PUR 2026
Professional User Rating

techconsult
TECHNOLOGY MARKET ANALYSTS
A COMPANY OF THE heise group

Engineering Solutions

VENDOR INSIGHTS

IoT platforms

eurotech

Table of contents

PUR 2026
Professional User Rating

1 Company Profile

2 Overall Positioning

3 Company Rating & Vendor Statement

4 Solution Rating & Vendor Statement

5 Analyst Statement

6 Contact Eurotech

7 Contact techconsult

8 Technology Research Hub

VENDOR INSIGHTS

eurotech

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

Vendor Insights

With Vendor Insights, we offer IT decision-makers who are currently in the software selection process the opportunity to gain profound insights into the practices, strategies, orientations, and principles of the providers. This facilitates the interpretation of each company's respective diamond placement. Such exclusive additional information enriches the decision-making process and supports the selection of a suitable provider.

Brief description: Eurotech

Eurotech is a multinational company that designs and develops edge computing platforms and systems, integrating hardware, software, AI, cybersecurity and services. Built on open technologies, its solutions help critical sectors such as industry, transportation and energy turn local information into decisions on site while keeping sovereignty over their data, code and AI.

Profile: Eurotech

- **Head Office:** Eurotech S.p.A., Amaro, UD, Italien
- **Other Locations:** InoNet Computer GmbH, Taufkirchen (near Munich), Germany, Eurotech Manufacturing Services Srl, Venaria Reale (near Turin), Italy
- **Number of employees:** 320
- **Market Focus:** Edge Computing, IoT, Edge AI (Hardware, Software & Services)
- **Additional Solution Highlights:** Cybersecurity by Design, Edge Stacks (HW + SW certified according to IEC 62443-4-2), Digital (Data and Code) Sovereignty

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

PUR 2026
Professional User Rating

Methodology, target group, and possible uses

This research note is based on the results of the „PUR – Engineering Solutions“ user survey conducted in the „IoT platform“ solution area. As part of the survey, over 4,889 application experts were asked about five solution areas for Engineering Solutions. The evaluation of the providers within the solution areas was carried out in the dimensions Company Rating (provider evaluation) and Solution Rating (solution evaluation) with approx. 60 criteria in 14 subcategories. From the group of relevant providers for the respective solution area, the providers with the best user ratings and a sufficiently high number of interviews are included and presented in the „PUR diamond“. The results summarized here are aimed primarily at users, partner companies and independent IT service providers who use or intend to use the vendor‘s products. The research note was commissioned by the vendor after the study was completed. The provider cooperated in this to the extent that further information was made available.

Vendor Insights: Eurotech

Overall Positioning

PUR 2026
Professional User Rating

As part of the Professional User Rating - Engineering Solutions 2026 (PUR-ES 2026) conducted by techconsult, users have crowned Eurotech as the champion in the "IoT Platforms" solution area with outstanding ratings.

The overall results depicted in the diamond are derived from the aggregation of numerous individual ratings in the two dimensions: "Company Rating" and "Solution Rating." Evaluating these customer-relevant aspects enables a holistic presentation of results.

In the "IoT Platforms" sector, a total of 20 market-relevant providers secured a place in the result diamond. Due to the excellent ratings from application experts, both at the solution level and at the company level, Eurotech stands out significantly from the average and occupies one of the top positions in the diamond.



© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

techconsult
TECHNOLOGY MARKET ANALYSTS
A COMPANY OF THE
heise group

Vendor Insights: Eurotech

Company Rating

PUR 2026
Professional User Rating

As part of the Company Rating, **Eurotech** has once again established itself as one of the leading providers of IoT platforms, outperforming numerous competitors. Eurotech takes the top spot in PUR ES 2026—a ranking based on outstanding overall performance across several key areas.

Eurotech's standout strengths:

- Innovation
- Service and support
- Pricing and business models

Eurotech performs particularly well in innovation. Users value the company's innovative ideas and give it top marks. Identifying opportunities and helping companies make the most of them through innovative solutions is firmly embedded in Eurotech's corporate culture. The continuous development of its products is grounded in an understanding of what users need.

