

## iiote signs a cooperation agreement with Qualit regarding IoT-solutions

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**A cooperation agreement is reached between iiote and Qualit where the parties will commonly work together and offer innovative cost-effective LPWAN IoT solutions to e.g. real estate companies, property managers, state and municipal companies as well as private actors.**

iiote has developed and launched several innovative IoT solutions together with industry experts who have won the market's trust and installations have been completed in multiple real estate and in various fixed assets. The potential is now greatly expanded with the cooperation with Qualit who has experience from many public procurements within, for example, the state and the municipality ranging from fixed networks, radio networks and electricity, energy & security and IoT.

- Most companies experience challenges with finding working IoT-solutions that are adapted to solve and handle their needs. New radio technologies e.g. LoRaWAN™, which is our partner iiotes expert area, will add important information from assets and give great savings for our customers. The increased need to save money, increased security and consequently increase data collection from many areas in our society is a result from the global ongoing digitalization. We are very confident that we can help customers with solutions that have previously not been available, says Per Meurling CEO of Qualit AB.

- Robert Spertina CEO of iiote AB says that Qualit with multiple years of experience from working with telecom operators, real estate companies, property managers, state and municipal companies and private actors is a very important partner that complements iiote in a significant way. Many of Qualits current customers now have the possibility to straightforwardly include various IoT solutions to e.g. monitor data from buildings where it previously was not technically possible or economically justifiable.

**iiote** contributes to Sweden's goal to be the best in the world to use the potential of digitalization.



iiote - make sense of IoT

### **About iiote AB**

**iiote** work with companies, organizations and municipalities in implementing IoT in their business, from analysis need and strategy to planning, implementation and system integration. iiote has expertise in IoT, IT and Telecom, combined with industry-specific skills from the construction, machinery and automotive industries. iiote integrates solutions that drive the development of simple and innovative IoT in the community. This is enabled by radio systems that use low-energy technology, Low Power Wide Area Networks (LPWAN).

More information about iiote can be found on our website [www.iiote.com/en](http://www.iiote.com/en)

Contact:

Robert Spertina, Managing Director & Head of IoT, phone +46 70-797 6788, [robert.spertina@iiote.com](mailto:robert.spertina@iiote.com)

### **About Qualit AB**

**QUALIT** provide and deploy IT and telecom infrastructure. We deliver an entire process from technical assessment, installation, commissioning and implementation of equipment and services. We are independent of technology, make and other locks and can thus help you find an optimal technical solution for your facility network, your office network or other implementation. We have a high level of technical expertise in the field of data and telecommunications networks (both fixed networks and radio solutions), system integration and other applications that are necessary for you to have the optimal solution.

Our business areas and competencies include fiber and data networks, property systems (proptech), IMD systems, IoT connections, smart homes, lighting systems, energy management, system integration and security systems (CCTV, detection).

Contact:

Per Meurling, Managing Director, phone +46 70-995 26 01, [per.meurling@qualit.se](mailto:per.meurling@qualit.se)

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