



## Kerlink & OrbiWise Collaborating to Ensure Customers Have Fast, Simple Network Deployment and Operation

*'Will offer customers the combined solutions of two of the best Internet of Things gateways and LoRaWAN® Network Servers on the market'*

### NEWS RELEASE

**PARIS** – Nov. 29, 2023, 8:30 a.m. CET – [Kerlink](#) (AKLK – FR0013156007), an international specialist in solutions dedicated to the Internet of Things (IoT), and [OrbiWise](#), a leading provider of cutting-edge IoT solutions, today announced their partnership to package integrated, ready-to-use network solutions that are quick and easy for users to master, without further evaluation and testing.

The announcement was made at the start of [Enlit Europe](#), the end-to-end forum that addresses all aspects of the global energy agenda.

With their commitment to fully integrate Kerlink [Wirnet® indoor](#) and [outdoor gateways](#) with OrbiWise's [OrbiWAN™](#), a carrier-grade LoRaWAN® network server (LNS), the two companies eye expansion in market verticals, ranging from smart-metering, smart-building and smart-city to smart-agriculture.

LoRaWAN® Network Servers, which can be hosted in the cloud or deployed in the customer's premises, process data packets from thousands of sensors forwarded by multiple IoT gateways, and direct them to the user's application server through secured links.

Kerlink, a trusted global provider of IoT connectivity equipment, software and services for businesses, cities, industries and network operators for more than 350 clients in 70 countries around the world, provides indoor and outdoor, carrier-grade gateways to customers in multiple sites and environments. OrbiWise, whose success has been built on the robustness and scalability of its platform, has deployed OrbiWAN™ with thousands of Kerlink gateways and millions of devices in some of the world's largest LoRaWAN networks. The two companies have worked jointly on projects since the launch of the [LoRa Alliance](#) in 2015.

"This partnership enables both companies to extend their market footprint and offer customers the combined solutions of two of the best Internet of Things gateways and LoRaWAN Network Servers on the market," said Yann Bauduin, Kerlink's chief of sales. "We will fully integrate our equipment and accelerate the joint adoption of our respective LoRaWAN solutions. In addition, our business and technological collaboration across all their market areas will support both companies' business plans by offering coherent, high-performing solutions for customers."

OrbiWise CEO Domenico Arpaia said the tighter integration of the OrbiWan LNS with Kerlink's gateways and gateway management software will bring added value to the companies' customers.

"Our customers increasingly ask us to bring them end-to-end solutions to address their needs. The quality and reliability of Kerlink gateways has been proven in large deployments since the early days of LoRaWAN, which makes them the natural choice for end-to-end deployments with our LNS," he said. "Kerlink and OrbiWise recognize that in some important use cases, customers require IoT solutions at the 'edge' of the network. Together, we are committed to bring out innovative Edge IoT solutions to our respective customers."



## Discover our [“Smart Utilities and Metering eBook”](#)

LoRa Alliance® and LoRaWAN® are marks used under license from the LoRa Alliance®.

### About Kerlink

Kerlink® Group is a leading global provider of end-to-end connectivity solutions for designing, deploying, and operating public & private low power/wide area (LPWA) Internet of Things (IoT) networks. Its comprehensive product portfolio includes industrial-grade network equipment, best-of-breed network core, operations and management software, value-added applications and expert professional services, backed by strong R&D capabilities. More than 200,000 Kerlink® installations have been rolled out with over 350 clients in 70 countries, in all the key verticals. Kerlink® is a co-founder and board member of the LoRa Alliance® and the uCIFI Alliance™. It is listed on Euronext Growth Paris under the symbol ALKLK.

For more information, visit [www.kerlink.com](http://www.kerlink.com)

Kerlink®, Wirnet® and Wanesy® are registered trademarks of Kerlink® SA and its affiliates worldwide and must not be used without permission. All rights reserved.

### About OrbiWise

OrbiWise specializes in developing advanced technologies for the Internet of Things. OrbiWAN™, OrbiWise' carrier-grade LoRaWAN® network server, is a complete solution to operate and manage IoT networks based on the LoRaWAN standard, proven in deployments with thousands of gateways and millions of devices. OrbiWise prides itself on being a customer-centric organization, with deep expertise in LoRaWAN networks, the wireless industry and an extensive range of competencies including cloud and embedded software solutions, as well as consumer software and hardware product design.

For more information, visit: [www.orbiwise.com/](http://www.orbiwise.com/)

### Contacts



#### Contact Financial Press

Actifin  
Isabelle Dray  
+33 (0) 1 56 88 11 29  
[ldray@actifin.fr](mailto:ldray@actifin.fr)

#### Contact Investors

Actifin  
Benjamin Lehari  
+33 (0)1 56 88 11 25  
[blehari@actifin.fr](mailto:blehari@actifin.fr)



#### Contact Business Analysts & Press

Mahoney Lyle  
Sarah-Lyle Dampoux  
+33 (0) 6 74 93 23 47  
[sldampoux@mahoneylyle.com](mailto:sldampoux@mahoneylyle.com)



#### OrbiWise SA

Route de la Galaise 34  
Plan-les-Ouates, Switzerland  
[contact@orbiwise.com](mailto:contact@orbiwise.com)



#### Upcoming event

**2023 Full Year Revenue**

**January 25, 2024, after market close**

[www.kerlink.com](http://www.kerlink.com)