Kerlink Chosen as Turnkey Global Solution Provider For Innovative Internet of Things Network in Scotland

Three-Year, Nationwide Roll Out Includes up to 500 Wirnet iBTS Gateways, Wanesy Management Center and Wanesy Geolocation Technology

PRESS RELEASE

Thorigné-Fouillard, France – Sept. 20, 2018, 06:00 p.m. CET – Kerlink (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), today announced that the company has been chosen as hardware and software provider for IoT Scotland, a new nationwide, low-power, wide-area (LPWA) network in the country for IoT devices.

Kerlink will deliver as many as 500 of its highly scalable Wirnet iBTS gateways to project leader Boston Networks over three years, along with its Wanesy Management Center solution for remote real-time management of the gateways and overall network. The project will also incorporate Kerlink's Wanesy Geolocation technology, which allows precise location of end-devices without GPS.

In announcing the €6.75 million (£6 million) IoT Scotland project in August 2018, Boston Networks noted that the wireless sensor network will allow businesses and public-sector organizations to monitor the productivity and efficiency of assets and equipment without the need for WiFi or cellular connectivity.

It will instead utilize low-power, wide-area LoRaWAN™ technology, in which arrays of gateways convert radio signals from IoT devices into data packets, and relay them to a central network server. Kerlink, as a co-founder and board member of the LoRa AllianceTM, pioneered in bringing cost-efficient LoRaWAN™ solutions and its broad coverage and energy-saving features to market, with over 100,000 gateways and other products installed for more than 330 clients in more than 69 countries.

The IoT Scotland project will enable diverse uses of the IoT, from tracking of municipal infrastructure like waste bins and street lights to smart building technology that can reduce energy consumption and carbon footprints. IoT Scotland will be available in cities, towns and rural areas, providing large available markets for newly conceived and executed IoT concepts that support consumers, agriculture, transportation, government and other sectors.

"Kerlink's combination of reliable technical capabilities and experience in building out carrier-grade IoT networks in diverse locales makes them a very attractive partner," said Falk Bleyl, chief technology officer, Boston Networks. "Key factors included Kerlink's proposed gateway management solution and its location-based services, which will help IoT Scotland open up commercialization opportunities for users ranging from start-ups to multinationals. Availability of a robust and secure network will allow them to focus on deployment of sensors and applications with advanced functions."

"IoT Scotland will represent the most advanced IoT network in the UK and is an excellent example of how public and private groups can unite to create new opportunities and services with wide benefits," said Yann Bauduin, Kerlink Infrastructure Services' EMEA director of sales. "Working with Boston Networks on this nationwide deployment expands Kerlink's international footprint and underscores the reliability and flexibility of our comprehensive LoRAWAN solutions."

Connectivity provider Boston Networks is collaborating on and investing in the IoT Scotland project with the Scottish Government (which is directly investing £2.7 million), Scottish Enterprise, and Highlands and Islands Enterprise, the government's economic and community development agency.

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About Kerlink Group

Kerlink Group is a global leading provider of end-to-end network solutions for the Internet of Things (IoT), serving telecom operators, businesses and public authorities worldwide. Its growing suite of turnkey IoT services includes network planning, design and operational management that maximizes performance of its market-leading, carrier-grade infrastructure offering. The Group, widely recognized for its IoT expertise, also continually introduces innovative value-added services, such as network-based geolocation, remote end-device management and low-power IoT reference design, which allows its customers to quickly bring to market IoT-ready devices and to imagine innovative business models to monetize their deployments.

In just over 10 years, more than 100,000 Kerlink installations have been deployed in more than 69 countries. In 2017 Kerlink supplied more than 330 customers, including major telecom operators such as Tata Communications, and service providers such as GrDF and Suez. The company's solutions are enabling IoT networks worldwide with major deployments in Europe, South Asia, South America and Oceania. Kerlink, a co-founder and board member of the LoRa AllianceTM, has invested more than €10 million in research in the past three years. In 2017, Kerlink Group generated revenues of nearly €25 million, more than 50 percent internationally. Since 2013, it has posted average annual growth of more than 62 percent. It has been listed on Euronext Growth Paris since May 2016 and was added to the EnterNext PEA-PME 150, an index of 150 fast-growing French SMEs, in 2017. . It joined the Tech 40 index in April 2018, which recognizes the top-performing tech SMEs on Euronext's markets in Amsterdam, Brussels, Lisbon and Paris.

For more information, visit www.kerlink.com or follow us on Twitter @kerlink_news.

About Boston Network

Boston Networks design, deliver, manage and maintain multi-site, multi-service infrastructures to drive businesses and connect people, places, and devices. As well as the design and deployment of Fixed and Wireless Networks, and Fire & Security Systems, we are experts in Smart Building, Smart Campus, and Smart City solutions, and have a dedicated Support Services and Maintenance offering.
We deliver solutions that improve performance, maximise efficiencies, secure assets and deliver the multiple benefits of technology to their employees, stakeholders and buildings. Our best of breed technologies is delivered and maintained throughout the UK by our highly skilled workforce.

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