

## MEDIA RELEASE

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*Astel JSC selects OrionM2M as a technology provider  
for the launch of the largest LoRaWAN network in Central Asia.*

«Astel» JSC, one of leading telco in Kazakhstan, is now actively developing new IoT line in the market under the brand name - «Astel M2M».

The company entered a multi-year LoRaWAN network roll-out agreement with **OrionM2M**, first Kazakhstani full-suite hardware and software technology provider and manufacturer of IoT equipment that will supply end-to-end solution from Network servers to gateways and end devices.

President of «Astel» JSC **Vladimir Breusov** has been a key driver for the adoption of new digital strategy and especially IoT.

"Cooperation contract with OrionM2M was signed in early 2019 and today we are pleased to announce that we passed the 60% mark out of 500 gateways ahead of schedule."

At the moment, telco has covered 4 major cities - with **ORION gateways**, 8-channel outdoor LPWAN gateways. This accounts for roughly 6 million of population and tens of millions of devices ready to be connected to **ORION network server**, carrier-grade 99,999 availability platform that can accommodate and operate multi-million device networks. The company plans to complete the full network coverage in Kazakhstan before August 2019.

"We've invested a lot of time in testing and selecting the right partner for the largest nationwide deployment of the next-generation Smart IoT Network in Central Asia, and OrionM2M has proved that their carrier-grade Network Server solution, high-efficiency LPWAN gateways and a range of end-devices can be delivered, deployed and operated with minimum cost to last and outperform." added **President**.

OrionM2M is on the IoT market for several years now from the early days of LoRa Alliance as a permanent member who has in-house R&D teams, own manufacturing facilities and sales network in Central Asia, CIS and Europe. Company's CEO, co-founder and the mastermind behind OrionM2M's R&D **Denis Fedorov** expresses high hopes for cooperation with "Astel" JSC.

ASTELm2m is a new but very ambitious player on IoT map with more than 25 years of experience in operating large-scale sophisticated networks and integrating projects in almost every industry in Kazakhstan.

"We have a long history of cooperation with Astel in different projects and today we are opening a new era of connected devices, connected cars, smart homes, cities, you name it." added **Andrey Zyryanov**, Chief Commercial Officer and Co-founder of OrionM2M.

In the first stage of the countrywide rollout, ASTEL M2M will focus on smart utilities and smart building projects with remote metering, data collection and smart street lighting. As project progresses into the next phase, telco will deploy more gateways and introduce new range of services and solutions to increase monetization of the new network giving cities the opportunity to cut costs by replacing legacy technologies such as manual metering in water, electricity, gas and heating, as well as upgrading old-type street lights management with new smart lighting solution for LED-based light poles.

"Ultimately, together with city municipalities, public utility companies and with the support of state digitalization bodies we want to bring the best of smart technologies to the country's ever-evolving infrastructure to give citizens and guests coming to Kazakhstan the opportunity to avail the full range of smart services." added **Vladimir Breusov**.

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#### **About ASTEL JSC:**

«Astel» JSC is an operator and service integrator in the telecommunication area. We stood at the origins, contributing to the introduction of the advanced information systems in Kazakhstan since 1993, staying one of the leaders and trendsetters in the industry.

[www.astel.kz](http://www.astel.kz)

#### **About OrionM2M:**

"Orion System" LLC with "OrionM2M" trademark is a fully integrated developer and manufacturer of End2End IoT solutions based on LoRaWAN technology. We design all our products in-house based on LoRa Alliance specifications. All software and hardware equipment is fully compliant with any LoRaWAN network.

[www.orion-m2m.com](http://www.orion-m2m.com)