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## Strategic Partnerships and Agreements

The Eurotech Group focuses on development of cutting-edge technologies creating a pathway to the advanced pervasive computing environments. We work with our customers and our partners to provide accurate strategic planning.

Our constant collaboration with front-line industrial partners allows the Group to take on the ever shifting challenges posed by technological progress.

We have long term relationships with the major firms who provide the underlying technology to drive the pervasive computing environment of the future.

### Links

- ▶ Eurotech USA
- ▶ Eurotech United Kingdom
- ▶ Eurotech Italy
- ▶ Eurotech France
- ▶ Advanet (Japan)
- ▶ Dynatem (USA)

### IBM, Websphere and Enterprise Systems

IBM and The design centers of Eurotech have had a long and productive relationship, which has matured to active participation in the Smarter Planet Initiative and development of our ESF Middleware Enterprise Connect features.



### Intel Intelligent Systems Alliance, and alliances for high performance computers

Eurotech is an Associate Member of the Intel Intelligent Systems Alliance. Our work with Intel for HPC systems has achieved [Intel Cluster Ready Certification](#) for Aurora.



### Microsoft Embedded Windows Partnership

Six time Embedded Partner of the Year, we can support your x86, PPC, ARM or Atom™ Embedded Windows® project.



### Wind River, Part of Intel

Our close relationship with Intel merged naturally with our selection of Wind River as the provider of our preferred Linux distribution.

**WIND RIVER**

### **CISCO** Solution Technology Integrators

As a Solution Technology Integrator, Eurotech will have access to Cisco engineering and sales resources, to ensure a smooth development and validation process to bring Eurotech's products to transportation agencies, municipalities and solutions integrators quickly. As a member of Cisco's Solution Technology Integrator programme, Eurotech will be able to offer its customers a product that takes full advantage of Cisco's mobile access technology, which is a sector standard. Building the DuraMAR family on Cisco technology has always been an important selling point; this agreement builds on Eurotech's longstanding relationship with Cisco and further enhances the value and quality the group delivers to customers seeking next-generation solutions.



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## Eurotech and IBM Contribute Software to Connect Next Generation of Wireless and Mobile Devices

Eclipse Contribution to Create New Standard that Connects Internet of Things

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**LUDWIGSBURG, Germany - 03 Nov 2011:** IBM (NYSE: [IBM](#)) and Eurotech (ETH.MI) today announced that they are contributing software to accelerate and support the development of a new generation of smarter wireless and mobile devices. The technology, which could become the basis for a new standard of mobile connectivity and interoperability, will be contributed to the Eclipse Foundation open source community.

The [Eclipse Foundation](#), founded by IBM in 2001, is celebrating its 10th anniversary at EclipseCon in Germany.

Originally developed by [IBM](#) and [Eurotech](#), the contributed [Message Queuing Telemetry Transport \(MQTT\) protocol](#) is in use today among some industrial, mobile, and consumer applications, providing reliable device connectivity in industries such as transportation, energy, military, financial, social media and medical. Uses of MQTT range across projects as diverse as real-time monitoring for a ConocoPhillips pipeline, to a new lightweight mobile messaging application for [Facebook](#).

Billions of embedded devices – from RFID tag readers, smartphones and cardiac monitors to [GPS-aware systems](#), thermostats and smart appliances – can be interconnected to one another. Fueled by rapid growth in wireless broadband connectivity, this number is rapidly expanding. There are more than nine billion connected devices in the world today and according to a recent study conducted by Ericsson AB, that number is expected to reach 50 billion by 2020. (1)

Many of these devices tend to be industry focused and tied to proprietary technologies and platforms, making true connectivity a complex task. Further, there is an influx of instrumented products, such as power meters and washing machines some of which do not yet have access to the power of the internet. By connecting all of these devices with an open-source, cross-industry messaging technology, there is potential to create new systems of systems that can operate with one another like never before. This would help organizations more easily embrace growth opportunities across a wide range of industries, including retail, healthcare and automotive where the use of mobile and wireless devices are transforming the way they work.

For instance, today's smarter cities allow existing systems to alert operators of a broken water main and report the extent of flooding in streets and subways. However they are often closed systems. An open messaging protocol can be used to openly publish these events, enabling public and private transit systems to share and monitor these critical alerts. As a result, agencies would be able to adjust traffic signals, change routes, and notify commuters of alternative routes, transportation, lodging and meals on their mobile devices.

The architecture that the contributed technology enables can adapt easily to existing systems and provide a new level of connectivity across a wide range of systems – without requiring significant programming or reconfiguration of legacy monitoring systems.

"Just as Hypertext Transfer Protocol (HTTP) enabled open communication over the internet, we believe the creation of an open protocol for messaging can do the same for smarter systems," explains Mike Milinkovich, executive director, Eclipse Foundation. "History has proven that driving open standards, such as IBM and Eurotech's contribution to Eclipse, is a proven strategy for rapid and widespread industry adoption."

Based on an industry proven open protocol, the MQTT technology will provide the missing piece needed to usher in this new level of accessibility and connectivity among systems, and enable the creation of next generation Machine-to-Machine (M2M) solutions.

### Open Communities Are Essential to Advance Connectivity and Open Markets

To further accelerate the development of these next generation products, Eurotech and IBM are also announcing that they will join as founding members with Sierra Wireless in a new [Machine-to-Machine Industry Working Group](#) at the Eclipse Foundation. The goal of the M2M Industry Working Group is to create an open development environment that will make it easier to integrate and connect systems of systems.

A scalable protocol like MQTT will bridge a wide range of platforms and devices including embedded, mobile, Web 2.0 and Enterprise IT. When backed by the open source community, it will allow system developers and integrators to usher in the next generation of applications with higher levels of innovation and functionality in order to create smarter buildings, industries and cities.

"As a founding member of the M2M Industry Working Group, Sierra Wireless is working together with IBM and Eurotech to advance the creation of software that simplifies and accelerates the creation of M2M applications," said Emmanuel Walckenaer, senior vice president and general manager, Solutions and Services for Sierra Wireless. "Open source contributions to the Eclipse community give developers confidence in the long term viability, continuous innovation, and ongoing community support of their M2M software platform."

The Eclipse Foundation became an independent not-for-profit corporation in 2004. Since then, it has transformed the software industry. The Eclipse community has played a critical role in IBM's product development. Over the last ten years, IBM has shipped more than 800 products based on Eclipse technology.

The IBM and Eurotech project proposal for their contribution is available at: <http://www.eclipse.org/proposals/technology.paho>.

For more information on IBM's open source initiatives, visit: <http://www.ibm.com/opensource>.

For more information on Eurotech, visit: <http://www.eurotech.com>.

For more information on Eclipse, visit: <http://www.eclipse.org>.

For more information about Sierra Wireless, visit [www.sierrawireless.com](http://www.sierrawireless.com).

For more information on the role that MQTT messaging technology is playing in helping to build a smarter planet, visit <http://mqtt.org>, or view the video [Messaging for a Smarter Planet](#).

(1) Ericsson AB "Infrastructure Innovation - Can the Challenge be met?" Sept 2010

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