



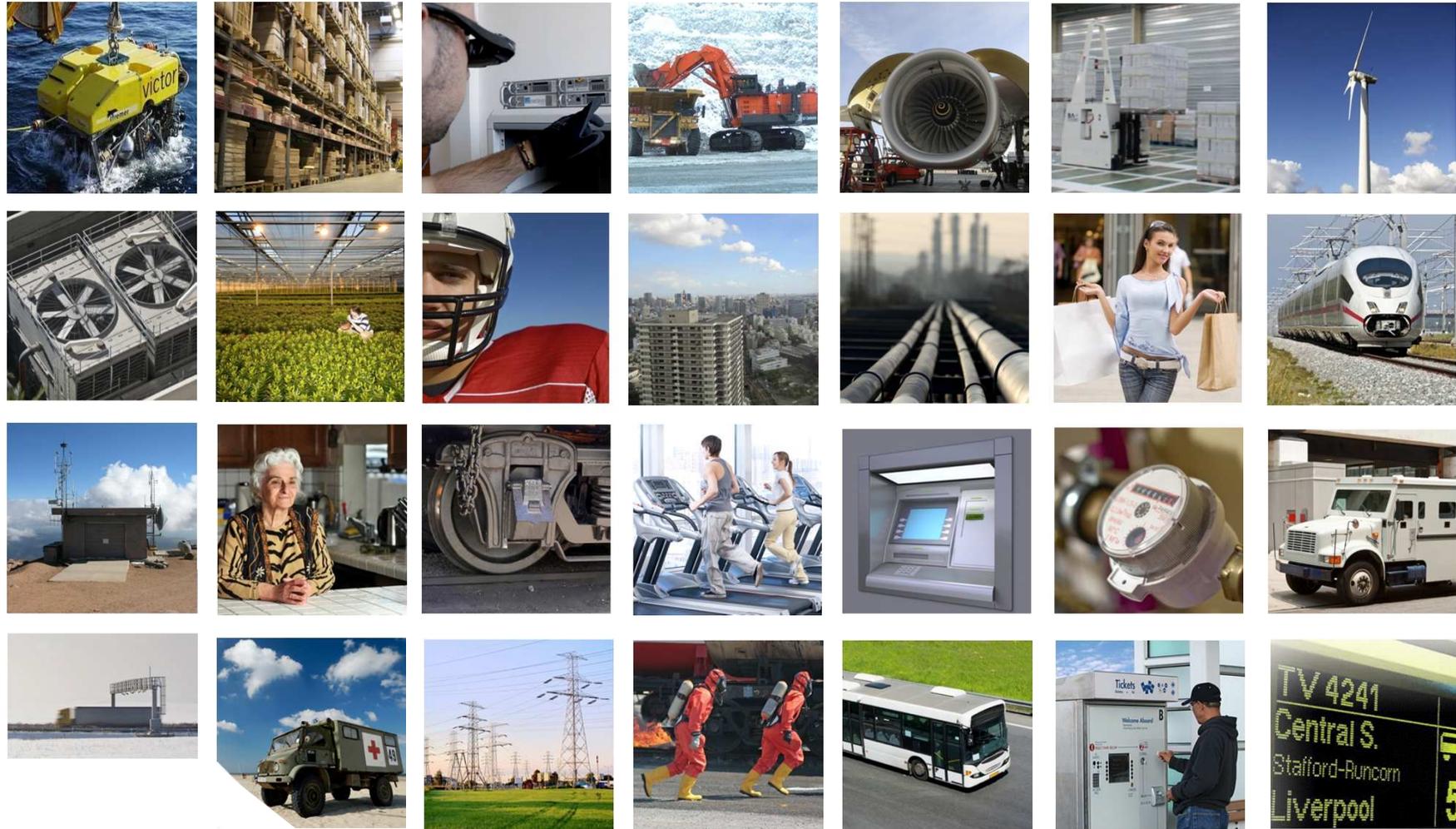
Building an Ecosystem

EUROTECH

London – October 6th, 2015

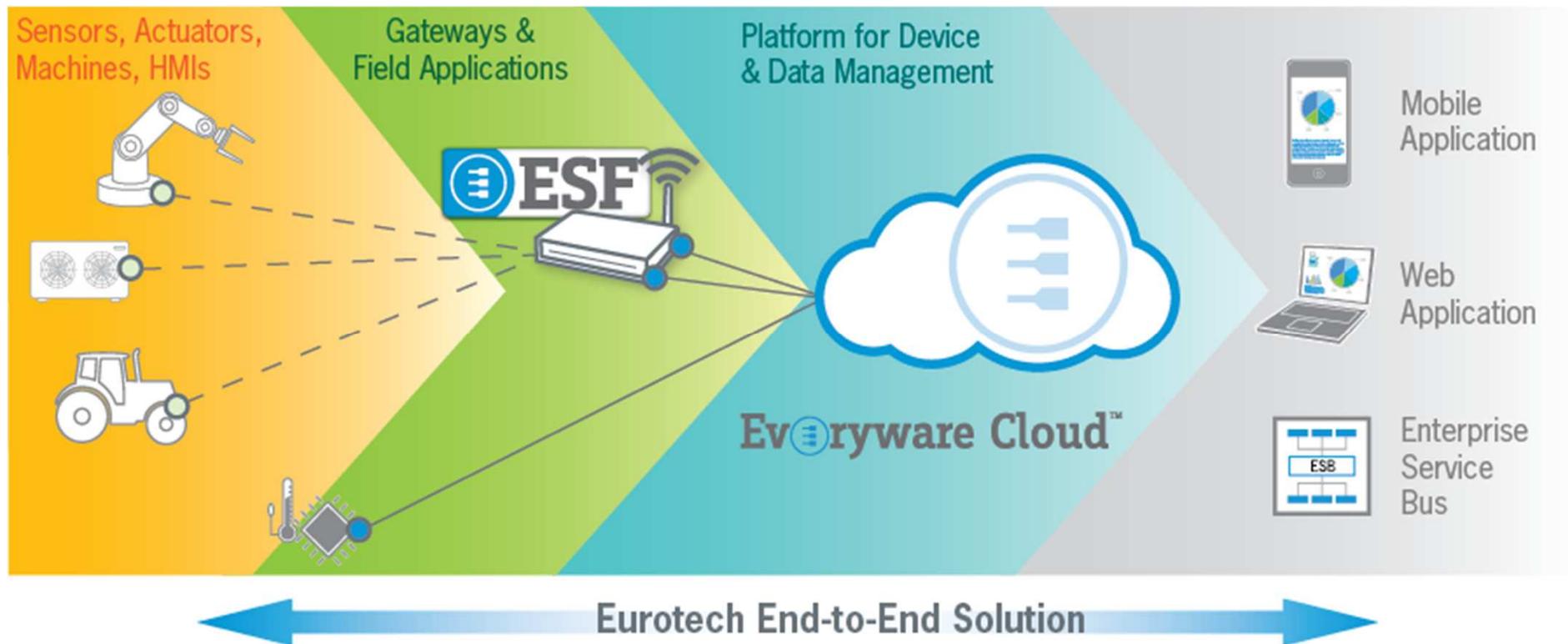
The Internet of Things

Smart Things > Cloud > Applications > Cloud > Smart Things



Eurotech vision: "FedExing Data"

Transforming Bits of Data at the Edge of the Network into Actionable Information in the Business Users' Hands





Work in progress

BUILDING AN ECOSYSTEM



: the Freemium model

Open source framework for IoT gateways

- Eclipse IoT is an ecosystem of companies and individuals that are working together to establish an Internet of Things based on open technologies

- Founded in 2012 by  **EUROTECH**  **SIERRA WIRELESS™** 

- Now ...

