

## **Minol-ZENNER Group enters partnership with SmartMakers**

**The Minol-ZENNER Group is continuing to expand its network of partners for the development of IoT solutions with the acquisition of a new holding**

**February 2017** – The Minol-ZENNER Group has procured a holding in SmartMakers GmbH. The young, Karlsruhe-based company specializes in consulting, development and implementation services for network and application solutions based on the Internet of Things (IoT). Through this move, the Minol-ZENNER Group is further expanding its strategic partnerships in the IoT sector. Only in January, the measuring equipment manufacturer and energy sector service provider acquired an interest in Swiss start-up TrackNet, which also develops IoT-based solutions. “We have a clear aim to become one of the leading suppliers of IoT-based products and services. By establishing a second partnership so quickly, we are forging important alliances that will enable us to make the best possible use of future technologies and develop smart solutions for our customers,” said Alexander Lehmann, Managing Director of the Minol-ZENNER Group. “We came to know each other while working on a municipal IoT project and we both decided we wanted to pursue a close, long-term collaboration. We are pleased we have now laid the foundations for this relationship,” said Robert Koning, General Manager at SmartMakers.

SmartMakers was established in 2016. The Karlsruhe-based company builds custom IoT networks for public utility companies, municipal authorities and energy suppliers and also offers both the software platform required for professional data management and corresponding applications. SmartMakers, Minol-ZENNER and TrackNet all use wireless LPWAN (Low Power Wide Area Network) and the open LoRa (Long Range) transfer standard. The particular advantage of this technology is that it offers a fast and energy-efficient means of taking remote readings from sensors and measuring equipment over long distances. The transfer standard is thus ideal for the requirements of municipal authorities, public utility companies, energy suppliers and meter-reading companies. The current product and

service portfolios of the partner companies complement each other perfectly. Minol-ZENNER and SmartMakers will work together to develop new IoT solutions and add digital products and services to their portfolios. Customers will thus benefit from end-to-end IoT consulting expertise.

Around a year ago, measuring equipment manufacturer ZENNER began adding smart IoT meters to its product range, thereby laying the groundwork for integrating the Internet of Things. Additional products and solutions are being planned, including for smart cities, and these will cover all key components such as sensors, gateways, corresponding network management software and specific applications. Sister company Minol will be adding further IoT-based services to its range of measurement and billing services. By working in tandem with its partner companies, the Group aims to become a one-stop supplier for all equipment, software and services.

**Minol-ZENNER and SmartMakers are exhibiting together at the E-world energy & water 2017 trade show in Essen, Germany: Booth 6-518 in Hall 6.**



**Caption:** Conclusion of contract in Stuttgart (left to right): Julia Bayer, responsible for Marketing & Sales at SmartMakers, Managing Directors at Minol Zeljko Petrina and Alexander Lehmann, Managing Directors at SmartMakers Sebastian Stute and Robert Koning, and Borislav Stöckermann, Head of Digital Strategies Business Development at Minol. **Credit:** Minol-ZENNER Group

### 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 operational 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://www.minol.de), <http://www.minol.de/presse.html> and [zenner.de](http://www.zenner.de)

### Press contacts:

Vianney de La Houplière	Patrik Sartor
Minol Messtechnik	ZENNER International GmbH & Co. KG
W. Lehmann GmbH & Co. KG	Römerstadt 6
Nikolaus-Otto-Strasse 25	66121 Saarbrücken
70771 Leinfelden-Echterdingen, Germany	Germany
Phone +49 (711) 94 91-1198	Phone: +49 (681) 99 676-3157
E-mail: <a href="mailto:Vianney.deLaHoupliere@Minol.com">Vianney.deLaHoupliere@Minol.com</a>	Fax: +49 (681) 99 676-3100
	E-mail: <a href="mailto:patrik.sartor@zenner.com">patrik.sartor@zenner.com</a>

### About SmartMakers

SmartMakers is a young, innovative company based in Karlsruhe, Germany, that specializes in networks and applications for the Internet of Things. SmartMakers builds custom IoT networks and supplies them to its customers – public utility companies, municipal authorities and energy suppliers – so they can digitalize their processes or even establish new business models. Networking solutions from SmartMakers turn cities into “smart cities”, with all the associated benefits for inhabitants. For example, public utility companies use the IoT as a means of networking and optimizing traffic and energy supplies or managing the maintenance of urban infrastructure. SmartMakers uses cutting-edge LoRaWAN (Long Range Wide Area Network) technology, which supports an extensive range with low energy consumption. Besides providing its customers with the network, the company also supplies the corresponding software platform and applications, thus delivering a customized, turnkey solution for the Internet of Things. Further information at: [www.smartmakers.de](http://www.smartmakers.de)

### Press contacts:

Julia Bayer  
SmartMakers GmbH  
Lange Strasse 2  
76199 Karlsruhe/Rüppur  
Germany  
Phone: +49 (721) 56 84-849  
Email: [info@smartmakers.de](mailto:info@smartmakers.de)

**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.