Eurotech also demonstrates a strong customer focus in service and support. Its support team impresses users with its expertise, is easy to reach by phone, and responds quickly when problems arise. Users are also extremely satisfied with the quality of the information and advice they receive, as well as the ongoing development of the products.

This close alignment with user needs is reflected in the systematic improvement of features and high user satisfaction.

Flexible pricing and Business models further strengthen **Eurotech's** overall performance. Tailored to different company sizes and use cases, these models allow customers to integrate **Eurotech's** solutions into their business processes in a cost-effective manner that meets their individual requirements.

High customer loyalty and positive user feedback underscore **Eurotech's** ability to meet market demands. Its consistent focus on innovation, quality, and customer needs forms the foundation for its recognition as a Champion in PUR ES 2026.



IoT platform

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

Vendor Insights: Eurotech

What measures have you taken to achieve this high level of customer satisfaction?

Robert Andres, Chief Marketing Officer

PUR 2026
Professional User Rating

Innovation

*„**Innovation means** more than adopting the latest technology. It means **anticipating market developments** and changing conditions early and building them into our architectures, products and best practices, **so that customers and partners can respond quickly and benefit**.*

***Cybersecurity by Design** is one example: Eurotech delivered the first programmable IoT gateway and the first Edge AI server certified to **IEC 62443-4-2**, and our products address regulations such as RED-DA and the **Cyber Resilience Act (CRA**).*

*For **Edge AI**, we provide purpose-built, NVIDIA-accelerated hardware and software building blocks that customers and partners use to run their own AI applications.*

*As a founding member of the Eclipse IoT Working Group and named a Top Contributor 2025 in open source by PAC, we develop architectures that give customers **maximum digital sovereignty over their data and code.** “*

Service and support

*„We have invested in structures and **dedicated service and support resources**, and continue to expand them, to give customers and partners the best possible assistance.*

*Sales, pre-sales and solution architects work closely with customers to understand their project requirements, and a customer experience team supports implementation and configuration. Our services include **project management**, a dedicated **DevOps** team for cloud deployments and managed services, consulting, training, support and maintenance. We also offer configuration, development and **customization of hardware and software building blocks**, IT/OT integration including standard and proprietary field protocols, and dedicated **cybersecurity** services with hardened software images.*

*Especially important for industry and critical infrastructure: **long-term product support**, including obsolescence and lifecycle management.”*

Pricing & Business Models

*„Flexibility in deployment options and licensing models is essential to us. **Customers choose the approach that fits their IT architecture, project scale and operating strategy**, from a proof of concept to a global rollout. Our portfolio, from embedded boards and gateways to edge servers and racks, lets them invest in what their application actually needs.*

*We combine **hardware, software and services** accordingly, with support and maintenance plans offering tailored service levels and long-term product support, plus cloud deployments and managed services.*

*As our core platform is developed in the context of **well-governed open source** in Europe, more specifically within the Eclipse Foundation IoT Working Group, customers can evaluate core capabilities before choosing commercially supported products, without vendor lock-in.*

Long product availability protects their investment and keeps total cost of ownership low throughout the lifecycle.”

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

Vendor Insights: Eurotech

Solution Rating

PUR 2026
Professional User Rating

Eurotech also takes the top spot for its IoT technology in PUR ES 2026. It achieves excellent results across all assessment categories, significantly outperforming the market average.

Ratings of Eurotech's technology significantly exceed the average for both the functional features and the fundamental capabilities of an IoT platform. The assessment covered key criteria including data security, ease of use, integration with other systems, and compliance with international standards.