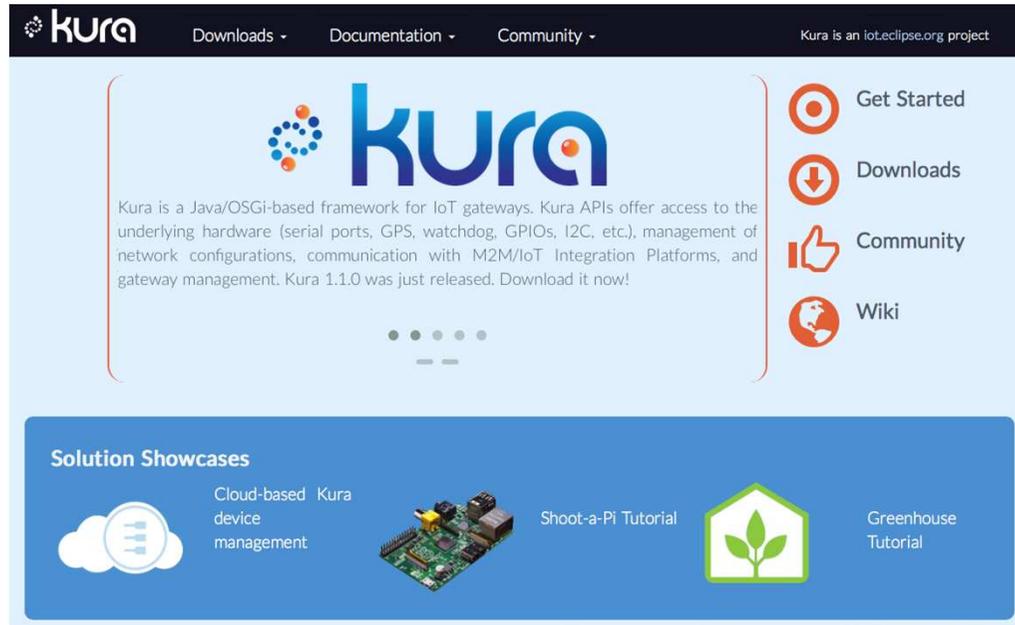
- 23 Members, including big players like



- 15+ new projects
- 1M+ lines of source code
- The fastest growing Eclipse workgroup

Eclipse Kura

Open Java Framework for IoT Gateways



The screenshot shows the Eclipse Kura website homepage. At the top, there is a navigation bar with the Kura logo, "Downloads", "Documentation", and "Community" menus, and a note "Kura is an [iot.eclipse.org](https://www.eclipse.org/iot/) project". The main content area features the Kura logo and a description: "Kura is a Java/OSGi-based framework for IoT gateways. Kura APIs offer access to the underlying hardware (serial ports, GPS, watchdog, GPIOs, I2C, etc.), management of network configurations, communication with M2M/IoT Integration Platforms, and gateway management. Kura 1.1.0 was just released. Download it now!". To the right of the description are four navigation links: "Get Started", "Downloads", "Community", and "Wiki". Below this is a "Solution Showcases" section with three items: "Cloud-based Kura device management" (with a cloud icon), "Shoot-a-Pi Tutorial" (with a Raspberry Pi image), and "Greenhouse Tutorial" (with a house and plant icon).

<https://www.eclipse.org/kura/>



The banner features a dark purple background with a circuit board pattern. At the top, there is a navigation bar with "GETTING STARTED", "TECHNOLOGY", "COMMUNITY", and "WORKING GROUP" menus, and a GitHub repository link showing "3+1" and "447" stars. The Eclipse IoT logo is prominently displayed in the center, with the text "iot eclipse.org". Below the logo, the main headline reads "OPEN IOT STACK FOR JAVA DEVELOPERS". Underneath the headline, a sub-headline states: "Eclipse IoT has the open source technology that makes it easy for Java developers to create IoT applications."

Kura adoption rate in Eclipse IoT



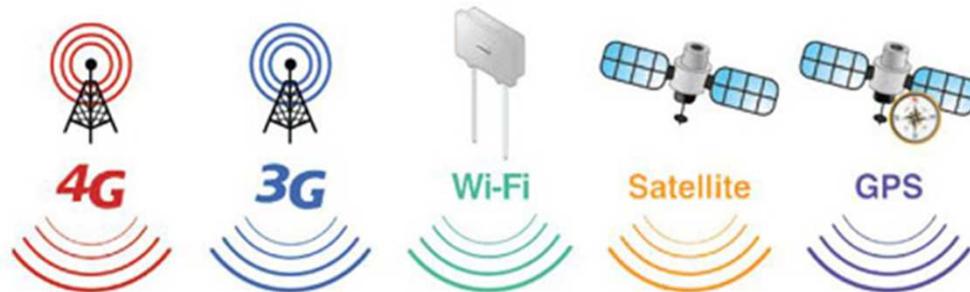
**About 50 «challengers»
with 40% projects with Kura!**

**10 finalists with
8 projects with Kura!**

Eurotech + Arkessa

Adding options: global multi-network cellular connectivity

- The integration between Everyware Cloud, Eurotech's Data & Device Management Platform, and Arkessa's Connectivity Management Platform gives Customers a single point of management of their connected assets, simplifying the implementation of IoT projects to an exceptional level.



