



Thousands of consumer goods makers will attend CES to buy IoT solutions

At last year's Consumer Electronics Show (CES) in Las Vegas, 29,500 attendees self-identified as being from the smart home sector, 20,000 from wearables, 14,500 from vehicle technology, and 14,000 from digital health. Many IoT solutions providers assume, mistakenly, that CES is a show for consumer attendees, but these audited numbers from the show organiser (CTA) prove them wrong. OEMs attend the show to see the latest in consumer technology and source cutting edge solutions

The IoT M2M Council sees its mission as accelerating the adoption of IoT technology by bringing buyers and sellers together. That's why IMC teamed up with CES to organise the big show's IoT Infrastructure Pavilion & Conference – the exclusive exhibition area and content program at CES dedicated to IoT solutions. In our third year, the 2020 pavilion features more than 50 exhibitors, having grown more than 50% annually. And the IMC's conference track attracted 200 paid attendees last year, all of whom identified as OEMs, enterprise users or apps developers.

The **IMC's IoT Infrastructure Pavilion & Conference @ CES** is perfectly in keeping with our group's mission. So please check out some of the IoT industry's most innovative solutions providers that will join us at CES 2020, described in brief, below.

Digi International

Digi International, a leading global provider of IoT connectivity products and services, will showcase several real-world solutions that demonstrate connected IoT devices and assets:

- An intelligent, interactive signage solution that helps brands attract, automate and analyse self-service customer engagements
- Remote IoT connectivity to monitor and control offsite devices and assets directly from the CES floor
- Radio frequency and cellular embedded modules, systems on modules (SOMs) and single board computers (SBCs) that support product development requirements. Whether the concern is range, power, programmability, certification, security or software tools, Digi has a solution
- Cellular connectivity for an OEM device that eliminates the need to go through a costly FCC or carrier end-device certification process

Digi helps customers create next-generation connected products and deploy and manage them in critical communications infrastructures in often harsh environments that demand high levels of security and bulletproof performance. "CES offers a forum for Digi to show how connected technology is dramatically changing the customer experience," said Digi CEO and president Ron Konezny. "Our hardware, software and services are the backbone of connected technology, enabling a new value chain that gives customers what they want, how they want it, when they want it." ►

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MultiTech Systems

MultiTech will kick off its 50th anniversary year at CES to meet with partners and customers. For half a century, MultiTech has been designing, developing and manufacturing data communications equipment for the industrial Internet of Things - connecting physical assets to business processes to deliver enhanced value.

From the earliest analog systems, to the cellular heart of today's industrial Internet of things to the latest low-power wireless technology and beyond, MultiTech has consistently connected businesses in ways previously unimaginable - and has been doing so for 50 years. The company will be in the IoT Infrastructure Pavilion booth #2609 showing the latest innovative devices supporting edge intelligence, low power wide area networks (LPWANs), private LTE and 5G.

NimbeLink

NimbeLink, a provider of embedded cellular technology and asset tracking solutions, will unveil three groundbreaking innovations within its Skywire embedded solutions and Asset Tracking Solutions business units at CES 2019. These include: the ultra-small Skywire Nano, the next-generation Skywire embedded modem and the AT6 Asset Tracking device.

The new Skywire Nano expands possibilities for builders of small, smart devices due to its tiny form factor, powerful on-board processes, ultra-low-power consumption, and access to global LTE M, NB1 and NB2 carrier networks. In addition to this, NimbeLink will introduce the next-generation Skywire embedded modem with an on-board processor, making cellular design and development even easier.

NimbeLink's Asset Tracking Solutions business unit will also introduce the AT6 asset tracking device, which is exceptionally small and highly configurable, delivers location data indoors and out, and boasts up to eight years of battery life.

As IoT development continues its rapid growth across consumer and industrial sectors, CES (CTA) delivers an unmatched concentration of companies with an interest in learning more about NimbeLink products and solutions. CES has served as a platform to launch new products and generate new prospects.

Pod Group

CES has evolved to encompass more than just consumer technology. It is now the place to discover the latest technical innovations across all sectors. It is one of the biggest highlights in **Pod Group's** year and the company is pleased to be attending again in 2020.

This year, it will be showcasing Pod IoT Suite, its complete modular platform for IoT connectivity. The company has put 20 years of IoT experience into Pod IoT Suite, which offers connectivity, management, billing and security through one easy to use interface.

It enables OEMs, systems integrators and IoT developers to bring their applications to market more swiftly and efficiently. They can connect their devices with Pod Group's reliable, global connectivity and use its SIM applets to gain greater control. The management module enables them to manage their SIMs and access detailed analytics and reporting. The company also offers a hierarchical billing module to enable customers to unlock recurring revenue and a sophisticated arsenal of security services to make it simple to secure IoT devices.