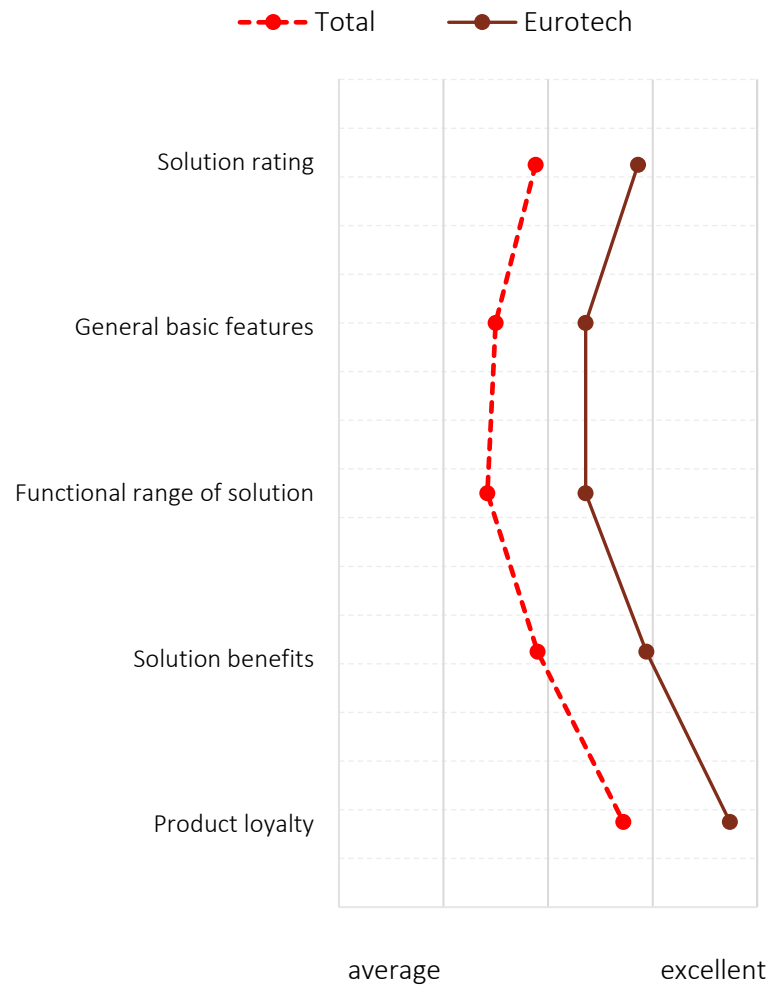
Eurotech performs above average in all these areas—its software meets nearly all user requirements.

Outstanding ratings for individual core functions further highlight the technological maturity of the **Eurotech platform**. Successful IIoT implementation requires a clear focus on edge computing and communications infrastructure, as well as essential capabilities—particularly reliable data management for transferring field data to central IT systems and the cloud.

Users rated the platform's data analysis capabilities particularly highly, noting that they enable large datasets to be processed and visualized in a structured way.

Users also praise the platform's straightforward setup and immediate scalability, which allow projects to get started quickly and expand easily when needed. Seamless integration of external tools is another strength, enabling companies to connect existing IT infrastructure with minimal effort and extend the platform's functionality as required.

These consistently positive ratings are reflected in tangible benefits for users. The platform not only helps optimize processes and workflows but also noticeably reduces operating, servicing, and maintenance costs. Companies gain greater ability to plan, manage, and monitor their IoT infrastructure—ultimately improving efficiency, increasing productivity, and strengthening their competitive position.



techconsult
TECHNOLOGY MARKET ANALYSTS
A COMPANY OF THE heise group

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

Vendor Insights: Eurotech

What efforts are you making to achieve a high level of customer focus?

Robert Andres, Chief Marketing Officer

PUR 2026
Professional User Rating

General basic features

*„Most of our customers appreciate the **open architecture and philosophy of the platform that is "built to be integrated**": open standards and APIs, out-of-the-box OT protocols and ready-to-use hardware and software building blocks.*

***Encapsulating the complexity** of integrating remote assets with IT and cloud infrastructures radically cuts time to deployment. Topics like cybersecurity, edge hardware/software integration and lifecycle management, including OTA updates and remote management, are therefore essential aspects of the platform.*

*Thanks to **Zero-touch Provisioning** approach we can bring a new device online in a few minutes, with a smartphone-like experience instead of hours of configuration.*

Documentation, development kits and a sandbox environment make it easy to get started."

