

# Kerlink Partners with Libatel to Deploy Lebanon's First Internet of Things Network for Smart Agriculture



## PRESS RELEASE

**THORIGNÉ FOUILLARD**, France and **BEIRUT**, Lebanon – Nov. 28th, 2017, 06:00 PM CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in network solutions dedicated to the Internet of Things (IoT), and **Libatel**, a leading provider of Information and Communications Technology in the Middle East and the Gulf, today announced the first IoT LoRaWAN™ smart-agriculture project in Lebanon: an intelligent network monitoring growing conditions at one of the country's most famous vineyards.

The pilot project at Domain Chateau Kefraya, which began this summer, is generating data and information about the vineyard's terroir, which includes topography, soil conditions, climate and sunlight that give wine grapes their distinctive character. At the project's conclusion this November, the chateau will use the information to optimize wine-parcel classification over its 300 hectares of vineyards. By monitoring data coming from the vineyards, and permanently controlling the climate conditions, the maturity of the different types of grapes and other specific parameters, the chateau is able to allocate in anticipation the different parcels to the different productions, and especially selects the best grapes for high-end and renamed wine.

The customized LoRaWAN™ network deployment, which includes Kerlink Wirnet Station technology, is a proof-of-concept project involving Libatel and Ogero Telecom, Lebanon's largest telecom operator, and will be part of Libatel's bid to support Ogero's deployment of a nationwide IoT network in Lebanon. Libatel, which is managing network operation and maintenance, data collection and software development, provided a dashboard tailored to the specific needs of Chateau Kefraya. The collected data is accessible from a computer or smartphone on a platform designed by the company.

Agriculture is Lebanon's third-largest economic sector and includes a wide variety of terrain and climatic conditions.

"Lebanon is ripe for implementing smart-agriculture applications that provide our producers real-time information to better manage crop maintenance, water consumption and fertilizer and pesticide applications," said André Chkeibane, country manager for Libatel Lebanon. "This improved efficiency supports sustainable-agriculture, while maximizing yields for producers, and this project with Chateau Kefraya will demonstrate specifically how the IoT can benefit Lebanese vineyards."

"Kerlink's low-power, wide-area network solutions can be customized for virtually any project, from nationwide deployments to small local networks and indoor applications," said Stephane Dejean, chief marketing officer for Kerlink. "Working with Libatel on this proof-of-concept in Lebanon's first smart-agriculture IoT deployment provides a concrete case study that illustrates the flexibility of our solutions, their simple rollout and the critical information they help collect and deliver."

LoRaWAN™ is a Low Power Wide Area Network (LPWAN) solution for wireless, bidirectional and secure connectivity of battery-powered devices in local, regional or national networks. The technology also enables device native geolocation using the radio network and geolocation-ready LoRaWAN™ gateways, like other references available in Kerlink's portfolio. End users receive strong support from the LoRa Alliance™, a global, 500-member-plus ecosystem of companies and organizations that share their experiences operating the network and that provide the different building blocks of successful end-to-end IoT solutions.

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## About Kerlink

Kerlink, a co-founder and board member of the LoRa Alliance™, specialises in network solutions for the Internet of Things (IoT). Its mission is to provide its clients – telecom operators, businesses and public authorities – with equipment, software and services to design, launch and operate IoT networks. Over the past three years, Kerlink has invested more than €8 million in R&D. In just over 10 years, more than 70,000 Kerlink installations have been rolled out for more than 260 customers, including major telecom operators such as Tata Communications, and utilities such as GrDF and Suez. The company's solutions are enabling IoT networks worldwide with major deployments in Europe, South Asia, South America and New Zealand. In 2016, Kerlink generated revenues of €14.1 million, 25 percent internationally. Since 2013, it has posted average annual growth above 50 percent. Kerlink 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 [www.kerlink.com](http://www.kerlink.com) or follow us on Twitter @kerlink\_news.

## About Libatel

Libatel Group, established in 1977, is a leading provider of Information and Communications Technology in the Middle East and the Gulf. We consult, design, implement and support unified communications, contact centers, data/networking, structured cabling, data centers, dealing rooms, software solutions, cloud computing, transmission systems, video surveillance, video conferencing, access control, digital signage, control rooms, IPTV, network security and IoT solutions.

From large-scale, complex full-service assignments, to smaller more specialized projects, we help organizations run more productively. Visit [www.libatel.com/](http://www.libatel.com/).

## About LoRa Alliance™

The LoRa Alliance is an open, non-profit association that has grown to over 500 members since its inception in March 2015, becoming one of the largest and fastest-growing alliances in the technology sector. Its members closely collaborate and share experiences to promote the LoRaWAN™ protocol as the leading open global standard for secure, carrier-grade IoT LPWAN connectivity. With the technical flexibility to address a broad range of IoT applications, both static and mobile, and a certification program to guarantee interoperability, LoRaWAN™ has already been deployed by major mobile network operators globally, with continuing wide expansion in 2017. For information about joining the LoRa Alliance, please visit [www.lora-alliance.org/join](http://www.lora-alliance.org/join).

## About LoRaWAN Technology

The technology used in a LoRaWAN™ network is designed to connect low-cost, battery-operated sensors over long distances in harsh environments that were previously too challenging or cost prohibitive to connect. With its unique penetration capability, a LoRaWAN™ gateway deployed on a building or tower can connect to sensors more than 10 kilometers away, or to water meters deployed underground or in basements. The LoRaWAN™ protocol offers unique and unequalled benefits in terms of bidirectionality, security, mobility and accurate localization that are not addressed by other LPWAN technologies. These benefits are enabling the diverse use cases and business models that continue to grow deployments of LPWAN IoT networks globally. For more information, please visit [www.lora-alliance.org/what-is-lora](http://www.lora-alliance.org/what-is-lora).

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Upcoming event

**2017 full-year revenue: 30 January 2018 after market**

[www.kerlink.com](http://www.kerlink.com)



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