LORIOT AND PERVASIVE SOLUTIONS ANNOUNCE THEIR STRATEGIC PARTNERSHIP TO ENABLE IoT AND LORAWAN™ IN THE UK.

Global IoT company LORIOT AG, based in Zurich, Switzerland and UK IoT company PERVASIVE SOLUTIONS, based in London conclude a strategic partnership to bring IoT and LoRaWAN^{TM} end-to-end solutions to Enterprises, Public Sector and the UK SME market.

JUNE 2019 - PERVASIVE SOLUTIONS, the innovation-focused IoT platform and value-added solutions provider to Enterprises, Public Sector and SME clients and LORIOT, the global IoT company, LoRaWAN^{TM} operator and service provider, announce their strategic partnership aimed at serving the increasing demand in the United Kingdom, for enterprise-grade, secure, scalable IoT networks and value-added solutions.

> *"The UK IoT market is growing in size, knowledge, maturity and confidence. Customers want to entrust their IoT deployments and the critical data generated by devices to experts who have knowledge in building and managing highly secure, private and SLA-based IoT networks and service solutions. The partnership with LORIOT brings a track record of success, and a toolkit highly suitable for the next generation of Enterprise-grade IoT projects"* stated Mike van Bunnens at Pervasive

Interest in the deployment of LPWAN technologies, and specifically LoRaWAN, is growing quickly in the UK. Despite the absence of a national network, LoRaWAN is widely regarded as the de-facto standard connectivity protocol for the IoT, both from a technological and a market point of view with countless use cases showing it's disruptive potential.

Collaboration between the two companies makes it possible to offer integrated end-to-end solutions to business and public sector clients in a wide range of verticals thanks to the significant experience and expertise of both partners. At the same time, it ensures higher levels of post-sales support and assurance.

The partnership will draw on the global and local experience of both companies to provide the class-leading LORIOT LoRaWAN Network Server software solution and services wrap. This solution and service wrap is selected and used by Tier 1 Carriers, Governments, Cities, Enterprises and businesses, as high network performance, flexibility and top tier security standards can be assured. Access to a growing library of innovative IoT software applications, data analytics and visualisations will also be made available, as well as tested and certified gateway and sensor hardware, network design and systems integration from approved partners.

"Our mission is to enable the IoT everywhere and it's potential available to everyone. The UK is an innovation-focused, forward-thinking market with tremendous opportunity, and the IoT is gaining momentum. Our partnership with Pervasive, an innovative and well-established local company, is a key factor to accelerate this process while enabling a greater local presence to a growing market." added Julian Studer, LORIOT Co-Founder & CFO/COO

About LORIOT AG

LORIOT is a global IoT company providing long-range infrastructure for the Internet of Things.

Due to a unique positioning in the LoRa® ecosystem as both software provider and network operator, we are able to provide one of the most powerful and complete solutions in the market. Our core product is a software for scalable, distributed, resilient and secure operation of LoRaWAN™ networks and end-to-end applications that dramatically reduces time to market for our clients.

We offer the network infrastructure to set up, operate and maintain a radio network, integrate sensors and communicate with them over a secure and reliable connection.

Already operating in over 130 countries worldwide, LORIOT is one of the leading LoRaWAN™ network solution providers.

Our vision is to enable IoT in every corner of the globe, transform production processes and people's lives for the better.

About PERVASIVE SOLUTIONS

PERVASIVE is a UK IoT company providing platforms and end-to-end value-added service solutions for the Internet of Things.

From initially building IoT platforms to manage Machine to Machine communications networks for Construction, Retail, Public Sector, Health and other industries, we have progressed by introducing LPWAN capability networks and platforms based on the global LoRaWAN standard for customers early in the technology lifecycle.

We offer powerful and scalable end-to-end solutions for IoT data collection, analysis, visualisation and insight,plus integration into an organisations' third party systems.

Serving customers in Public Sector, Enterprise, SME, Tier 1 Carriers, Service Providers and Systems Integrators spanning the length of the country.

IoT is a complex area with diverse technology and an array of options for use cases; IoT based programmes and projects require experienced and capable resources to plan carefully and execute successfully in order to avoid the pitfalls and provide meaningful results, coupled with meeting objectives. Our Ecosystem of systems integrators, application developers, hardware manufacturers, network specialists and industry subject matter experts ensures our place at the table within this vibrant, dynamic, fast growing technology area.

Our vision, with our solution focus on solving problems, increasing compliance and improving customer satisfaction, is to tailor the IoT service solutions to produce speedier returns and long-term business benefits for the organisation, their employees and clients.

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