatch devices to their smartphones and use an application to check performance insights.

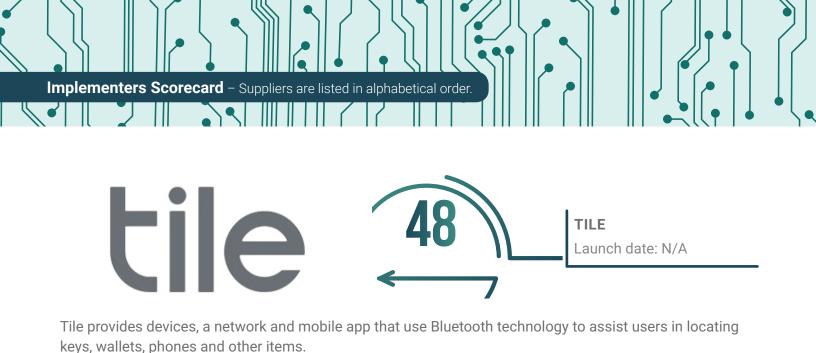


Symantec Corporation provides cybersecurity services through its anti-virus software Norton. It also offers integrated solutions to defend against attacks across endpoints, cloud and infrastructure. Symantec Corporation has also developed a router to which IoT-enabled devices can securely connect in a single action.





Teradata develops a range of solutions that apply to the Internet of Things industry, with options like Teradata Unified Data Architecture, which allows businesses to organize and leverage data, or Teradata Aster Analytics, which allows for data visualization and analytics.





Token offers a biometric-based wearable ring designed to make payments and provide authentication in place of ID credentials, internet passwords or at physical locations. Its product also can be used with specialized company-made locks to unlock home or compatible car doors.



TomTom designs and develops navigation and mapping products for cars, motorcycles, scooters and trucks and provides fleet management solutions. The company also offers GPS smartwatches and accessories for running, fitness, golf and other activities.



Tovala has designed a Smart Oven that can steam, bake, broil and heat prepackaged meals that the device, after scanning the code they come with, will know how to cook. The oven can also connect to the user's phone using its own app, which allows for tracking of the cooking time.



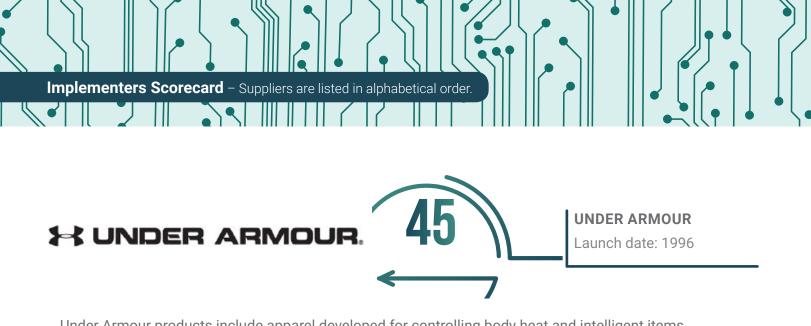
Toyota, the Japanese car manufacturer, has integrated IoT technology into their automobiles. Entune, the service the company developed for connecting mobile devices with cars, allows drivers to access their playlists or use voice recognition commands. Toyota also delivers security-connected solutions that can assist in cases of collisions, needing emergency assistance or locating stolen vehicles.



TrackX is a software solutions provider. Its products focus on asset tracking, inventory management and supply chain solutions, all using a cloud-based asset tracking platform, GPS, RFID and sensors.



Ubigreen is a technology company that develops turnkey solutions. Its offerings include web apps to monitor and control energy use or other operations in a building or other site.



Under Armour products include apparel developed for controlling body heat and intelligent items concentrated on tracking the user's performance. The company's interest in IoT applications pushed the acquisitions of fitness apps such as MapMyFitness and MyFitnessPal.



View Dynamic Glass' window tint tech helps to control the temperature inside a room, saving energy and improving comfort. The device can adjust automatically to the time of the day, the angle of the sun and weather conditions, taking into account the geolocation of the building and its architectural design. The solution also provides data for the user to track energy efficiency.



VIMOC Technologies is a platform provider for Landscape-Computing, enabling the deployment of solutions for the Internet of Things and smart city implementations. The platform is provided through a scalable API that facilitates sensory data access with built-in statistical analysis and a workloads distribution framework.



Vinli is a small device that can be connected to a car to provide services including connectivity and apps. Using a 4G LTE network, Vinli can also be used as a Wi-Fi hotspot to allow passengers to stream movies or download games. The company also offers apps covering security, social engagement and other utilities, such as sending notifications if a collision occurs.



Visa is an American multinational financial services company focused on the transfer of electronic funds. The company's portfolio includes Visa-branded credit, debit, commercial, prepaid, mobile and money transfer. VisaNet is the technology behind the company's payment processing solution, which provides its services at a worldwide level.



Vivint is a smart home services provider focused on connected home automation and home security cameras and devices, all controllable by an app.



Western Digital is a data storage company using both the cloud and data center storage. It provides clients with software as well as hardware like hard drives and storage devices.



Whistle Labs is an intelligent device manufacturer offering pet owners a smart GPS tracker to monitor pets' locations, activity and rest cycles. The Whistle app helps prevent lost pets by sending users notifications when a pet leaves a designated "safe space."



WISeKey is an information security and identity management company that works on data protection and identification, and authentication of people and objects over physical infrastructures, networks and the internet. The company focuses on the IoT industry and developed a security platform covering identity management, transaction assurance and process integration.



Xiaomi manufactures and develops hardware, software, and internet services. Xiaomi offers a range of internet connected devices that includes smartphones, TVs, notebooks, wearables, drones, earphones and more. In addition, the firm develops mobile applications such as MiTalk and an operating system called MIUI.



X Lab is the company behind Spendwallet, an electronic wallet that can store the user's credit, debit and gift cards. The device can also be synchronized with users' phones.



