Profile Status: Published

Technology Request

Applications for connecting with the internet of things.

Summary

Dutch telecom company with a Long Range Lo Power (LoRa) and Long Term Evolution (4G), category M1 (LTE-M) network is interested in supporting new internet of things applications with the use of LoRa and LTE-M technology. The company is looking for Open Innovation cooperation in offering solutions consumers to connect to their nearest and dearest, like their pets, or their favorite assets. Cooperation based on a commercial agreement with technical assistance.

Creation Date	26 March 2018
Last Update	26 April 2018
Expiration Date	27 April 2019
Reference	TRNL20180308001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fcacfdeb-ca4e-4035-ae3d-3151fa7cf49c

Details

Description

This Dutch telecom company has a national LoRa and LTE-M network. The company is interested in products, applications or other solutions that could benefit of these networks.
LoRa stands for long range, low power. This internet of things connection has been specially developed to exchange small amounts of data between objects and systems. A single LoRa module can send more than 10 years' worth of data using just two batteries. This provides an economical way to gain insights into the status of your 'things'.
LTE-M is the next-generation connectivity to support the Internet of Things with advanced features like low latency, low battery usage & voice support. LTE-M is also crucial for medical data exchange, energy networks or wearables. LTE-M allows to send and receive all essential data inexpensively, securely and in a future-proof manner.

Consumer needs:
- People now are more connected than ever, the next stage is to connect with the most beloved assets
- Monitor peoples life independent of the place of a person and to share this with family members.
- Never again worry about losing the things people love the most

The company knows all about Internet of Things in the consumer market and is looking for cooperation with developers of Internet of Things applications with non intrusive, small sized, wearable solutions with track and trace functionalities.
With the cooperation partner the company will explore possibilities to co-create, resell or other alternatives, creating win win situations. The company aims for a scalable solution to be sold in

big quantities in Retail and online in the Netherlands.
Cooperation based on commercial agreement with technical assistance.

This technology request is an innovation challenge and is published on an open innovation platform until May 25th 2018. If an organisation does express interest in cooperation with this firm before that date, it will be guided towards this open innovation platform on which one can get in touch via a chat function with the company. Mind that posts on this platform are not confidential.
Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SME's with whom they would like to cooperate in the development of a solution.
Once the challenge is closed, EOI's for this technology request will be treated in the traditional way.

Technical Specification or Expertise Sought

Developers of (wearable) Internet of Things applications
Purposes :
• The company is looking for business opportunities for innovative, Consumer oriented Internet of Things solutions, based on LoRa or LTE-M. Think of wearable devices and/or applications to track, monitor and/or secure objects, animals, properties but also solutions to help elderly people.
• It's a ready solution or at least a working Minimal Viable Product
• It must be an easy scalable solution
• Being a multifunction device is a pre, but needs at least a track & trace feature included.
• Demonstrate the main use cases in an app (can be a clickable demo or photoshop-driven demo).
• Designed with API's (Application Programming Interface) to connect to an eco-system and/ or other Internet of Things solution.
• It can be a finished consumer product, but it can also be a smart component for existing or new retail/consumer products like wearables, clothes, bags, healthcare solutions etc.

Stage of Development

Concept stage

Comments Regarding Stage of Development

At least a minimal viable product

Keywords

Technology

01003021	Remote Control
01003025	Internet of Things
01004001	Applications for Health
01006005	Network Technology, Network Security

Market

07001007	Other leisure and recreational products and services

NACE

J.61.2.0 Wireless telecommunications activities

Network Contact

Issuing Partner

ZACHODNIOPOMORSKI UNIWERSYTET TECHNOLOGICZNY W SZCZECINIE

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Open for EOI : Yes

Dissemination

Send to Sector Group

Materials

Client

Type and Size of Organisation Behind the Profile

Industry >500

Year Established

2000

Turnover

>500M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

Developers of (wearable) Internet of Things applications interested in start-up and marketing support

Type and Size of Partner Sought

SME 11-50,Inventor,R&D Institution,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Commercial agreement with technical assistance

Attachments