Solution-specific features

*„As a pioneer in IoT and Edge AI, Eurotech takes a holistic approach to Edge AIoT Infrastructure: few players offer everything from application-optimized edge hardware to edge **application frameworks, integrated with device management, multi-cloud connectivity and security by design**.*

***We focus on the areas where skills are hardest to build or acquire:** hardware/software integration, combining legacy field assets with new technologies such as Edge AI and, above all, OT cybersecurity.*

*As Eurotech focuses on **more demanding industrial and critical infrastructure markets**, including Manufacturing & industrial automation, Transportation & Mobility, Defence, as well as Energy & Utilities, vertical depth is also reflected in specific platform features and required field protocol integrations.*

***Developing in a well-governed open-source community (Eclipse Foundation)** further ensures that technology trends and industry best practices are captured and reflected in the platform early."*

Solution benefits

*„**Our approach** creates value for customers in three ways.*

*First, it **reduces time to market and the time from development to deployment:** integrated edge hardware and software, together with device management and multi-cloud connectivity, help customers move from pilot to production faster and focus on their applications and the value they create.*

*Second, it **reduces risk**. A strong open-source foundation keeps our customers' code and data sovereignty always in focus and limits supply chain risks, while proven security by design lowers the risk of developing, scaling and managing IoT and Edge AI deployments.*

*Third, it **lowers the total cost of ownership:** robust, reliable systems reduce operating and maintenance costs and give companies better planning and control of their IoT infrastructure."*

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

Vendor Insights: Future Outlook

PUR 2026
Professional User Rating

Eurotech impresses customers across the board. To ensure that this remains the case in the future, what are your plans for the coming year?
Robert Andres, Chief Marketing Officer

*"We will **further democratize Edge AI** and make its benefits accessible to more partners and customers, on smaller edge devices such as Edge AIoT Gateways as well as on very high-performance GPU-accelerated systems. Building on our latest launches, from the NVIDIA Blackwell-powered ReliaCOR 55-20 and 61-11 edge AI servers, which bring datacenter-class inference to **factory floors and smart infrastructure**, to the fanless, rugged BoltCOR 45-10 for railway operations, we will keep expanding our portfolio also with the related support in our software offering, **for industries where reliability is not optional**.*

***Cybersecurity** is a constantly moving target, even for a company like Eurotech that invested early and heavily. With **NIS2 and RED-DA** in force and the **Cyber Resilience Act's** obligations taking effect from September 2026 and December 2027, requirements keep rising. Eurotech's offering is already developed and maintained in line with the CRA and NIS2, and we will support customers through the next steps with **secure-by-design** hardware and software, security patches over the entire lifecycle and a growing range of IEC 62443-4-2 certified platforms.*

*We will further improve **remote and device management** with more powerful user interfaces and additional functions. Everyware Cloud already covers Zero-touch provisioning, **OTA updates** at scale, remote diagnostics, fleet automation, VPN and certificate management, and runs as **SaaS, in private clouds, on premises** or even **air-gapped**. Our goal is to make it even easier for customers to **securely onboard, update and operate large, distributed fleets** of gateways, edge computers and Edge AI servers throughout their lifecycle."*

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

Vendor Insights: Eurotech

Analyst Statement – Verena Bunk, Senior Analyst at techconsult

PUR 2026
Professional User Rating

Eurotech is one of the leading providers in the IoT technology market and secured a top position in the "IoT Platforms" diamond of the Professional User Rating – Engineering Solutions 2026.

The company received consistently excellent ratings both as a provider and for its solution—a clear indication of high customer satisfaction and the platform's tangible value.

Eurotech's IoT technology meets users' requirements across the board. This is reflected in above-average results in areas including data analytics and AI-based analysis, ease of setup and scalability, and extensive integration capabilities.