Xped Limited is an IoT technology business. Among others services, the company has developed the Auto Discovery Remote Control (ADRC) platform, which is designed to enable users to connect, control, monitor and manage their devices and appliances from a single app.



Yokogawa's portfolio of solutions includes cloud-based data sharing services for data collaboration for supply-chain collaborations and optimization. It also offers cybersecurity solutions.



Zebra Technologies develops tracking technology and solutions that allow companies to know where and in what conditions things are. Zebra products cover a wide range of devices and software, from mobile computers and printers to location solutions and RFID bands. Zebra's technology can also be used in different industries like health care, manufacturing and retail.



Aclara Technologies LLC provides smart infrastructure solutions (SIS) for water, gas and electric utilities worldwide, including meters and various communications networks.



Actility's ThingPark is an IoT-enabler platform for the deployment and management of LPWA networks. The software solution is aimed at allowing communication service providers, device manufacturers and application suppliers to develop IoT applications in vertical markets such as smart cities, energy and utilities or industries.



Advantech provides embedded M2M/IoT module integration services and wireless solutions for M2M communication including Bluetooth, WiFi, 3G/LTE and GPS modules.

Enablers Scorecard - Suppliers are listed in alphabetical order.



Aeris Communications is a technology provider and a cellular network operator delivering comprehensive IoT / M2M services to the automotive, energy, transportation, retail, and healthcare industries. Aeris offers a complete stack of technology from an online management portal to an application enablement platform and cellular connectivity networks.



Aerohive Networks, together with its subsidiaries, designs and develops cloud networking and enterprise Wi-Fi solutions. These include hardware, software-as-a-service (SaaS) subscriptions and tiered maintenance and support services.



Afero offers an IoT Platform as a Service solution that allows for the development and deployment of connected devices. The system is powered by Afero Cloud, which provides services for the development and operation of connected things. The company also helps developers with processes like monitoring, management and prototyping.



AgilityIO offers software solutions to translate ideas and products into digital and Internet of Things (IoT) products. The company handles software development, UX/UI design and product management through the process of idea conception to retail.



AlertMedia provides enterprise customers with monitoring services and a communications platform for regular and emergency messaging.



Altoros is a software and open-source development company providing hardware, software and guidance to clients. It uses Java/.NET/Ruby architecture to create cloud-native IoT applications for companies, and offers Smart Baggage Tracking software for private customers.





Amazon Web Services has developed a cloud computing platform providing services such as application hosting, databases and content delivery. The company's IoT consists of a cloud platform that allows businesses to connect devices to Amazon services as well as to other devices, secure and process data, and enable applications to interact with those devices.



Amdocs provides software and services to communications and media companies. Its solutions are designed to enable digital and network transformation. The company offers a suit of IoT solutions, including Amdocs Connected Home, a cloud-based solution delivering monitored smart home security services. In addition, Amdocs IoT Services Enablement Platform enables IoT ecosystem players to offer integrated and easy-to-activate global consumer and industrial IoT services.



Antmicro is an embedded software company working with emerging technologies, prototyping and feasibility studies.



ARM designs energy-efficient processors and related technologies for digital electronic products ranging from sensors to servers. The company has developed the ARM mbed IoT Device Platform, a solution that provides open standards based on a common platform and an ecosystem for IoT development and connectivity to make IoT work at scale, from device to cloud.



Armis Security is an agentless IoT security solution that allows enterprises to see and control any device or network.



Arrayent offers an IoT platform that enables manufacturers to transform traditional products into connected devices. It also offers an end-to-end solution that offers secure access to customer and product data.



Aruba Networks develops operating systems for both wired and wireless network infrastructure, provides remote access services and offers data security solutions.



Arviem is an independent global cargo tracking and monitoring service provider. Its IoT monitoring device mounts on cargo containers and communicates over phone or satellite networks.



AT&T provides a wide range of IoT solutions, including connectivity of devices and development platforms that can be applied to industries from vehicles and smart cities to health care and machinery.



Avnet provides organizations with component and services solutions for IoT. It helps companies in deploying IoT and adding new functionalities, such as security and connectivity. Avnet offers components for industries such as automotive, home automation, energy, industrial and wearables, among others.



Ayla Networks is an IoT platform provider. Its platform is comprised of three elements: Ayla Embedded Agents, Ayla Cloud Services and Ayla Applications Libraries, which together allow devices to connect to the cloud and applications while providing tools to manage, provision and analyze IoT deployments.

Launch date: 1921

Enablers Scorecard - Suppliers are listed in alphabetical order.



Bastille offers an enterprise security solution designed to include full-spectrum scanning of corporate airspace. Its solution works to detect wireless risks and use machine learning and behavioral analytics to offer companies a more informed view of wireless environments, complementing Wi-Fi and traditional security architectures.



Belden manufactures and sells a comprehensive portfolio of cable, connectivity and networking products for the transmission of signals for data, sound and video applications. Its products are designed for a variety of markets including industrial, enterprise, broadcast, transportation, energy and consumer electronics.



Belkin offers internet networking products including Ethernet and wireless adapters and wireless routers. Besides developing connectivity solutions, the company has created WeMo, a Wi-Fi-based home automation network that includes smart lighting systems, Wi-Fi-connected cameras, smart plugs and light switches.





Bitreactive offers a visual programming tool enabling Java developers to program embedded software for IoT devices. The firm serves clients in logistics, telematics, automotive, oil and gas, home automation, smart energy, smart cities and building control industries.



Bosch is a global supplier of technology and services.



Broadcom is a provider of semiconductor technology. The company is primarily focused on wired infrastructure, wireless communications, enterprise storage and industrial markets.



CA Technologies supports companies' transitions to use smart technology, and monitors, manages and secures clients' information technology (IT) infrastructure and applications.



CalAmp provides communications devices, cloud platforms and software applications. Its IoT cloud enables companies to collect, monitor and report data and intelligence from remote assets.



