Avnet Silica develops partnerships to provide full range of edge-to-enterprise IOT connectivity solutions

Avnet Silica extends its line card, partnering with Arkessa, UbiquiOS and Spica Technologies, and broadens its agreement with Sierra Wireless to provide connectivity for M2M and IOT solutions

Poing, Germany, 21 July 2016 – Avnet Silica, an Avnet, Inc. (NYSE: AVT) company, today announces partnerships with Arkessa, a leading M2M managed services provider; Spica Technologies Ltd, who offer cloud based service solutions to capture, manage and present data; and UbiquiOS, supplier of embedded software to manage local connectivity and connectivity to the cloud. Avnet Silica has also signed an additional agreement with Sierra Wireless to expand the scope of products and services to include Sierra Wireless' entire device to cloud offering. Avnet Silica now provides Sierra Wireless SIM and Connectivity services, as well as Internet of Things (IOT) cloud platform services, in addition to the existing hardware cellular module business across Europe.

With the successful launch of Visible Things at Embedded World in Germany this year, Avnet Silica endeavours to become a key partner for customers looking for the complete edge-to enterprise solutions, from the chip level design, right through development and manufacture, ending in connected intelligent devices that can be deployed, monitored and managed out in the field.

"It is important to us to align to and partner with the right suppliers so we are able to offer the right technologies to support our customers," said Philippe Fremont, vice president Technical Marketing, at Avnet Silica. "These new partnerships with data connectivity, cloud services and embedded connectivity software companies along with the extension of the Sierra Wireless product range available through Avnet Silica, positions us as the most well-positioned distributor to offer a full range of technology and services to accelerate the development and deployment of edge-to-enterprise IOT projects."

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Arkessa

The partnership with Arkessa adds secure global connectivity service to Avnet's integrated hardware and embedded software portfolio. This gives OEM companies the ability to design, develop and connect smart sensors and embedded devices and gateway solutions over cellular networking technologies, through to cloud and enterprise software applications. The Arkessa service offering enables OEMs and end users to access global radio network connectivity through a single provider. Managing large scale and multi-network connections via a single user interface simplifies product development and deployment.

"Avnet Silica and Arkessa are both dedicated to making it as easy as possible for customers to connect and scale their IOT products and solutions wherever they are in the world," commented Andrew Orrock, Arkessa CEO. "Avnet Silica's Visible Things Platform and their commitment to innovation coupled with Arkessa's proven track record makes this a compelling partnership for IOT solution development and operation in the field whether it be high-data or low-data applications."

Spica Technologies Ltd

Spica Technologies offers its devicepoint™ IOT application framework, which provides a set of composable services that can be configured to deliver any number of IOT solutions. Enabling customers to connect their devices into the cloud, and realise business value from IOT data in record time. Key features of devicepoint™ include: secured encrypted messaging, user security, white labelling, a comprehensive set of dashboards, and the ability to quickly and simply generate external reports and analytics, all in a monthly subscription cloud-based platform. Spica also offers "Professional Services" focussed on helping customers prototype, pilot and launch solutions as quickly and cost effectively as possible.

"We are excited to be working in partnership with Avnet Silica and providing decicepoint™ as a core component of the Avnet Visible Things proposition," added Tim Streather, sales and marketing director, SPICA Technologies.

UbiquiOS

The UbiquiOS connectivity platform is a user-friendly, cost effective, and secure software stack for embedded wireless applications. The stack can run on bare metal or in a RTOS and has been optimized for Cortex-M, Intel Quark and Microchip PIC32 MCU's and supports BT, BLE, WiFi and cellular transceivers. In addition, the stack makes for easy integration into the leading cloud platforms for presentation of data and management of networks. The UbiquiOS solution can shorten time to market and provides a complete connectivity solution saving development time and money.

Rusty Stapp, vice president of business development at UbiquiOS pointed out, "Here at UbiquiOS Technology we are excited to partner with Avnet Silica to address the growing IOT market and deliver embedded wireless solutions. The breadth of semiconductor solutions offered by Avnet Silica combined with UbiquiOS' unique connectivity stack with unmatched interoperability, compactness and ease of use will allow developers the widest range of IOT development options in the industry."

Sierra Wireless: Services and Connectivity
Sierra Wireless offers a comprehensive portfolio of 2G, 3G and 4G embedded modules and gateways. These seamlessly integrate with its secure cloud and connectivity services, providing a complete device to cloud solution. Sierra Wireless is a global Mobile Virtual Network Operator (MVNO), with extensive coverage throughout Europe. The SIM cards support connectivity services on 2G/3G and many 4G networks with a complete set of IOT-specific data and security services. The secure AirVantage IOT Cloud platform provides a complete application enablement service delivering data from connected assets in the field to the enterprise, along with complete SIM subscription and device management services, allowing customers to manage their deployed and future IOT applications.

 "The combination of Avnet Silica's market reach and support capabilities with Sierra Wireless' integrated cloud and connectivity services and cellular hardware offering creates a fast track for bringing IOT projects to market. This extended offering will power the full IOT device to cloud value chain," said Andrew Suttle, vice president, global distribution, Sierra Wireless.

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About Avnet Silica

Avnet Silica is the European semiconductor specialist division of Avnet, Inc., one of the leading global technology distributors, and acts as the smart connection between customers and suppliers. The distributor simplifies complexity by providing creative solutions, technology and logistics support. Avnet Silica is a partner of leading semiconductor manufacturers and innovative solution providers over many years. With a team of more than 200 application engineers and technical specialists, Avnet Silica supports projects all the way from the idea to the concept to production. For more information, visit http://www.avnet-silica.com

About Avnet, Inc.

From components to cloud and design to disposal, Avnet, Inc. (NYSE:AVT) accelerates the success of customers who build, sell and use technology globally by providing them with a comprehensive portfolio of innovative products, services and solutions. Avnet is a Fortune 500 company with revenues of $27.9 billion for the fiscal year 2015. For more information, visit www.avnet.com.

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