

QMIC AND SAGEMCOM PARTNER TO DELIVER IOT SOLUTIONS GLOBALLY

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In an effort to extend its commitment to providing the best services and solutions in the field of Internet of Things (IoT), Qatar Mobility Innovations Center (QMIC) signed a Memorandum of Understanding with International French-based technology provider Sagemcom. This MoU sets forth an elaborative framework of co-operation between the two entities to deliver comprehensive IoT solutions on a global scale, take advantage of QMIC's comprehensive Labeeb IoT platform across multiple domains, and utilize Sagemcom extensive Low Power Wide Area Network (LPWAN) IoT portfolio of LoRaWAN™ solutions, branded under SICONIA™, such as multi-sensors devices, Gateways, network server, and Geolocation solver, to name a few.

Through a combination of efforts that will leverage the technical strength and business outreach of both parties, the technologies and solutions produced as a result of this partnership will be delivered globally with a focus on the MENA and Eastern European regions. A key aspect of this agreement will be the utilization of QMIC's comprehensive Labeeb IoT platform and other IoT vertical solutions across various domains and sector like transportation, asset management, tracking, smart cities, and others. This comes hand-in-hand with the benefits and additional value provided by Sagemcom's wide array of Carrier Class IoT solutions.

QMIC has been deeply involved in shaping the local and regional IoT market over the past years. Due to its expertise across different sectors and fields. Labeeb IoT, in specific, serves as an innovative IoT platform for entrepreneurs, enterprises and cities, the first of its kind in the Middle East. It already delivers several applications targeting Smart Cities and Industrial IoT segments.

Sagemcom is an innovative and well-recognized international leader in the industrial Smart City, and Smart Nation market, thanks to its combination of Smart Metering, Smart Infrastructure solutions, and its full end-to-end IoT Low Power Wide Area Network (LPWAN) products portfolio, ranging from infrastructure solutions, such as Carrier-Grade Gateways enabled for Geolocation, LoRa™ Network Server (LNS), Geolocation Solver, in addition to small and cost efficient Multi-usage IoT devices.

The MoU was signed by Dr. Adnan Abu-Dayya, Executive Director (CEO) of QMIC, and Eric Rieul, CEO of Sagemcom Energy & Telecom SAS.

On this occasion, Dr. Adnan Abu-Dayya commented "*QMIC was founded with the goal of using digital innovations to enable smart living. Establishing partnerships with key global entities like Sagemcom is a critical step towards achieving our goal at global scale. As the first pure-play IoT technology enterprise in the MENA region,*

we look forward to combining our knowledge and leading digital platforms with Sagemcom's innovative products to deliver end-to-end IoT solutions that can address pressing challenges and problems in different market domains."

"This promising collaboration reinforces Sagemcom's vision and strategy of the LPWAN IoT for addressing MENA region, enabling fast, flexible and cost efficient deployments on many different industrial market verticals. Tightening partnership with such well recognized institution as QMIC is part of our strategy for strengthening our footprint in Middle-east, by listening and adapting to the local needs." says Eric Rieul, CEO of Sagemcom Energy & Telecom.

QMIC and Sagemcom will work hand-in-hand through utilizing their expertise in the field of IoT. Labeeb IoT supported by Sagemcom's leading technology will establish an unprecedented advancement towards reaching and establishing global platforms and solutions. Moreover, both entities will play their part in enhancing and assisting the development of the IoT environment by supporting and engaging with IoT-focused bodies, innovation hubs and entrepreneurs' communities as well as others who are interested in this rapidly growing field.

About Sagemcom

A French high-tech group of international dimensions, Sagemcom operates on the broadband (set-top boxes, gateway multi-gigabit), smart city and Internet of Things (founding member of LoRa Alliance) markets.

With a revenue of 1.8 billion euros, Sagemcom employs 4,000 people on five continents and ships every year more than 31 million terminals. Sagemcom aims to stay a world leader in communicating terminals with high added value.

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