Cambium Networks is a provider of wireless broadband point-to-point and point-to-multipoint platforms. It offers sustainable communication networks for companies, enterprises, governmental and military agencies, and the firm's services also include network monitoring, measurements and analytics.



CENTRI focuses on IoT security. Its technology is designed to integrate into organizations' exiting applications and services in the cloud, data centers, connected devices and products to secure the organizations' data. Its solution offers tools including encryption and the establishment of trusted devices.



Chronicled is a technology company using blockchain and the Internet of Things (IoT) for supply chain solutions. It offers a decentralized protocol and network, and serves the pharmaceutical, commodities and precious metal and mineral verticals.



Cisco develops internet protocol-based networking technologies. Their products include routing and switching devices, home networking technology, IP telephony, optical networking, security, storage area networking, and wireless technology. Cisco also provides technologies covering connectivity, security, software and data management.

Enablers Scorecard - Suppliers are listed in alphabetical order.



Clearblade is a platform for the industrial Internet of Things that enables developers to engineer and run real-time, scalable IoT applications. Deployable in any vendor cloud, on-premise or in hybrid environments, ClearBlade allows companies to build Enterprise IoT solutions that make streaming data actionable by combining business rules and machine learning with visualizations and integrations to existing business systems.



ClearScale delivers cloud systems integration, application development and managed services. The company provides IoT platform design and automation services, builds infrastructure for connected devices and more.



Cloudera provides end-to-end data management services including a data storage and analysis platform. It provides and supports Apache Hadoop-based software to businesses.





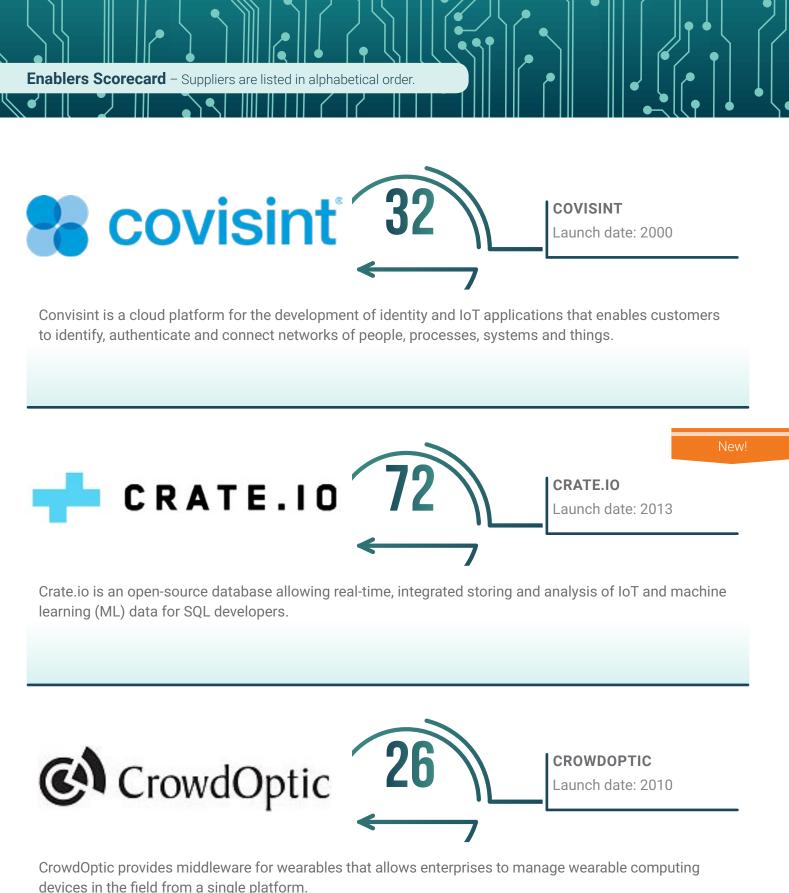
Comcast is a media and technology company. The company provides customers with video, high-speed Internet and phone services under the name of XFINITY. The company also offers XFINITY Home, a platform that integrates the user's smart home devices into one personalized platform.



Building Robotics is the developer of Comfy, a service that allows office workers to change the ambiance of their workplace. Workers can personalize temperature, lighting, window tint and more. Changes can also be applied in specific areas, allowing each worker to adjust conditions of their workplace without bothering others.



Commscope designs, builds and manages wired and wireless networks. Their services include incrementing bandwidth and existing capacity, improving network performance, increasing energy efficiency and the simplification of technology migration.



devices in the field from a single platform.



DataStax, Inc. provides database software and data management. Its solutions include a distributed cloud database built on Apache Cassandra architecture and designed for hybrid cloud. DataStax's offerings aim to support management and analysis of large amounts of time- and sensor-based information.



Davra provides organizations with an AEP platform for the development of IoT applications. The platform has been designed to control all elements of the IoT Edge Gateway.

Enablers Scorecard - Suppliers are listed in alphabetical order.



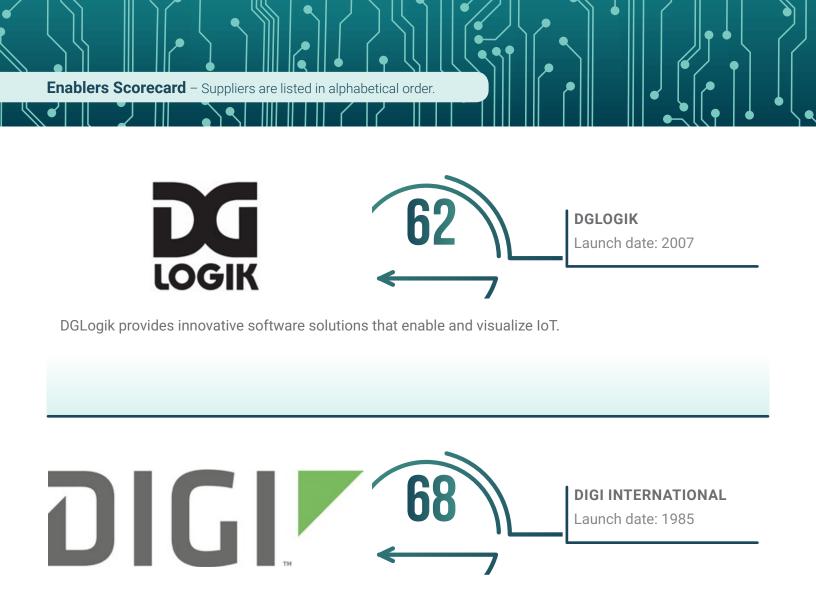
DeviceHive is an IoT data platform. The company's platform enables device integration and offers services to connect smart devices to public and private clouds. The platform collects and analyzes data from devices such as sensor networks, smart meters, security systems, telemetry, industrial or smart home devices.

