

Qowisio joins the LoRa alliance and launches the first UNB/LoRa dual mode network for the Internet of Things.

After raising €10M in June 2015, the French start up (founding shareholder of the Iot and member of French Tech Angers) announces the launch of the first network integrating its Ultra Narrow Band (UNB) technology with the LoRa technology. Qowisio joins the LoRa Alliance for native integration of the Semtech LoRa technology with its UNB receiver gateways. With the supply of this new dual mode public network, Qowisio brings a unique and innovative solution, linking two powerful and complementary technologies for national and international coverage. The main objective is to meet the needs of IoT project developers.

Qowisio, just like Sigfox, owns its own UNB technology and wishes to offer its clients the best connectivity choice and maximum operational flexibility. As its CEO, Cyrille Le Floch, tells it: "Our aim is to offer the best UNB and LoRa network and in the future to deploy our own 5G cellular technology. I think that the technology battles are futile. We've been solicited by a few start-ups that are reluctant today to commit to a single technology. After exploring separately the Sigfox and LoRa solutions, these start-ups are searching for solutions that don't commit them to a technology impasse in the future. Qowisio understands their approach and offers them an almost immediate interoperable solution." Qowisio assists its clients by developing solutions: from connected sensors (hardware and software) to platforms up to user interface bricks. The start-up offers them a full "marketplace", essential for balancing hardware and software applications. "At least every three months our developer clients, SMEs, large accounts, operators, etc., are launching connected devices related to an IoT connectivity service with very favorable economic conditions," adds Cyrille Le Floch.

An economic model appropriate for new emerging needs

The creators of devices today have no visibility on the economic model of operators. The pricing of operators does not fit new needs, such as the package per item and per year legacy of mobile telephony. The number of use cases is still unknown to date and projects are sometimes very atypical: "We see the emergence of use cases that still do not exist today out of step with conventional cases cited by our competitors," emphasizes Guillaume Houssay, CEO and Co-founder of Qowisio. Two months after it announced the opening of a public network in France, the demand for connecting devices has exploded. The aim is now European and U.S. development, which will certainly be supported by a new wave of fundraising. The end of the year looks very promising!

About Qowisio

Qowisio is a start up specializing since 2009 in low-cost, low-energy consumption wireless networks to connect devices between themselves, with an international presence in 29 countries located in Africa, the Middle East and Eastern Europe. In June 2015, Qowisio raised €10M to launch its first low-speed and long-range public network in France. Qowisio is a shareholder and founding member of the IoT City and a member of French Tech (#IoT Tech) in Angers.

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