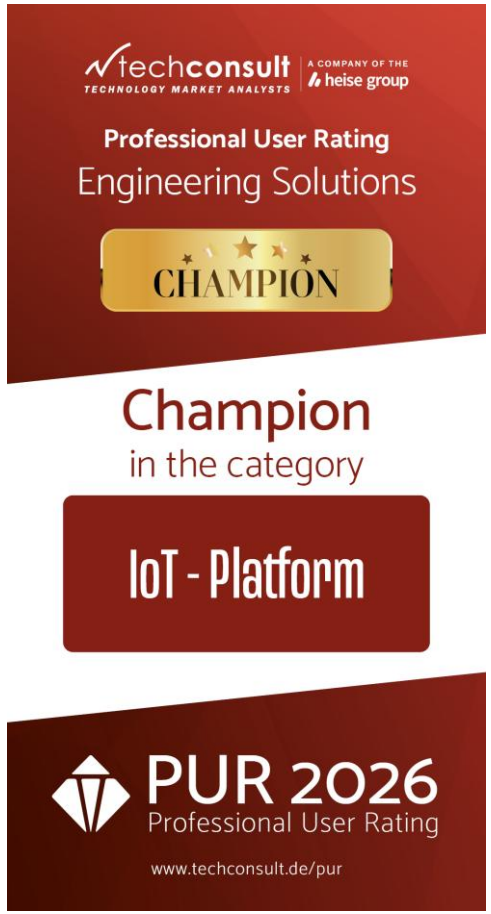
Users particularly value the platform's contribution to greater efficiency and competitiveness through streamlined workflows, reduced downtime, and faster business decision-making.

Three reasons for high customer satisfaction with Eurotech:

- **Sustained Cost Savings:** Optimized operations and intelligent analysis help companies use resources more effectively and avoid unnecessary expenses.
- **Intelligent Data Analysis:** Powerful analytics and AI-supported forecasts help turn large volumes of data into actionable insights, enabling faster, better-informed decisions.
- **Flexible Scalability:** High scalability and seamless integration of external tools allow projects to launch quickly and adapt easily to growing requirements.

The excellent product-loyalty rating suggests that users would purchase **Eurotech's** solution again and recommend it to others.

For decision-makers seeking a future-ready IoT platform, **Eurotech** is a highly recommended option. Its strong combination of technological ambition, innovation, and customer focus makes the company a valuable partner for digital transformation initiatives.



© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

Contact Eurotech

PUR 2026
Professional User Rating

Federica Maion
Head of Corporate Communication

Send message

Janina Kullmann
Marketing Manager DACH

Send message

About Eurotech

Eurotech is a multinational company that designs and develops edge computing platforms and systems, integrating hardware, software, AI, cybersecurity and services. Built on open technologies, its solutions help critical sectors such as industry, transportation and energy turn local information into decisions on site while keeping sovereignty over their data, code and AI.

eurotech

Contact
Eurotech S.p.A.
Via Fratelli Solari, 3/a
33020 Amaro (UD) Italy

Web: www.eurotech.com

© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

Contact techconsult

PUR 2026
Professional User Rating

Verena Bunk
Senior Analyst

+49 561 8109 141

Send message

Oliver Germershausen
Sales Director

+49 561 8109 134

Send message

About techconsult

For over 30 years, techconsult has been a reliable partner for providers and demanders of digital technologies and services as a research and analyst firm.

With more than 35,000 interviews per year with decision-makers at the business and technology levels, solution users, as well as technology and service providers, we provide the neutral basis for our consulting and project activities.

This enables demanders to be supported in their digital positioning and strategic planning as well as in concrete sourcing processes to make informed decisions based on data-supported facts.

In the development and implementation of individual go-to-market strategies, providers benefit both strategically and tactically from the market-oriented support of our analysts and the tc partner network.