## DEVICE INSIGHT INSIGHT

Device Insight has developed a IoT platform solution called CENTERSIGHT® that offers tools to monitor IoT and M2M devices. The platform provides operating data insights and analytics, error reports, machine configuration features, alarming and more. The CENTERSIGHT® platform can be used in the following markets: industry & automation, connected products, telematics & fleet management and energy & smart city.



Device Solutions provides solutions for three main areas: engineering consultancy, testing and certifications of products for network providers and its own service, Cellio. Cellio is an end-to-end solution that connects, computes and communicates information from the IoT. It is made from sensors, a cellular communication gateway and cloud-based software.



Digi International develops M2M and IoT connectivity products such as embedded modules, gateways, routers and USB and serial connectivity devices. The firm offers remote device managing solutions and wireless design services. Digi International's products are designed for energy, smart cities, medical, industrial, retail and transportation markets, among other industries.



D-Link offers networking solutions as well as Smart Home ecosystems. Their products include surveillance cameras and recording devices, networking tools including routers and extenders as well as automation solutions.



Drayson Technologies Group is an artificial intelligence (AI) and machine learning (ML) solutions provider based in London. It supports smart sensor networks using its IoT platform, which relies on wireless charging technology.



Electric Imp offers an Internet of Things platform that securely connects devices with cloud computing services. The platform helps manufacturers to manage and quickly scale their connected products and services to millions of users. In addition, the solution enables uses to monitor and update products in the field at any time and have access to real-time manufacturing insights.



EMnify offers a connectivity, control and management platform for IoT and M2M devices.



Etisalat is a telecommunications company offering coverage of 3G and 4G mobile technologies, and is currently working with 5G services. The firm offers machine-to-machine (M2M) solutions and controlling and monitoring services for both government and enterprises.





Eurotech researches and develops connected hardware. It supplies products such as computer boards, modules, computer devices and systems, and offers software to create machine-to-machine (M2M) and IoT applications.



Filament provides blockchain hardware and software solutions for enterprise and industrial Internet of Things (IoT). The solutions enable secure connections, allowing devices and machines to safely interact and transact value.



Flexera Software develops software licensing, compliance, cybersecurity and installation solutions designed to help application producers and enterprises manage application usage and increase security. The company's FlexNet Producer Suite for intelligent device manufacturers is a part of a strategic solution for application usage management.



Flex designs, manufactures and distributes IoT products and offers a range of aftermarket services. Flex services include prototyping, design, manufacture and logistic distribution, as well as its retirement of the market. The company also offers its expertise in a range of products from sensors and connectivity to security and software.



FogHorn Systems is a multi-tier Internet of Things (IoT) application deployment platform that bridges information technology.



General Electric is rolling out IoT tools for a range of industries that includes automotive, aviation, chemical, food and beverage, healthcare, oil and gas. Predix, one of the company's main IoT solutions, is an operating system and platform for building applications that connect to industrial assets, collect and analyze data, and deliver real-time insights.



Globetouch 64 GLOBETOUCH Launch date: 2010

Globetouch provides connectivity, management and deployment services for M2M and IoT solutions. The company offers GConnect, a platform enabling IoT connectivity through CloudSIM technology. The company's GControl platform provides IoT connectivity management tools to launch and manage IoT services.



Designed for residential, commercial, retail, hospitality and industrial applications, Gooee has developed an enterprise scale IoT lighting ecosystem which provides sensing, control and communication components enabled to integrate with an enterprise scale cloud platform for lighting manufacturers to 'connect' to the IoT. Enablers Scorecard - Suppliers are listed in alphabetical order.



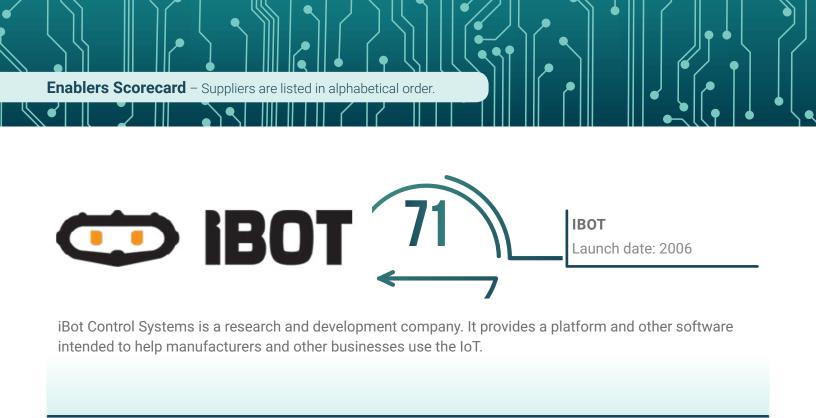
Google Inc. develops a family of technology products that go from the known search system, desktop tools and operating systems to communication hardware, payment solutions and wearable devices.



Hologram is a platform for building IoT products with a focus on cellular. The cloud-friendly Hologram Cellular Platform enables users to connect devices to the internet. The company also offers software that allows users to talk to their devices, route incoming and outgoing messages, and open up secure PPP sessions via secure API.



IBM develops an array of solutions among industries such as analytics, commerce, security, cloud and mobile. IBM's Watson IoT platform extends the power of cognitive computing to the Internet of Things. The platform enables the connection of devices and the application of cloud- based services like device management, predictive and real-time data analytics or information management.