Eurotech + WebRatio

Adding options: web application development platform

- After a year of cooperation, during which Eurotech and WebRatio showed together proof-of-concepts at Shop.org in Seattle in 2014, and again at the 2014 Red Hat Open Source Day in Rome, the two companies decided to extend their technological collaboration, combining the visual Interaction Flow Modeling Language (IFML, low-code rapid application development platform) with Everyware Device Cloud.



Eurotech + iNebula

Upstream ecosystem for business development

- **iNebula Connect: the industry's first cloud service to offer a distributed and secure platform to support smart objects, collecting, storing and distributing data.**





Work in progress

LATEST ACHIEVEMENTS



Frost & Sullivan

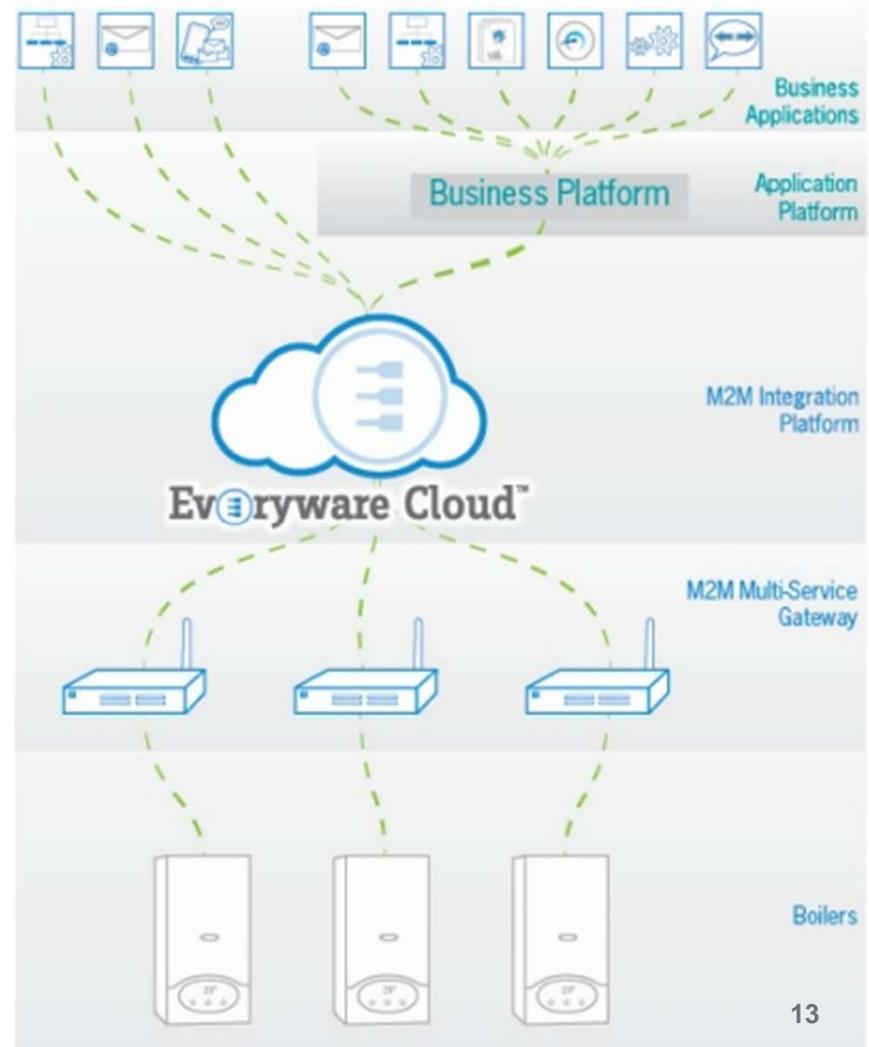
Eurotech Strategy Awarded

- **Product Line Strategy Leadership for Cloud-enabled M2M Platform for IoT Applications in Europe**
- *“Leveraging more than 20 years of experience, Eurotech has built a best-in-class M2M platform that aids the interconnection of embedded devices and offers a broad spectrum of solutions. All of Eurotech’s M2M solutions integrate hardware, software, and services, eventually delivering optimum return on investment (ROI)”.*

