

## **Minol-ZENNER Group Makes Investment in IoT Focused Start-up Company TrackNet**

**Company is joined by Gemtek in investing in Internet of Things (IoT) and Low Power Wide Area Networks (LPWAN) to create new possibilities for efficient remote meter reading**

**Stuttgart, January 2017** – The Minol-ZENNER Group a world-wide leader in measurement and energy services, is advancing its digitization strategy by investing in Swiss IoT solutions provider TrackNet. This cooperation will create unified transmission standards and full-coverage networks to support efficient and economical remote meter reading and other services.

LPWAN is expected to make up the volume of connected devices and growth for IoT. The Minol-Zenner Group envisions that LPWAN can accelerate smart meter deployments and reduce network deployment costs while providing more services and information to consumers. Long-range communication, long battery life sensors, and low-cost, in-building home gateways are key to achieving these goals.

“The Internet of Things offers the housing and utility sectors significant benefits particularly in terms of transparent and timely consumer information. Our new partnership gives us direct access to this innovative technology, enabling us to offer customers concrete and comprehensive solutions at an early stage,” says Alexander Lehmann, Managing Director at Minol-Zenner Group.

The Minol-Zenner Group is joined in the investment by Gemtek, a leading Taiwanese original equipment manufacturer (OEM) focusing on wireless broadband solutions. The combined investment by Gemtek and Minol-Zenner Group in the Swiss start-up is \$7 million USD. TrackNet also has offices in California and is focusing on providing low power, long range solutions to consumers and industry.

### **Complete solutions from a single source**

LoRaWAN stands for “Long Range Wide Area Network”, an international open LPWAN standard for wireless communication for battery-powered

devices. LPWAN is the corresponding wireless telecommunications network distinguished by a wide transmission range and particularly low energy consumption. TrackNet offers relevant software and hardware including sensors, gateways, network management, and mobile apps.

The Minol-ZENNER Group develops the matching measurement devices and terminals to be hooked into the Internet of Things via wireless modules. Going forward, the group aims to use this open, powerful and energy-efficient transmission standard across a comprehensive portfolio of services. According to Alexander Lehmann, optimised remote meter reading is a concrete prospect: “This cooperation enables us to offer devices, remote reading equipment, data management, software and all requisite services from a single source.”

#### **Future-proof IoT technology**

Remote reading of consumption meters, measuring devices and terminals requires a stationary wireless network in which meter data can be sent to gateways from where they are fed into the Internet. The LPWAN network is superior to conventional fixed-line systems in that it combines a substantially higher range with particularly low energy consumption.

As a result, a meter can be run on a commercial battery for several years while at the same time allowing for more frequent, faster and more cost-efficient readings thanks to the high performance of the network. Moreover, LoRaWAN is an open standard which allows other intelligent terminals to be hooked up to the network.

This means that systems can be successively expanded by adding other devices and applications without requiring additional data loggers or repeaters. This means that this transmission standard is optimally suited to meet the needs of housing companies, municipal services, and local utilities.

“The alliance with TrackNet and Gemtek will enable us to expand our digitization strategy and offer our customers future-proof technologies and devices bringing significant gains in terms of comfort, speed and transparency for all parties concerned,” Alexander Lehmann commented.

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**Caption:** Investment in TrackNet: Alexander Lehmann, Managing Director of the Minol-ZENNER Group (first row, center), Borislav Stöckermann, Head of Digital Strategies Business Development (second row, left) and CFO Zeljko Petrina (second row, third from left) with Chih-Hsu Yen, General Manager Strategic Missions Unit, Gemtek (first row, left) and Howard Chen, Chairman, Gemtek (second row, second from left) and Hardy Schmidbauer, CEO TrackNet (first row, right) and Dr. Thorsten Kramp, CTO TrackNet (second row, right) at the signing in Stuttgart.

#### **About the Minol-ZENNER Group**

The family-run Minol-ZENNER Group produces and markets measuring equipment and offers measuring services for global markets. Minol Messtechnik W. Lehmann GmbH & Co. KG is a world-leading provider of meter reading services for the housing sector. Headquartered in Leinfelden-Echterdingen, Germany, Minol maintains a nationwide presence through 20 branches. In addition to meter reading and energy cost billing, Minol offers a range of services to assist property owners in lowering their operating costs and ensuring compliance with statutory obligations such as legionella sampling of domestic water and the installation and maintenance of smoke detectors. ZENNER International GmbH & Co. KG, headquartered in Saarbrücken, Germany, produces and markets measuring equipment for global markets. Between them, Minol and ZENNER have a combined workforce of more than 2,500 and maintain a local presence through subsidiaries and sales partners in more than 40 countries. For more information please visit [minol.de](http://minol.de) and [zenner.de](http://zenner.de)

#### **About TrackNet**

TrackNet is a Swiss supplier of scalable solutions in the LoRaWAN space. LoRaWAN is short for "Long Range Wide Area Network", an open transmission standard. The company with an additional US base in California develops end-to-end solutions including sensors, gateways and apps for IoT (Internet of Things) applications as well as for LPWAN and other wireless telecommunication networks. Products and services are marketed to consumers and industrial users. Established in 2016 by a team of renowned experts, the company is a member of LoRa Alliance, a non-profit organisation dedicated to establishing the LoRaWAN standard around the globe. For more information please visit [tracknet.io](http://tracknet.io)

#### **About Gemtek**

Gemtek is a world-leading provider of wireless broadband solutions from residential to business. Established in 1991 and headquartered in Taiwan, Gemtek was one of the earliest companies to provide WLAN products and remains a pioneer and leader in the telecoms market based on its expertise in such areas as RF/microwave design, LTW, wireless networks, broadband and IP telephony. In addition, the company was instrumental in the development of the LPWAN network and is an early provider of LPWAN IoT solutions. For more information visit [www.gemteks.com](http://www.gemteks.com)

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**About the LoRa Alliance™**

The LoRa Alliance™ is an open, non-profit association that has grown to more than 400 members since its inception in March 2015, becoming one of the largest and fastest growing alliances in the technology sector. Its members are closely collaborating and sharing their experience to promote the LoRaWAN™ protocol as the leading open global standard for secure, carrier-grade IoT LPWA connectivity.

With the technical flexibility to address multiple IoT applications, both static and mobile, and a certification program to guarantee interoperability, the LoRaWAN™ is already being deployed globally by major mobile network operators and is anticipated to widely expand in 2017.

**About LoRaWAN™**

The technology utilized in a LoRaWAN network is designed to connect low-cost, battery-operated sensors over long distances in harsh environments that were previously too challenging or cost prohibitive to connect. With its unique penetration capability, a LoRaWAN gateway deployed on a building or tower can connect to sensors more than 10 miles away or to water meters deployed underground or in basements. The LoRaWAN protocol offers unique and unequalled benefits in terms of bi-directionality, security, mobility and accurate localization that are not addressed by other LPWAN technologies. These benefits will enable the diverse use cases and business models that will enable deployments of large-scale LPWAN IoT networks globally.