Impinj has developed a platform comprised of hardware and software using AIN RFID to wirelessly connect IoT. The platform provides businesses with real-time insights about their connected devices, and the company also offers gateways and reader chips.



Infinera Corporation provides optical transport networking solutions, equipment and software and services worldwide.

**Enablers Scorecard** – Suppliers are listed in alphabetical order.



Ingenu enables long-range, low-power connectivity for IoT and machine-to-machine communication. Its wireless network serves a wide range of industries including smart cities, fleet management, smart agriculture, usage-based insurance and connected cars.



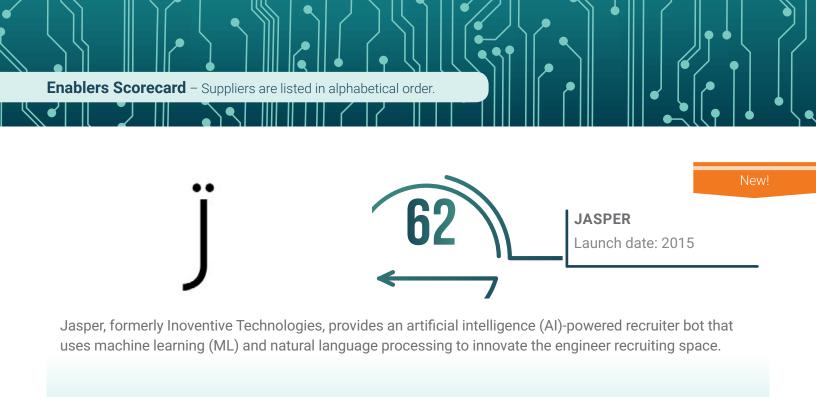
Intel allows companies to improve real-time decision-making, boost revenues, and lower costs by using its end-to-end platform of IoT solutions. The company's platform provides reference models and a portfolio of products based on foundational technologies that let companies connect, secure, and manage valuable data from existing business assets that were previously unconnected from new smart and connected things.



InterDigital provides wireless technologies for mobile devices, networks and services. The company has developed solutions used in digital cellular and wireless products and networks, including 2G, 3G, 4G and IEEE 802-related products and networks.



Itron provides end-to-end solutions to measure, manage and analyze worldwide energy and water usage. These include smart electricity, gas and water meters, smart network technologies and meter data management software.





Kii develops platform which allows the building and running of IoT programs. The platform helps connect devices to the cloud and allows users to monitor and manage them. The service also provides analytic insights and app development tools and support features such as geolocation, user and data management and A/B testing.



KORE is an IoT/M2M service provider and developer of machine-to-machine network connectivity solutions, offering global coverage through GSM, CDMA and satellite data services. The company's products portfolio also includes Position Logic, a GPS tracking software, KORE Systems, an M2M connectivity management service, and Global Connect, a GSM-based, cellular IoT and M2M communications services available in 180 countries."

Enablers Scorecard - Suppliers are listed in alphabetical order.



KPN is a telecommunications provider of network services such as IP-VPN, E-Line, E-LAN, corporate internet, managed videoconferencing, international private line, wavelength, IP transit and dark fiber. The company also offers device management and network analysis reporting.



KYOCERA Corporation is an electronic technology provider manufacturing multiple mobile devices. The company offers multiband modules supporting LTE, UMTS and GSM, and are designed for automotive and various M2M applications.



Lantronix is a provider of secure data access, connectivity and management solutions for IoT and IT assets.





Link Labs offers low-power, wide-area network technologies for IoT. Its Symphony Link solution connects enterprise or industrial IoT devices to the cloud. The company also offers an end-device-certified LTE Cat-M1 modem for battery-powered application.



LORIOT AG develops enterprise software for LoRaWAN and end-to-end applications. It serves businesses, cities, municipalities and wireless network operators.



LPRS provides low power radio frequency solutions (LPRS) for original equipment manufacturers (OEMs). It manufactures and supplies radio modules, antennas and sensors for the industrial, scientific and medical markets.



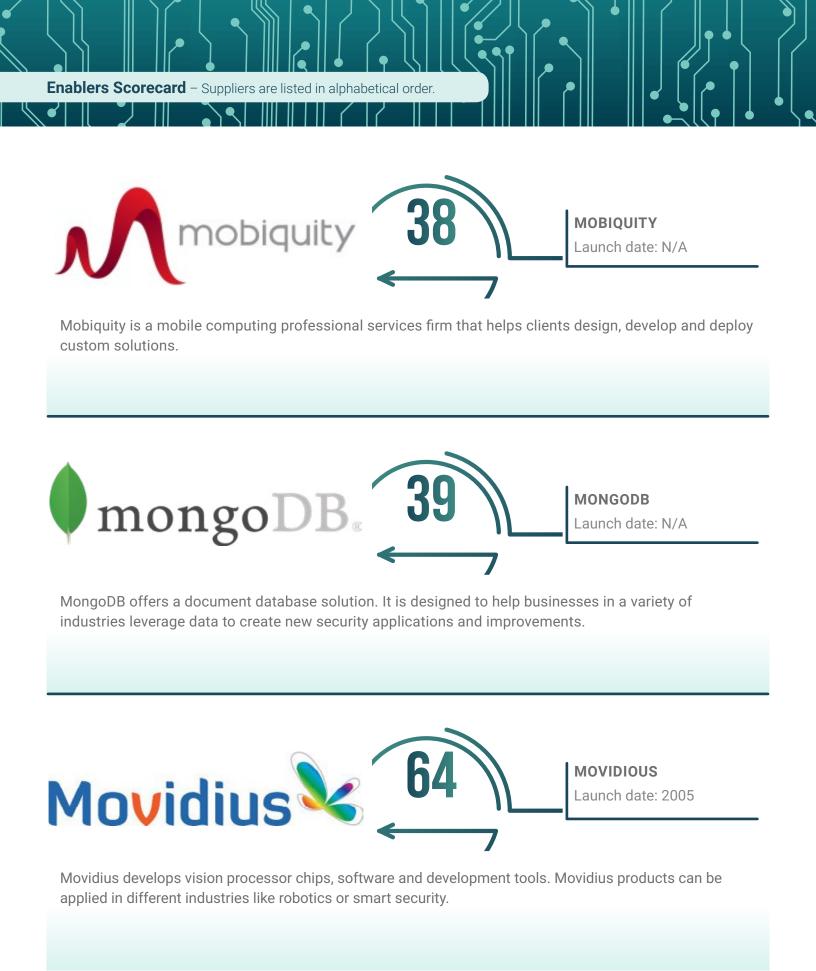
M2M Intelligence offers multi-network SIMs letting users connect their IoT devices. The SIMs are designed to maximize the area from which the devices can get connected, enabling them to reach better, alternative networks. The firm has also deployed the M2M Insight, a management portal allowing users to manage the performance of every device's SIM on a one-page dashboard.



