

M2M DataSmart and Multi-Tech Expands Developer Support to provide a “good start” for IoT Development.

M2M (Machine to Machine) Small and Midsized businesses need to get to Market Faster – M2M DataSmart and Multi-Tech is focused on making the IoT Development Process – Simpler and Easier for developers.

Del Mar, CA – March __, 2015 – M2M DataSmart is collaborating with Multi-Tech Systems, to launch accelerated M2M development serving SMB & Entrepreneurial Startup Original Equipment Manufacturers (OEMs). Both M2M DataSmart and Multi-Tech System have been long-time advocates in the IoT developer community. This partnership is another step to getting the hurdles out of the way for IoT developers. Going forward developers getting a new IoT hardware solution from MultiTech will receive it hot with full connection to Sprint’s cellular network through M2M DataSmart. No more having to get a carrier contract signed, no more having to getting the device activated, no more having to get the device provisioned for service – just turn it on and start your development.

Additional support is also provided through M2M DataSmart’s Development Lab. IoT Developers entering the Development Lab will have access to two key services in support of Multi-Tech hardware. IoT developers can enter DataSmart’s Development Lab and get front-end engineering services at a very low price (\$500 for 10 hrs.), developers entering the lab also get access to M2M DataSmart’s ‘SmartData’ device management portal at no charge. This portal allows developers to monitor usage in real time, develop onboarding processes, develop level 1 & 2 service SOPs and more.

“Our customers continue to find innovative ways to employ IoT technology to solve for their business problems while relying on Multi-Tech Systems hardware for their connectivity,” said _____, VP for Multi-Tech Systems. “DataSmart understands the IoT process, by collaborating with M2M DataSmart, we can provide startup OEMs and entrepreneurial developers a good entry point that might help them establish their IoT solutions quickly and efficiently.”

“The average OEM is an experienced provider in the technology required to field their application, but when developing IoT solutions with cellular devices it not that simple – but it’s where we can help”, said Marc A. Adams, Vice President for M2M DataSmart. We support our customers’ timeliness in getting to market quickly and by focusing what is are really some of the key hurdles to success – activations, device monitoring, level 1&2 support, on boarding, etc. Working with knowledgeable IoT partners, allows developers to get a head start on the IoT development process thus allowing the IoT developer to get to commercialization simpler and faster.”

About M2M DataSmart

M2M DataSmart is a wholesale wireless data service enablement provider for the emerging machine-to-machine (M2M) marketplace. The company’s core business is providing affordable network services (airtime data plans) that are tailored to the application. M2M DataSmart reduces time to market by providing customers with support in areas including CDMA hardware (module) selection, network access testing (development accounts), and assistance with certifying of the application on the Sprint network. M2M DataSmart is a privately held company based in San Diego, CA. For more information, visit www.m2mdatasmart.com.

About MUTLI-TECH SYSTEMS

Multi-Tech® Systems is a global manufacturer of a comprehensive line of external and embedded modems and Unified Communications products that connect data over 2G and 3G cellular networks from anywhere in the world. As a leader in the industry for 40 years, Multi-Tech's reputation for reliability and innovative design is evident with 80+ patents, 20+ million devices being used by thousands of customers worldwide and certifications from more than 30 carriers and over 80 countries. Multi-Tech is certified by the WBENC as a Women's Business Enterprise and by C-TPAT (Customs–Trade Partnership Against Terrorism). Visit <http://www.multitech.com>.