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How “Kerlink” is being seen as the “One-Stop-Shop Provider” of “LoRaWAN end-to-end IoT Network Solutions”?

William Gouesbet, CEO, Kerlink

Kerlink Group is a leading global provider of end-to-end network solutions for the Internet of Things (IoT), serving telecom operators, businesses, and cities worldwide. ANetwork (LPWAN) equipment, software, and services space. Based in France, Kerlink has subsidiaries in the USA, India, Singapore, and Japan. In mere 15 years, the group successfully deployed more than 120,000 Kerlink installations, in over 69 countries. Kerlink, supplying to more than 330 customers globally, enables major deployments in Europe, South Asia, South America, Japan, and Oceania. The group, being a co-founder and board member of the LoRa AllianceTM, has been on the Euronext Growth Paris listing, since May 2016. Today, digitization is transforming the network landscape, bringing in deep, radical, disruptive – and difficult to anticipate – changes: IoT, cloud/edge computing, big data, robotics, AI, machine learning, and blockchain are the key technology trends that, when combined, act as a game changer, challenging the way people currently interact, work, move and do business. This nexus of technologies is what enabling the smart businesses today to accelerate the definition and implementation of new business models, improve productivity and efficiency of all these players for the benefits of their customers, users, and customers. An instance depicting this is Kerlink partnering the Australian branch of Legrand, the French global electrical appliances company, to launch its value-added applications like geolocation - for indoor and outdoor seamless track-and-trace purposes - and device management - for remote management of devices on the field. Kerlink, being an IoT connectivity network and management software company, has its value proposition relying on two pillars. Firstly, the group, bringing together the best in the class of industrial-grade network equipment (Indoor and outdoor LoRaWAN Wirnet gateways) and the best-of-breed network management and orchestration tools (Wanesys software), connects thousands of sensors and processes millions of messages daily. Secondly, Kerlink offers its Low Power IoT Reference Design to device manufacturers and sensor makers - to ensure that they can connect the network appropriately and efficiently - and proposes its complete portfolio of IoT network solutions, turnkey and packaged solutions. Kerlink connects the assets in a cost-efficient and future-proof way. LPWAN technologies like LoRaWAN enable a wide array of use cases that can directly contribute to increasing the productivity and efficiency of all these players for the benefit of their citizens, users, and customers. At Wavecom, William, who rose from a software and hardware engineer working on Global System for Mobile communication (GSM) and General Packet Radio Service (GPRS) design platforms to project manager and site coordinator at Wavecom’s Rennes facility, held day-to-day oversite of the technical, legal, financial, marketing and purchasing departments. Prior to this, William was at Nortel Networks’ R&D center for Global System for Mobile communication (GSM) / Universal Mobile Telecommunications System (UMTS), where he helped develop software for base transceiver station test benches. He also served as a hardware engineer at Mitsubishi Electric’s Rennes site, where he helped develop a range of mobile phone accessories, such as hands-free kits, car chargers, travel AC/DC chargers, and desktop chargers. Kerlink, with its end-to-end connectivity expertise, stands out amongst its competitors with its complete portfolio of IoT network solutions, turnkey and packaged solutions, proposed through fully flexible financial models, mixing Opex, Capex and hybrid models, to fit customer requirements depending on its timeline, scale, financial targets, operational budgets, and organizational structure. Kerlink is a proactive and flexible multi-technology provider in the IoT ecosystem, focusing on vertical markets – like smart building, smart asset tracking, smart parking, smart lighting – and will keep on enriching this portfolio to cover many sectors with its partners - energy, agriculture & environment, transportation & logistics, industry & manufacturing, building & facilities, and cities.