Microchip provides microcontroller, analog, FPGA, connectivity and power management semiconductors.



Mnubo provides Big Data and analytics to the IoT and machine-to-machine (M2M) space. The company assists with the development of "smart objects" and works with clients in the wearables, home, automotive, industrial and health care spaces.



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Enablers Scorecard - Suppliers are listed in alphabetical order.

Part of the Avanquest, myDevices develops a white label IoT platform providing a range of services, including device installation, activation, communication and management. The solution allows for data management capabilities, including real-time streaming and analytics/ visualization capabilities. The service also includes features like subscription management and back office tools.



NetBurner offers development kits for IoT devices, enabling developers to create or modify IoT devices. NetBurner also offers Ethernet servers and core modules for network enabling.



Neura is an IoT data management company designed to protect the user's privacy. Neura establishes a digital identity for the user, which can be managed exclusively by him/her. It then allows the user to connect their account to the technology they use in order to exchange personal data for services that companies can customize.





NEXCOM is an intelligent solutions provider. Its primary focuses include the IoT, intelligent platforms and services, IoT automation solutions, intelligent digital security, mobile computing solutions and network communication solutions.



Nexenta provides open-source, softwware-based enterprise storage solutions. These include cloud and virtualization-optimized storage management and plugins.



Novelti is a Big Data software company that designs middleware for data scientists and developers.



Nutanix Inc. develops and provides enterprise cloud operating system software. Its offerings include infrastructure, data protection, big data and other solutions for the education, energy and utilities, financial services, healthcare, retail, service provider, state and local government and the U.S. government.



NXP focuses on the development and deployment of automotive semiconductor solutions and general purpose microcontroller products.



Nwave is leveraging its low-power, wide-area wireless network, parking space sensor, analytics, and payment technologies to disrupt the transportation market by acquisition, analysis and real-time provisioning of vehicle parking data.



Option offers wireless solutions enabling machine-to-machine (M2M) communication. The solutions also provide M2M security, processing and management services. Option's solutions are designed for the retail, transportation, smart-building, smart city, smart energy and smart home markets.



Oracle develops and offers cloud applications, platform services and engineered systems. The company's IoT solutions allow businesses to connect data from devices, perform real-time data, and predictive analytics and allow enterprise and mobile applications to control devices. Oracle IoT cloud services also allow for different features including endpoint management and integration standardization.



Orange is a Spanish telecommunications corporation that offers M2M connectivity solutions. The company has rolled out a range of complementary LPWA (long-range wide area) solutions as well as LTE-M technology across its 4G networks in Europe.

ORBCOMM 32 ORBCOMM Launch date: 1993

ORBCOMM is a machine-to-machine communications solutions developer which operates a commercial satellite network dedicated to M2M. The company's services include global satellites, cellular and dual-mode network connectivity, hardware, web reporting applications and software. The solutions are focused on the tracking, monitoring and controlling fixed and mobile assets in industries including transportation, oil and gas, heavy equipment, and government.



Particle is an IoT device platform that enables businesses to build, connect and manage their connected solutions in an easy way. Particle securely connects devices to web and mobile apps so that users can securely control and collect data from their devices. Their portfolio of products includes the Particle Cloud, a cellular IoT SIM card and data plan, and cloud-connected microcontrollers.



Plume offers Plume Adaptive Wi-Fi, a self-optimizing network powered by a cloud that adapts to a user's home in real time so that every room and device receives optimized internet connectivity.



Progress Software offers platform and tools for the development of business applications. Its platform enables the deployment of interfaces for different types of devices and offers Big Data connectivity capabilities.

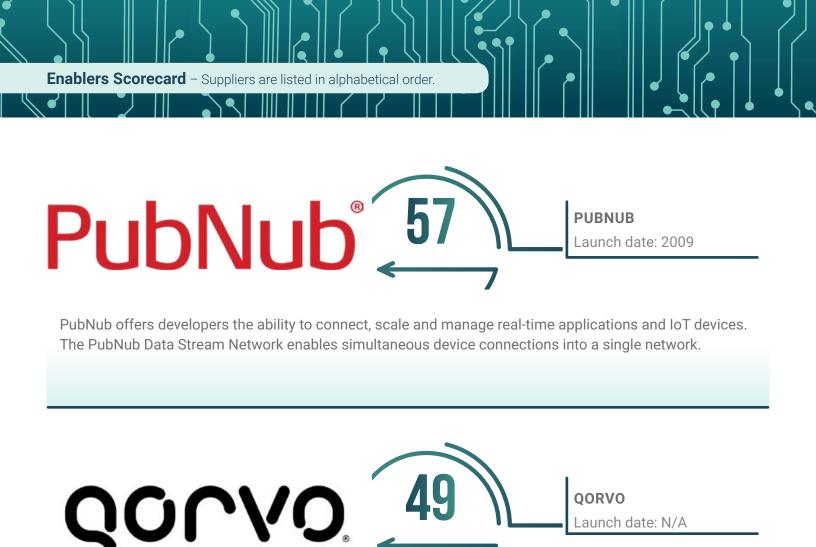


Prosegur provides comprehensive security services for homes and businesses.

