

Kerlink Announces Dutch Technology Specialist MCS Will Extend Existing Partnership to Value-Added Distribution Agreement, Enhancing Promotion of its Internet of Things Solutions



PRESS RELEASE

Barcelona, Spain – Feb. 26, 2018, 6:00 p.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), and **MCS**, a Dutch company that provides businesses and system integrators with industrial IoT (IIoT) solutions and private communication networks, today announced MCS will extend their partnership to a value-added distribution agreement to offer Kerlink's IoT network and solutions portfolio.

The development of this partnership is part of Kerlink's commitment to grow its value-added distributor (VAD) network to extend its business reach to new markets or new geographical territories where the company does not have sales operations. Kerlink also aims at accelerating market penetration of LoRaWAN™ technology for private networks by relying on strategic partners who bring vertical end-to-end solutions and have a strong local presence in their markets.

MCS is a technology specialist and developer of IoT hardware that provides 24x7-managed platforms for its customers. It also installs and manages private IoT networks, such as Private LoRa®, Private GSM / GPRS and Private LTE. Its ITalks LoRaWAN™ server provides managed services and is designed for rugged, professional LoRaWAN™ environments. It also offers additional features that simplify the management of the LoRa® infrastructure.

The first deployment of [MCS ITalks](#) is a combination of infrastructure deployment and network-operation and management features for customers that leverage Kerlink's [Wanesy™ Management Center](#), [Wirnet™ Stations](#) and [Wirnet™ iBTS Compact](#) outdoor LoRaWAN™ gateways. MCS also has helped deploy private networks in the Netherlands using solutions bundled with indoor [Wirnet™ iFemtoCell](#) LoRaWAN™ gateway and [Wanesy™ Small Private Network](#) for use cases such as smart buildings, industry logistics and storage, and smart city applications in Rotterdam.

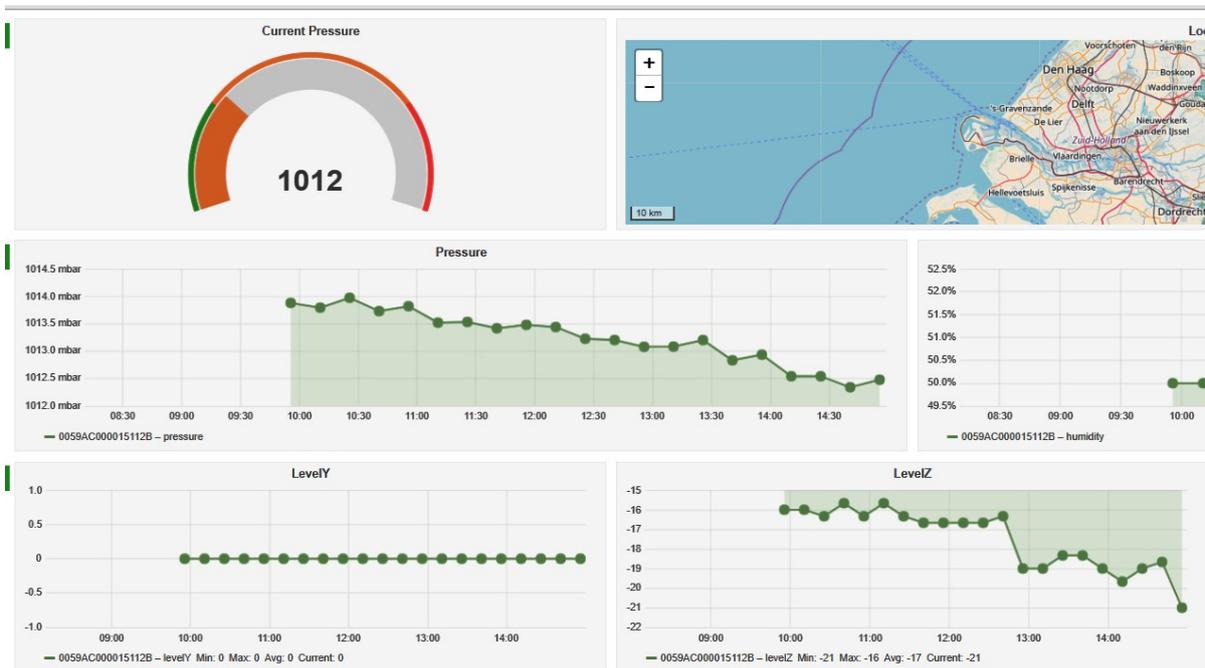
"MCS has worked with various IoT solutions providers, starting in the early days of LoRaWAN™," said MCS CCO Jasper den Hartog. "Kerlink was the most reliable partner for LoRaWAN™ infrastructures then and has continued to be, year after year. These kinds of partnerships support us in our growth strategy."

