Kerlink & The Things Industries Announce Strategic Partnership On Zero-Touch Provisioning Solution for LoRaWAN® IoT Networks

Plug-and-Play Gateways and Network Server Simplify and Speed Up Network Deployments, Accelerate Massive IoT Adoption

PRESS RELEASE

Thorigné-Fouillard, France and **Amsterdam,** Netherlands – July 6, 2023, 6:00 p.m. CEST – Kerlink (AKLK – FR0013156007), a specialist in solutions dedicated to the Internet of Things (IoT), and The Things Industries, a scalable LoRaWAN® network server provider, today announced they are synching their carrier-grade hardware and software to offer customers zero-touch provisioning (ZTP) for IoT network deployments.

This plug-and-play package, the core of a strategic partnership the two companies signed, features Kerlink's Wirnet® i-Series LoRaWAN® gateways and The Things Industries' LoRaWAN Network Server – The Things Stack.

This combination allows fast and simple network deployments and management because the gateways can be seamlessly onboarded to the LoRaWAN network server without manual configuration. Benefits of ZTP include:

- **Simplified deployment:** Gateways come with network settings, security parameters and other necessary configurations.

- **Faster time to market:** The streamlined provisioning process accelerates deployment of LoRaWAN gateways.

- **Remote provisioning:** Gateways can be shipped directly to the deployment location and automatically connected to The Things Stack.

- **Simplified maintenance and updates:** Software updates, patches, and configuration changes can be pushed remotely to the gateways. This simplifies maintenance tasks and ensures all gateways are using the latest firmware and security patches, improving overall network reliability and performance.

"This collaborative ZTP solution with Kerlink aims to revolutionize the way solution builders design, launch and operate public and private IoT networks worldwide," said Wienke Giezeman, The Things Industries CEO. "It resolves the most common concerns customers have when planning their networks: How can they save time and control operational costs, how can they reduce configuration complexity and human errors in deployment, and, of course, how can they scale their network."

The solution is implemented by Kerlink's "Magic Link" program, a single-use URL that automatically runs personalized configuration, and which has been validated on more than 20,000 deployed Wirnet® i-Series gateways.

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"Fully secured and totally automated, ZTP is the easiest way to provision, configure and onboard all Kerlink Wirnet® i-Series LoRaWAN gateways, after power up, and it can run personalized configuration on thousands of gateways in minutes," said Yann Bauduin, Kerlink chief sales officer. "The Things Stack LoRaWAN® network server combined with Kerlink gateways ensures security, reliability and scalability in a solution that can accelerate massive IoT adoption globally."

Kerlink will join The Things Industries and more than 70 LoRaWAN® and IoT leaders presenting or displaying their solutions at The Things Conference 2023, Sept. 21-22, in Amsterdam. As a Gold partner, the company will showcase its solutions on the exhibition floor, and provide attendees with more information about Magic Link and ZTP. For more information and to order tickets, visit here.

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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

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About The Things Industries

The Things Industries is a well-established LoRaWAN connectivity and services provider. With a global installed base of over 50.000 gateways, >190.000 users and 500+ enterprise customers, we assume a leading role in the global ecosystem. Our mission is to break down the complexities of LoRaWAN development, allow for integration and interoperability across the supply chain, and lower the TCO of LoRaWAN projects. We envision a platform for anyone who wants to become a LoRaWAN expert and build competitive LoRaWAN solutions. We strive to continuously bring disruptive innovations to the market, in collaboration with credible partners.

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