



## Wirepas Receives Frost & Sullivan's 2017 Product Leadership Award

Wirepas was named the recipient of Frost & Sullivan's 2017 Product Leadership Award in the European Internet of Things market. In its decision to choose Wirepas for the award, Frost & Sullivan, the Growth Partnership Company, highlights the strength and fit-for-purpose of Wirepas Connectivity as a product for Massive IoT, versatility regarding different applications, and the business need-driven approach of the company.

"Wirepas focuses on a mutually beneficial partnership with customers, understanding the importance of good relationships with both parties to ensure best-in-class quality for its solutions," said Dilip Sarangan, Frost & Sullivan Industry Director. "Thus, the company places importance on combining qualified employees, using the latest technologies, and constantly developing excellent product quality and exceptional customer value across different applications."

Frost & Sullivan observes that a decentralized network topology is ideally suited for smart cities, logistics, retail, smart metering, lighting, and some specific use cases of the Industrial Internet of Things. In this regard, the importance of a connectivity solution is to add value to the customer and provide agile and adaptive solutions that enable efficiency.

"Wirepas maintains industry-leading standards in its solutions and provides excellent customer service," said Sarangan. "The company's commitment to innovation satisfies customers' demands and anticipates future expectations. Wirepas designs its solutions with the customers' success in mind to build long-lasting relationships."

Wirepas's product leadership recognition is a testament to its customer service and unique, forward-thinking products.

"We know that we are ambitious in our approach. We are doing many things differently from how things have been done before. We are decoupling hardware and software where it has never been done before, we are selling connectivity with a software licensing model, and we are continuously developing our product for high scale and reliability with the chosen de-centralized approach," Wirepas CEO Teppo Hemiä said. "All this is done because that's what the customers need to digitalize their business at scale. We are both proud and humbled that Frost & Sullivan has recognized the merits and results of our approach after rigorous research."

Frost & Sullivan analysts follow a 10-step process to evaluate Award candidates and assess their fit with select best-practice criteria. For the Product Leadership Award, Frost & Sullivan analysts independently evaluated two key factors—Product Family Attributes and Business Impact. Frost & Sullivan recognizes leading companies in various markets. Other past award recipients include IBM and Deutsche Telecom. The detailed criteria and process is presented in the award report, which can be downloaded at <https://wirepas.com/download/>

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### Wirepas

Wirepas is focused on providing the most reliable, optimized, scalable and easy-to-use device connectivity for its customers. Wirepas Connectivity is a Wide Area Mesh protocol that can be used in any device, with any radio chip and on any radio band. With Wirepas Connectivity there is no need for traditional repeaters because every wireless device is a smart router of the network. The connected devices form the network—easy as that. Wirepas has its headquarters in Tampere, Finland, and offices in Australia, France, Germany, South Korea, the UK and the United States. Things connected—Naturally

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### Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation, and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverages more than 50 years of experience in partnering with Global 1000 companies, emerging businesses, and the investment community from 45 offices on six continents. To join our Growth Partnership, please visit <http://www.frost.com>.

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