

Kerlink and IoTerop Join Forces To Support Standards for Internet of Things

*Mobile World Congress Demos Will Showcase
Firmware Updates of LoRaWan™ Devices*



PRESS RELEASE

Thorigné-Fouillard and Montpellier, France – Feb. 23, 2018, 08:00 a.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), and **IoTerop**, a key player in the definition of the IoT standards, today announced Kerlink will leverage widely used open standards for firmware updates and remote management of LoRaWAN™ end-devices.

This collaboration confirms Kerlink's commitment and long-term view to ensuring interoperability, flexibility and future compatibility of its growing portfolio of products and services as the IoT evolves. Making the choice of open standards for protocols and APIs also ensures an easy, cost-efficient and fast integration with existing and new LoRaWAN™ ecosystem players, like core network or application enablement platform providers.

Kerlink leverages IoTerop's IOWA, a commercial-grade Open Mobile Alliance (OMA) Lightweight M2M/IPSO stack, as an end-device management protocol for sensor networks and machine-to-machine (M2M) environments. In addition to supporting life-cycle management, it allows Kerlink's B2B customers to easily update firmware remotely. The company, currently leading the LoRa Alliance™ working group for Firmware Update Over The Air (FUOTA), was among the first LPWA IoT solution providers to [demonstrate FUOTA capabilities](#) last year at the alliance meeting in Philadelphia.

Kerlink also has promoted in a [position paper](#) its vision of delivering global solutions for LoRaWAN™ end-device remote management by leveraging open standards like LwM2M and IPSO. A [white paper](#) is also available on its website, giving more insights on how Kerlink plans to combine these capabilities to offer future-proof and easy-to-use end-device life-cycle management solutions.

IoTerop is committed to implementing standardized, comprehensive administration services across devices and manufacturers to manage different end-device functions. These include maintaining connectivity, data recovery and security or software upgrades. Most deployed objects lack these features or the features are very limited and/or proprietary. IoTerop's solutions provide standardized methods for making connection between devices easier and more effective, such as remotely changing data-collection frequency on a water meter directly from an administration console.

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Standards-based solutions, such as IoTerop's IOWA, allow an industrial customer to easily integrate firmware updates and device provisioning, remote control and management. IOWA also supports the addition of security features that enforce communication cyphering and device authentication in any operating environment, hardware platforms and connection topologies.

"The use of IoTerop's IOWA ensures the openness and versatility of Kerlink's solutions," said Julien Catalano, Kerlink principal architect and head of standards. "Combined with Kerlink's [low-power IoT reference design](#), it will ensure a quick onboarding of end-device remote firmware updates, configuration and management, throughout its lifespan. It will also spread its usage, for example, for smart meters, trackers or sensors."

"Device management is a key aspect of any IoT solution. Maintenance and deployment costs, as well as adding incremental improvements are dependent on robust device-management capabilities," said IoTerop CEO Hatem Oueslati. "Using IOWA in Kerlink's installations and leveraging open standards such as OMA Lightweight M2M and IPSO, help customers reduce deployment, maintenance and management costs, and meet interoperability and compliance with standards. This ensures solution openness, scaling and sustainability in the long term."

Kerlink and IoTerop will demonstrate IOWA's capabilities at MWC on [Kerlink's booth 8.0C11](#).

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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 Alliance™, 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.

For more information, visit <https://www.kerlink.com> or follow us on Twitter @kerlink_news.

About IoTerop:

IoTerop is a Startup based in Montpellier, France, founded by 3 experts in embedded systems and IoT coming from Intel. IoTerop plays an active role with international operators and major industry players in international standardization bodies (Open Mobile Alliance, IPSO Alliance, IETF) defining the standards of the Internet of Things. This collective effort helps to bring a common language to billions of upcoming connected objects expected to reach the market; thus, reducing the fragmentation of today deployed solutions. IoTerop is already identified as a leading company regarding the OMA Lightweight M2M technology on a World-Wide perspective. IoTerop's goal is to transform IoT standards into concrete and powerful technologies, installable on our customers' products. Our technologies help our customers to build a new generation of connected objects, networks and solutions more intelligent, secured and remotely manageable.

Visit www.ioterop.com.



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Upcoming events

2017 Annual Results: 4 April 2018 after market
www.kerlink.com



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