Enablers Scorecard - Suppliers are listed in alphabetical order.



PTC is an American software company that works on Internet of Things, Augmented Reality and Application Lifecycle Management in addition to other industries. The company's IoT solutions include the ThingWorx Platform, which allows businesses to develop IoT applications, the Axeda Machine Cloud, a cloud-based service for managing connected products and Coldlight, the company's analytics platform.



Qorvo, Inc. provides radio frequency (RF) solutions and technologies for mobile devices, infrastructure, and defense and aerospace applications.



Qualcomm designs and markets wireless telecommunications products and services. The firm has developed a wide portfolio of connectivity-based products, enabling connections and interactions across a variety of networks. Its technologies are designed for most of the IoT markets including automotive, smart homes, smart cities, wearables, health care and education.



Ruckus Wireless provides wireless systems for the internet infrastructure market. The firm has developed a wide range of smart Wi-Fi products for both indoor and outdoor usage. The Ruckus Wireless Wi-Fi platform offers various capabilities, including location analytics and engagement technology.



Salesforce is a developer of cloud computing services for sales, service, marketing, community, analytics, apps and the Internet of Things. The Salesforce IoT cloud enables users to connect data from every device, sensor, website, and interactions and take smarter, more personalized actions by getting better insights and real-time customer actions.



SAP develops a range of products such as a cloud platform that allows users to manage and monitor remote devices, create M2M apps and develop IoT solutions. The company covers many industries, including consumer products and retail, energy and natural resources, and financial and public services.



The global specialist in energy and automation management Schneider Electric has developed a software infrastructure for smart cities which enables devices, systems and people to connect. The company also offers a real-time condition management solution that collects real-time data from sensors to the cloud, analyses and converts it into meaningful analytics.



Semtech Corporation develops analog and mixed-signal semiconductor products, and created the LoRa® RF platform, a two-way wireless solution that works as a complement for M2M cellular or Wi-Fi infrastructure. It provides a way to connect battery-operated and mobile devices to the network infrastructure or endpoint. Semtech products also include power management, video broadcasting and circuit protection between others.



Sequans Communications is a 4G chipmaker, offering WiMAX and LTE chips designed for IoT devices. The company develops LTE chips for devices such as wearables, smart utility meters, industrial sensors, vehicle telematics, alarm panels and retail kiosks.



**SIEMENS** Launch date: 1847

Siemens is a technology company offering electronics and electrical engineering services for the automation industry, energy and health care markets. The company offers applications of IoT technologies focusing on electrification, automation and digitalization. Applications include wind turbines connected with sensors, smart factories and IoT security solutions.



Sierra Wireless offers wireless solutions and has developed a portfolio of 2G, 3G and 4G embedded and networking solutions (routers and gateways), integrating with their secure cloud and connectivity services and management solutions. Its networking solutions provide connectivity, location-based services and remote monitoring.



Sigfox is wireless network provider with networks designed to connect low-energy devices. Sigfox works to enable low energy consumption, device-to-cloud connectivity and a system to collect data from sensors and devices.



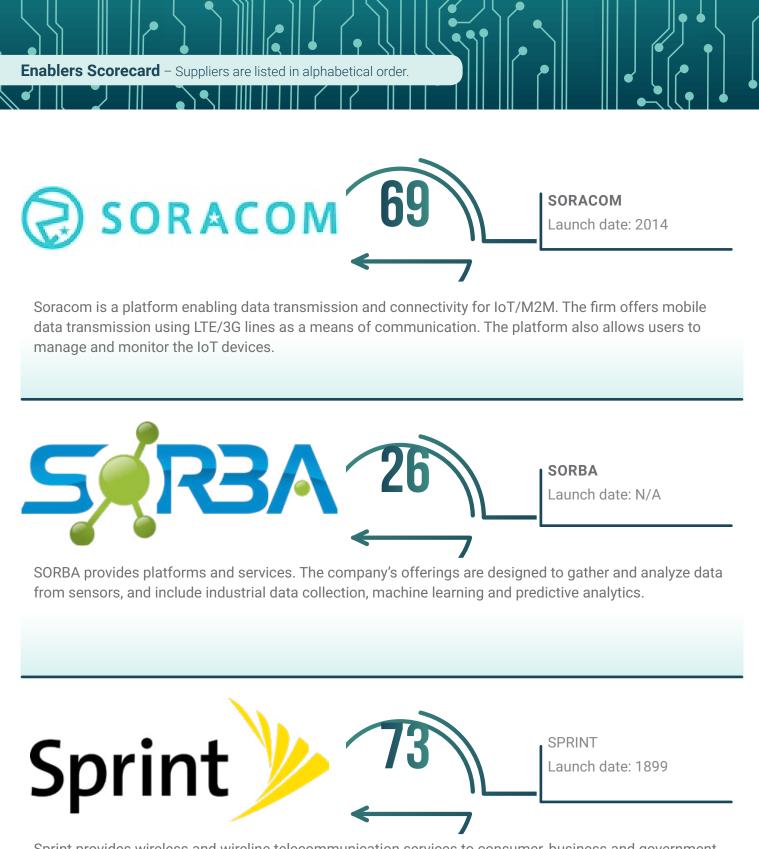
Silicon Labs is a provider of silicon, software and tools for the IoT, internet infrastructure, industrial automation, consumer and automotive markets. Among others, the firm offers microcontrollers, wireless system-on-a-chip services and sensors for the IoT as well as advanced timing and power management chips for internet infrastructure and industrial automation.



SilverSpring Networks offers a comprehensive suite of IoT networking solutions for critical infrastructure. The SilverLink Network provides cities and utilities worldwide with solutions for smart electricity, gas, water and city services.