"Kerlink is delighted to partner with MCS, whose expertise and value-added offering will clearly accelerate the deployment of LoRaWAN™ networks in the Benelux, through outreach to private companies," said Emeline Lebon, Kerlink's global head of channel sales. "Its vertical solutions bring immediate benefits for end users, leveraging the long-range and low power consumption of the LoRa® technology."

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MCS ITalks Starter Indoor Lora® Full with Kerlink Wirnet™ iFemtoCell LoRaWAN™ Gateway



MCS ITalks IoT Suite User Interface

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About Kerlink Group

Kerlink Group is a global leading provider of end-to-end network solutions for the Internet of Things (IoT), serving telecom operators, businesses and public authorities worldwide. Its growing suite of turnkey IoT services includes network planning, design and operational management that maximizes performance of its market-leading, carrier-grade infrastructure offering. The Group, widely recognized for its IoT expertise, also continually introduces innovative value-added services, such as network-based geolocation, remote end-device management and low-power IoT reference design, which allows its customers to quickly bring to market IoT-ready devices and to imagine innovative business models to monetize their deployments.

In just over 10 years, more than 100,000 Kerlink installations have been deployed in more than 69 countries. In 2017 Kerlink supplied more than 330 customers, including major telecom operators such as Tata Communications, and service providers such as GrDF and Suez. The company's solutions are enabling IoT networks worldwide with major deployments in Europe, South Asia, South America and Oceania. Kerlink, a co-founder and board member of the LoRa Alliance™, has invested more than €10 million in research in the past three years. In 2017, Kerlink Group generated revenues of nearly €25 million, more than 50 percent internationally. Since 2013, it has posted average annual growth of more than 62 percent. It has been listed on Euronext Growth Paris since May 2016 and was added to the EnterNext PEA-PME 150, an index of 150 fast-growing French SMEs, in 2017.

For more information, visit www.kerlink.com or follow us on Twitter @kerlink_news.

About MCS

As a technology specialist, MCS facilitates its business partners and system integrators with (industrial) IoT solutions and private communication networks. We know the way in Private GSM, Private LTE, Private VoLTE and Private LoRa. We build tight-knit relationships with hardware suppliers, network providers, resellers and business partners. We believe in the power of collaboration and the sharing of knowledge. Because it brings you further. And us too.

Visit <https://www.mcs-nl.com/producten/internet-of-things/>

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Upcoming events

2017 Annual Results: 4 April 2018 after market

www.kerlink.com



MCS Press Contact:

Monika Verboon
+31 88 4375 520

m.verboon@mcs-nl.com



Kerlink's Investor contact:

Actifin
Benjamin Lehari
+33 (0)1 56 88 11 25
blehari@actifin.fr



Kerlink's Press and Market Analysts contact:

Mahoney Lyle
Céline Gonzalez
+33 (0)6 75 85 60 42
cgonzalez@mahoneylyle.com

Kerlink's Financial Press contact:

Actifin
Isabelle Dray
+33 (0)1 56 88 11 29
idray@actifin.fr



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