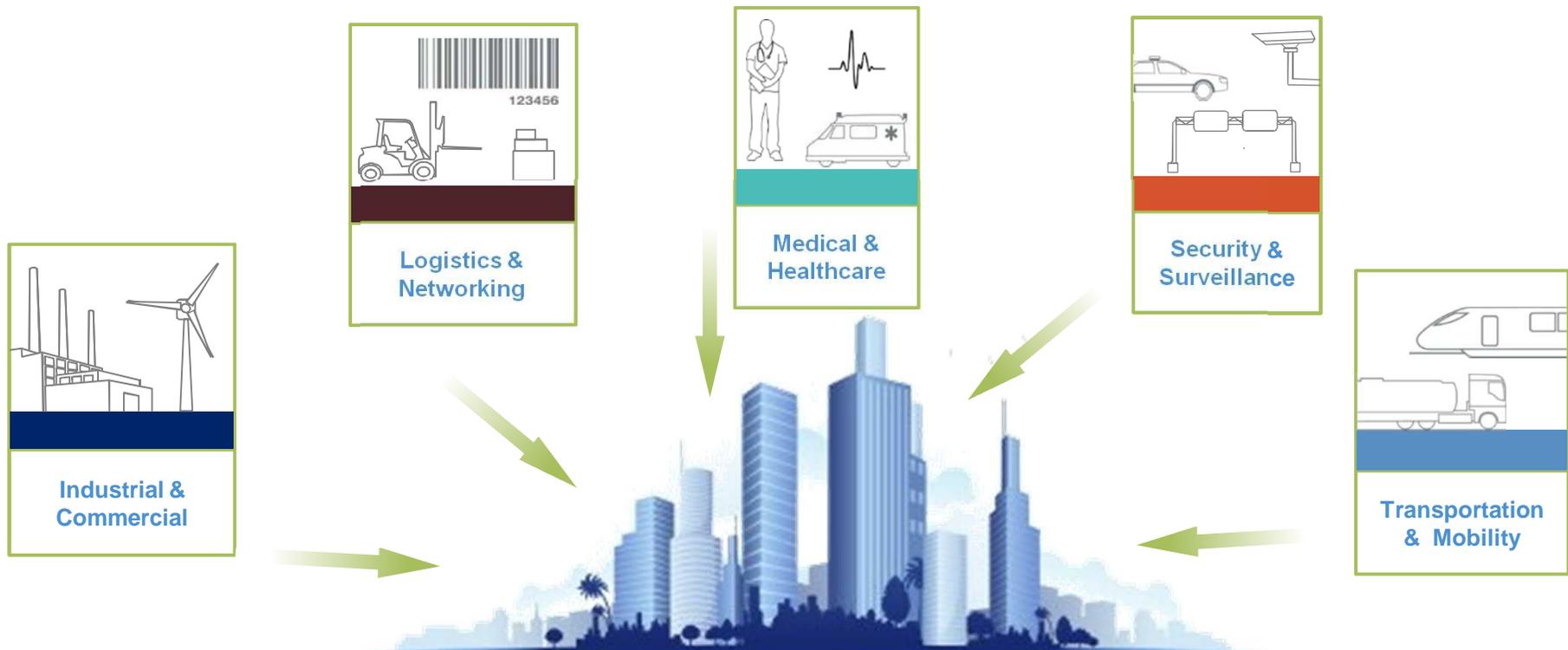
Ariston Thermo Group

First disclosure of a big customer

Eurotech signed an agreement with Ariston Thermo, a leader in heating and water heating products, for the provision of Eurotech's Everyware Cloud as the platform for the M2M project to interconnect and remotely control its boilers, heaters and burners.



Ready to address the challenges of today's world: Internet of Things, Smart Cities, Big Data.



The Eurotech Product portfolio is a fundamental element for the development of complex technology architectures such as Smart Cities, whose criticality lies in simplifying the collection of data and their analysis (Open Data and Big Data).



Do you know what my favorite
renewable fuel is?
An ecosystem for innovation.

Thomas Friedman



www.eurotech.com