techconsult
TECHNOLOGY MARKET ANALYSTS
EIN UNTERNEHMEN DER heise group

techconsult GmbH
Technology Market Analysts
Baunsbergstr. 37
34131 Kassel

info@techconsult.de

+49 561 8109 0

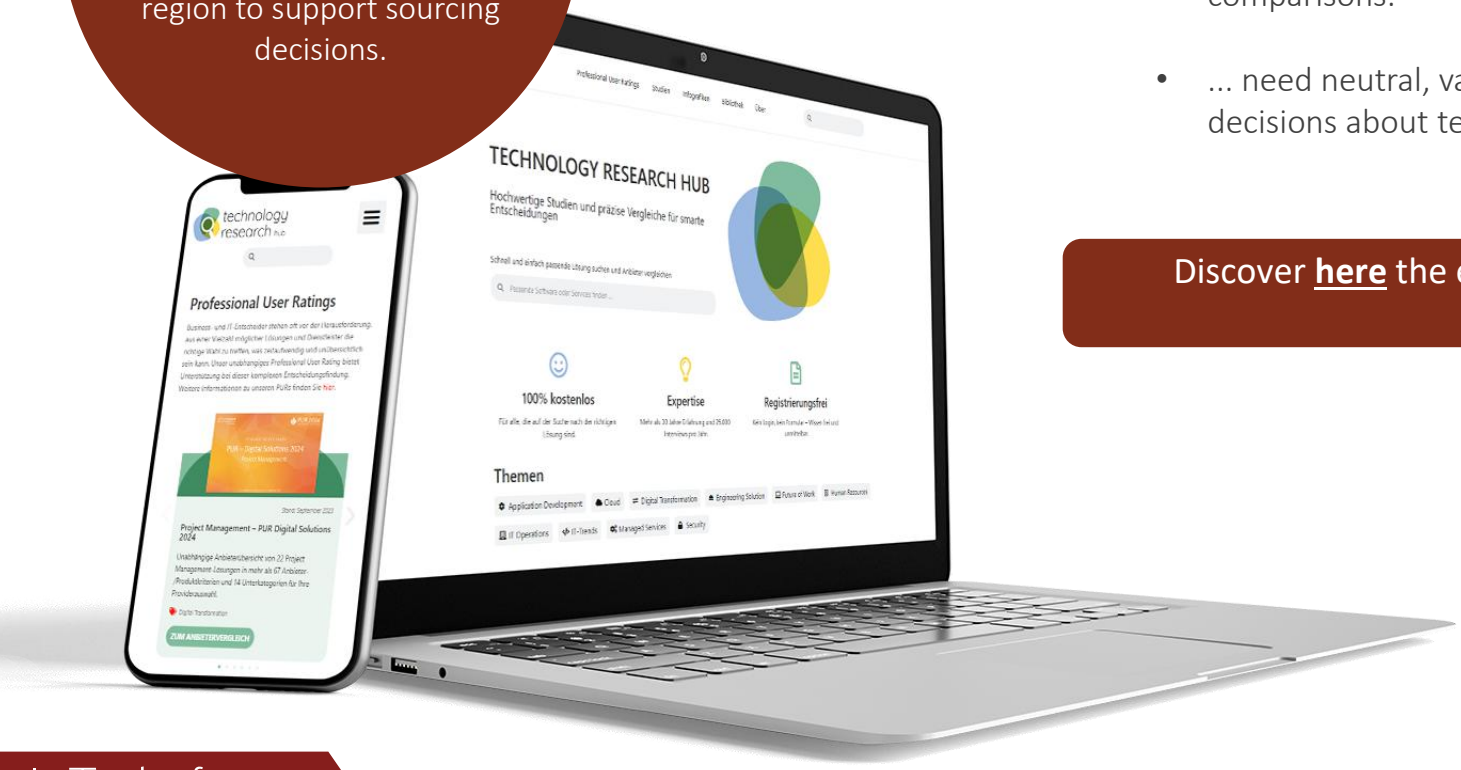
© 2026 techconsult GmbH | Tel.: +49 (0) 561/8109-0 | www.techconsult.de

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group

TECHNOLOGY RESEARCH HUB

PUR 2026
Professional User Rating

Over **100** independent **provider comparisons** and **market studies** for the German-speaking region to support sourcing decisions.



Central knowledge and resource platform for IT and business decision-makers, who ...

- ... currently seeking fact-based, objective, and trustworthy provider comparisons.
- ... need neutral, valuable content for orientation and for preparing informed decisions about technology investments and IT strategies.

Discover **here** the extensive additional information offerings of the **Technology Research Hub.**

100% free
For all those who are in search of the right solution.

Expertise
More than 30 years of experience and 35,000 interviews per year.

Free Registration
No login, no form – knowledge freely and immediately.

IoT platform

techconsult TECHNOLOGY MARKET ANALYSTS | A COMPANY OF THE heise group