

# Smart-City Solution Built by Kerlink & Pilot Things Wins Award for Bordeaux Metropolitan Authority

System Combines Internet of Things Sensors, Wirnet™ Stations and Dedicated Applications For Cities to Quickly Act on Their Energy-Savings and Quality-of-Service Goals



## PRESS RELEASE

**Paris** – May 16, 2019, 06:00 p.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), and **Pilot Things**, a software company, today announced their collaboration on a smart-city network in France won an award for the Bordeaux Metropolitan Authority.

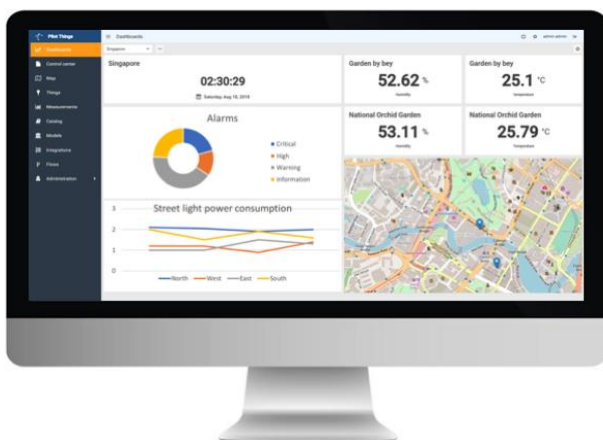
Their smart-city control center features quick and easy deployment of key use cases like smart parking, smart lighting and smart buildings. The system's jointly developed application-programming interfaces (APIs) access an integrated package combining the two companies' technologies for simple deployment and management of smart-city applications and for collecting, monitoring and acting on data from more than 200 pre-installed, ready-to-use LoRa® sensors.

The tightly integrated end-to-end solution combines Kerlink's [Wirnet™ Stations](#) and Pilot Things' software to enable smart-cities to analyze data on a variety of vital city services. Called Things as a Service (TaaS), the system was installed in a smart-city trial system in Bordeaux, France's ninth-largest city.

The pilot program, which relies on the LoRaWAN™ network's low-power, wide area (LPWA) networking protocol, was recognized by Solutions Numeriques magazine with the Digital Transformation Trophy in 2019.

The deployment included approximately 500 sensors connected to more than 200 public street lights, e-vehicle charging stations, refuse-sorting containers, waste bins and public buildings near Bordeaux's new outdoor *Matmut Atlantique* stadium and arena. Following a successful six-month trial of the smart-city network, the regional authority, Bordeaux Métropole, expanded it across the larger metro area.

Authority officials expect to decrease electricity consumption and to tailor a range of services to make city operations both more efficient and more convenient for residents.



In addition to using private and public networks to connect sensors to its platform, Pilot Things offers a catalog of pre-integrated sensors. It also creates digital avatars of each of its sensors that are used in online tutorials to explain to field operators how their IoT networks are functioning.

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“Partnering with innovative companies in the IoT ecosystem to create responsive, reliable solutions for our joint customers is a pillar of Kerlink’s global growth strategy,” said Stéphane Dejean, chief marketing officer at Kerlink. “Starting with our customers’ specific needs, we combine our expertise in verticals to develop tailored and intuitive services that create value for the end-user. As the Bordeaux Métropole trial and subsequent network rollout show, the combination of Pilot Things’ platform and Kerlink’s IoT network solutions is a complete, robust and reliable offering for smart-city programs.”

“Pilot Things carefully evaluates and integrates technology from many proven suppliers so we can help smart-cities build and operate the best networks available,” said CEO Eric Szymkowiak. “Kerlink stations, deployed around the world, ensure our customers of the system performance, reliability and flexibility they require.”

## About Kerlink Group

Kerlink Group is a global leading provider and designer of end-to-end connectivity solutions for the Internet of Things (IoT), serving telecom operators, private businesses and public authorities worldwide. Its growing suite of turnkey IoT services offers network design and operational management software that maximizes the performance of its market-leading, carrier-grade infrastructure offering. The Group, widely recognized for its IoT expertise, also continually introduces innovative value-added services, such as outdoor and indoor geolocation, remote end-device management and low-power IoT reference design, which enable its customers to quickly bring to market IoT-ready devices and to imagine innovative business models to capture the value of the IoT. Kerlink recently acted as a solution catalyst and designer to bring to market with its sensors and applications partners a set of integrated solutions to answer specific business challenges faced by private companies and smart cities.

In just over 11 years, more than 120,000 Kerlink installations have been deployed in more than 69 countries. Kerlink is supplying more than 330 customers worldwide, including major telcos such as Tata Communications, and service providers such as GrDF and Suez. The company’s solutions are enabling major deployments in Europe, South Asia, South America, Japan and Oceania. Kerlink, a co-founder and board member of the LoRa Alliance™, has invested more than €16 million in R&D over the past five years. It has been listed on Euronext Growth Paris since May 2016 and entered the 150 fast-growing French SMEs “EnterNext PEA-PME 150” index in 2017. In 2018, it joined the “Tech 40 index”, which recognizes the top-performing tech SMEs on Euronext’s markets in Amsterdam, Brussels, Lisbon and Paris.

For more information, visit [www.kerlink.com](http://www.kerlink.com) or follow us on Twitter @kerlink\_news.

## About Pilot Things

Pilot Things’ key value proposition is to digitalize cities and factories by automatically and easily transforming physical sensors to data (Things as a Service technology). We have built a catalogue of pre-integrated sensors for a plug-and-play Internet of Things networks. Our customers use this data to create new use cases or feed their information systems with real-time information.

Pilot Things’ technology was developed over two years with international R&D labs and in partnership with manufacturers and IoT solution providers like Kerlink. Pilot Things supports [oneM2M global IoT standard](#) used by numerous cities worldwide.

The software company serves customers in France, the US and Canada and is expanding in Asia and India.

For more information, visit [www.pilot-things.com](http://www.pilot-things.com) and follow us on Twitter @pilotthings

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GROWTH

**Upcoming events**

H1 2019 Revenue: 23 July 2019, after market close

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