Taoglas

Taoglas, a provider of next-generation IoT solutions, combines the latest in high-performance RF antenna with advanced positioning, imaging, audio and artificial intelligence technologies for companies with unique IoT challenges. With ten world-class design, support and test centres in Ireland, Germany, Poland, Taiwan, China, and the US, in-house manufacturing in Taiwan and the US, and a dynamic online ordering system, Taoglas helps companies deliver complex IoT solutions to market quickly and cost-effectively. Best-in-class support, unmatched consultancy, engineering expertise, and custom design services make Taoglas a trusted advisor to companies across a range of wireless and IoT technologies, from cellular 4G/5G, GNSS, Wi-Fi, DSRC/CV2X, NFC, LORA/LPWAN to any ►

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protocol used to transmit and receive data. This expertise is proven across a variety of use cases in automotive, utilities and smart cities, healthcare, telematics, smart metering and more.

Tata Communications

For **Tata Communications**, CES is the not only the largest, but also the most valuable gathering of professionals from the increasingly interconnected worlds of media, electronics and information technology. The company participates in order to meet customers and partners, to share ideas and gain exposure to the massive array of new technology and ideas that the event brings together every year.

Following the launch of Tata Communications MOVE it has become increasingly clear to Tata that CES is the place to come to. The Tata Communications MOVE platform aggregates cellular connectivity across 200 countries and territories, to deliver secure, cost-effective, global device connectivity. Tata's focus is on helping customers and partners to embed connectivity into devices of all kinds, such that things can be 'born connected' from the moment they roll off the production line. This can include anything from a car, a truck, a plane, a drone, a laptop computer, a fitness tracker or a heart monitor.

Tata is enabling large and medium sized enterprises to seize the immense opportunities offered in a world where people and things are rapidly becoming always connected; a world where the old barriers of mobile networks and national borders simply no longer apply

Telit

Telit is excited to be part of the CES 202 in Las Vegas. As one of the world's largest gathering places for the business of consumer technologies, it is important to attend and showcase the latest

innovations. 5G and LPWAN will introduce millions of new devices to the market, and Telit has been working with its extensive group of partners to be a thought-leading authority when it comes to this space.

Telit plans to showcase new 5G data cards, which will enable new market opportunities for original equipment manufacturers (OEMs), system integrators and service providers. The cards are ideal for fixed wireless access applications such as enterprise routers and gateways, enterprise network appliances, branch and remote office routers, fixed wireless broadband internet access, and customer premise equipment (CPE). Also, applications based on streaming high-resolution (UHD) video will benefit from the high bandwidth provided by 5G, thanks to the aggregated bandwidth of up to 800Mhz supported in the mmWave spectrum; capable of delivering multi-gigabit speeds.

u-blox

u-blox will be present at CES 2020 Booth no 2901 at the Westgate, where it will be presenting SARA-R5, its highly secure cellular LPWA modem designed fully in-house down to the silicon level. Offering built-in end-to-end security with a hardware-based Root of Trust safely embedded inside a discrete secure element, SARA-R5 breaks new ground with its lightweight and low-power pre-shared key management system. Based on our latest cellular chipset, the UBX-R5, SARA-R5 is specifically tailored to the needs of IoT applications in metering, smart city, connected health, security and surveillance, remote monitoring and battery-powered use-cases.

Having become the world's leading consumer electronics show, not to be missed by anyone interested in IoT, CES is one of the key events in u-blox's calendar. The recent uptick in interest for devices that use LTE-M, NB-IoT and LTE Cat 1 connectivity to deliver enhanced performance is strengthening the show's overlap with the company's main markets. Even more so as CES evolves into an automotive show in its own right, with vehicles, manned and unmanned, growing their electronic BOM and V2X gaining traction. ■



Other exhibitors in the IoT Infrastructure pavilion include:

- INCE
- 2J Antennas USA
- 360Compliance
- ABUP Technology
- Aeris Communications
- ATrack Technology
- Bitel Co.
- BlackRidge Technologies
- Canaan Creative
- Carota Corporation

- Cesiumai Intelligent Technology
- Comma.ai
- Electric Connector Technology
- Feasycom Technology
- First International Computer
- Gemalto
- GetWireless
- Globalstar
- Gosafe
- Gosuncnwelink Technology

- Huabao Technology
- iBasis
- Micro-Ant
- Monnit
- Polte Corporation
- Polysense Technologies
- Queclink Wireless Solutions
- Quectel Wireless Solutions
- SIMCom
- Swift IoT Tech

- Techship
- TUV Rheinland
- Unicore Communications
- Viaanix Inc.
- Virtual Clusters Information Technology
- Vodafone Americas
- Voltaic Systems
- Wiworld

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