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IOT Special

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## 50 Most Promising IoT Solution Providers 2015

'Connectivity' is a pioneering idea that has revolutionized the technological landscape. Right from basic telephonic systems to advanced wireless accessories, everything revolves around an initiative to craft a connected world. Amid this large arena of connectivity, lies the booming landscape of Internet of Things (IoT) that has spread its wings to foster whole new era of intelligence.

Realizing this crucial need of intelligence, today's enterprises are embracing the concept of IoT to significantly improve business performance, profitability and customer-experience. Retailers, warehouse systems, and manufacturers have already employed IoT within their workspace and are experiencing benefits of the connected world.

In spite of its current limited coverage, experts of the IT industry foresee high demand for IoT deployments in the coming future. All along this

growth, is the emerging trend for Edge Computing in the field of IoT. Edge computing is an idea where one captures, processes and store the information locally. This allows organizations to filter out the inconsequential messages while also augment the value of existing data. The other advantages include—deployment of smaller and simplified sensors, and application of security at a local level.

Citing these innovative trends and expansion of IoT, the necessity for competent IoT solution providers has increased immensely. Subsequently, a number of companies have achieved distinction in delivering these services. In the last few months, we have come across hundreds of IoT solution providers and shortlisted some of the pioneering companies who have helped manufacturers, retailers and several other enterprises in tackling the IoT's impediments. We present you 50 Most Promising IoT Solution Providers 2015.



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#### Company:

Redpine Signals, Inc.

#### Description:

Provides an end-to-end solution for chipsets, modules, devices, cloud and application development

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#### Key Person:

Venkat Mattela,  
Chairman and CEO

#### Website:

[www.redpinesignals.com](http://www.redpinesignals.com)

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# Redpine Signals, Inc.

## A Single Source Solution for IoT Market

**T**oday, IoT market space exhibits “inch deep mile wide” phenomenon, signifying multifaceted market segments and each segment constituting a small volume of total IoT market, creating complexity for vendors to build sustainable business operations. Also, one of the challenges in IoT is to obtain the solution from one vendor that includes chipset, module, device and cloud with application support. Well-positioned to address the current necessity, Redpine Signals is providing the IoT community with wireless convergence solutions—with an idea of integrating all wireless protocols on to one silicon die. “This idea of single source solution with advanced chipset, certified modules, IoT platform and cloud at one place is the fundamental value proposition of Redpine,” begins Venkat Mattela, Chairman and CEO of Redpine Signals.

Although the company was initially started with the goal of providing combo connectivity chipset for mobile phones, Redpine has now developed the world’s first and most advanced combo chip for IoT space, M2MCombo™ chipset. The M2MCombo chipset, RS9113 supports dual band 802.11n Wi-Fi, Bluetooth classic, Bluetooth Low Energy, and ZigBee with ultra-low power profile on the same silicon die. “Our M2MCombo chipset functionalities and Red-



Venkat Mattela

government agencies,” adds Mattela.

The company’s newly launched IoT device maker platform, WyzBee®, addresses the system development challenges with a new concept of product synthesis, WyzBee THING cards and advanced cloud platform to create IoT applications rapidly. The platform offers multiple wireless protocols, flexible embedded software, advanced security features, enhanced debugging options, and power optimization tools—all in one highly integrated WyzBee platform. WyzBee is unique IoT platform as it can assist device makers with right tools, cloud and sensors to create an infrastructure that is cost-effective and provides a path for rapid device creation and deployment flow.

Redpine has been empowering clients to successfully tackle their IoT challenges by providing chipsets and system level products for wireless networks. As an example, the company provided one of their clients’, Ascom, a telecommunication organization, with advanced low power optimization in 5GHz feature support for their products. Redpine’s chipset powered Ascom’s flagship i62 phone which is popular in enterprise and hospital environments as industry’s first 5GHz phone. “Winning the business is one facet and keeping it active for a long time is a different aspect. We were able to provide value to our clients’ products with proper infrastructure and roadmap support,” says Mattela.

The company’s technology leadership and focused approach to fostering a culture of innovation has led Redpine to be an exclusive service provider in the IoT market. Redpine differentiates by providing silicon and firmware optimizations to their customers. “We have also created innovations at device level and new tools to optimize development time and cost,” notes Mattela. Moreover, the company has expanded to three business units—chipsets, modules, devices and services unit.

“At Redpine, our team displays 10x EEE (Expert Execution Efficiency) strength, which is radically engraved in the company’s culture for performing any task,” says Mattela. Redpine is also working towards noteworthy development in their WyzBee platform. In addition to that, the company will continue to drive their most integrated wireless chipset, RS9113 roadmap with lower power and minimalistic cost. “Redpine’s chipset expertise is the key part of our company, helping us in being a credible sustainable player in the IoT market,” concludes Mattela. 

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**This idea of single source solution with advanced wireless chipset, certified modules, IoT device maker platform and cloud at one place is the fundamental value proposition of Redpine**

pine’s team relentless focus on convergence research helped us in positioning ourselves ahead of others in the wireless space of IoT market,” explains Mattela. The company has also created wireless modules and received the certifications for FIPS 140-2 standards as well. “All the modules are industrial grade and certified for FCC/IC/CE/TELEC/SRRC which has helped us to create a dual-band Wi-Fi module for medical applications and with wireless deployments in