Skyworks wirelessly provides analog semiconductors to connect people, places and things across applications within the automotive, broadband, cellular infrastructure, connected home, industrial, medical, military, smartphone, tablet and wearable markets. Its IoT product portfolio includes amplifiers, attenuators, front-end modules, power management and switches.



Sprint provides wireless and wireline telecommunication services to consumer, business and government users. Through its various subsidiary companies, Sprint also offers wireless voice, messaging and broadband services.



STMicroelectronics is a semiconductors producer for several industries, including micro- electromechanical systems and sensors, power discrete, advanced analog products, and embedded processing solutions. It also has an automotive products portfolio including elements going from powertrain, safety and car body to infotainment.



StorMagic provides a digital storage area network. Its offering can be used IoT projects that require small IT footprints.



Synapse Wireless provides software, hardware, and networking solutions to develop, deploy and manage connected devices. Its SNAP solution is designed to help businesses develop, connect, control and manage networks of "Things" (devices and gateways), securely. SNAP enables the integration between the Things of IoT with Cloud-based IoT Platforms. Synapse also offers a range of hardware products including modules and wireless lighting controls.



Taoglas is a provider of external, embedded and base station antenna solutions for M2M applications. The firm enables wireless device manufacturers with telematics and automotive, smart-grid, metering and telemetry, home automation, remote monitoring and medical applications.



Tele2 is a telecom operator offering mobile services, fixed broadband and telephony, data network services, cable TV, and content services. The company delivers connectivity and enables management of the IoT connections.



Telefonica is a platform provider enabling an automated communication process between machines. The company offers connectivity services to a range of industries including automotive, utilities, vending machines, e-health and consumer electronics, among others. Telefonica´s platforms boast features like smart device control, business and fleet management as well as connected car and tracking intelligent solutions.



Telecommunications company Telenor offers voice, data, Internet, and content services. Telenor Connexion is a Telenor's dedicated IoT company which offers: a global Managed Connectivity solution that automates the delivery and management of mobile services to connected devices; Telenor Cloud Connect, an end-to-end solution allowing users to add digital services to their products and Telenor ARTS, a data analytics solution especially designed for IoT devices that enables customers to collect data and insights.



Teliť s portfolio of IoT products includes cellular communication modules, GNSS, short-to-long range wireless applications and IoT connectivity plans. The firm also offers IoT platform services, a suite of management tools enabling connectivity, device and data control. Telit's solutions are used by the smart transportation, agriculture, retail, health care, automotive, oil and gas, smart manufacturing, smart energy and smart buildings industries.



Telstra offers telecommunications service and information service technologies. The company provides internet solutions for mobile phones, tablets and smart homes. It has also developed a kit of smart home devices including energy automation (with smart plugs and sensors) and a monitoring system (with cameras and sensors).



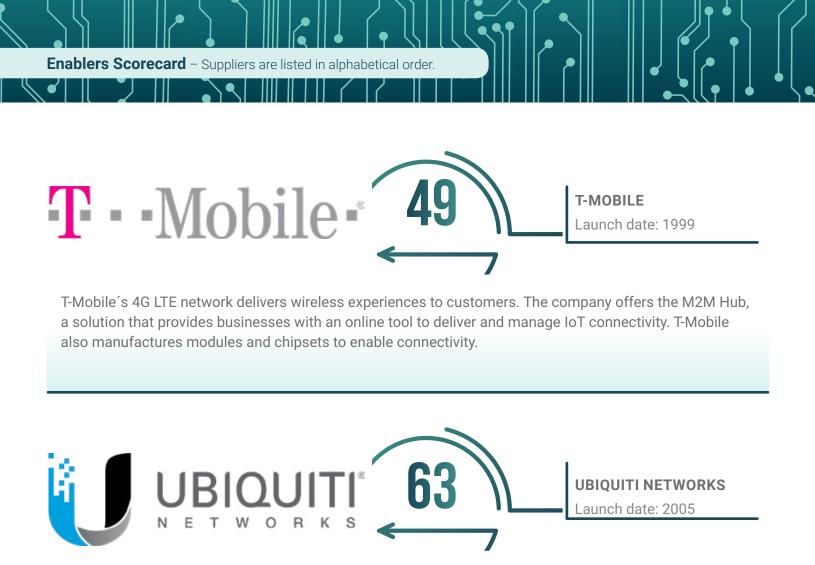
TempolQ is real-time IoT analytics platform which offers storage, analysis and insights of data from connected applications. Besides, the service enables users to create alerts and monitor the stream of IoT data and analytics, warning them of any change or critical condition.



Texas Instruments (TI) develops and commercializes semiconductors, wireless connectivity technologies, microcontrollers, processors and analog solutions. The company offers IoT solutions for multiple industries, including wearables, smart manufacturing, health care, automotive, smart cities and home automation.



ThroughTek is a solution provider for cloud connection platform. Their main product is the Kalay Platform, an end-to-end IoT solution and software service, enabling solution providers and device manufacturers to easily create their own IoT ecosystems.



Ubiquiti Networks manufactures wireless data communication products for enterprise and wireless broadband. Ubiquiti products range from connectivity software, wireless radios, routing and switching products to Wi-Fi-connected video cameras and intelligent phones.



Verizon Enterprise offers networking products, security solutions and cloud and IT infrastructure services. The company also offers ThingSpace Develop, an IoT platform that allows the users to develop, simulate and test creations.



Vodafone is a communications company that offers business, mobile, hosting and cloud services. The company also works in the machine-to- machine industry, developing M2M terminals, asset tracking, energy data management and retail solutions between others.



ZTE Enterprise develops connectivity products. Its offering includes smartphones, routers and cloudbased management systems. The company also develops railway communication solutions and provides technical consulting services in the energy sector.

# **About the Tracker**

The PYMNTS IoT Tracker<sup>™</sup> brings you the latest news, developments and insights from the biggest players across the IoT ecosystem. Each month, we look at what companies are doing across the ecosystem and in terms of bringing greater connectivity to everyday items and expanding connected networks.

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