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IOT SPECIAL

OCTOBER - 20 - 2016

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## 50 Most Promising IoT Solution Providers - 2016

‘Everything that can be connected is connected’ is the new thumb rule for businesses and it’s evident from the sky rocketing number of IoT devices. Allowing for virtually endless connections for agility, scalability, and streamlined processes and workflows to take place at a time, IoT is at the cusp of a new era of intelligence.

The IoT evolution within industries does not fail to cast a spell on overall business performance, profitability, and customer experience. Spearheading disruptions in ways of data interpretation, edge and cloud analytics are playing a major role in this landscape. To derive the maximum value out of the IoT deployments, businesses are also collaborating to bring together their expertise and create an IoT value chain. Concurrently, with security becoming paramount due to the increase in the number of connected devices, companies are also focusing on building solutions to protect data in IoT.

Recognizing the importance of this groundbreaking technology, organizations are increasingly incorporating IoT technology into their Line of Business. There are scores of solution providers in the market that have achieved distinction in delivering products and services related to IoT. This makes it extremely challenging for CIOs to navigate the complex space when looking for the right vendors and consultants.

In the last few months, we have analyzed hundreds of IoT solution providers and shortlisted the companies that are at the forefront of tackling challenges in the landscape. A distinguished panel comprising of CEOs, CIOs and analysts including CIOReview’s editorial board has selected the final list of “50 Most Promising IoT Solution Providers 2016.” The selection is based on the vendor’s capability to offer cutting edge technologies and solutions that add value to the IoT landscape.

We present you 50 Most Promising IoT Solution Providers 2016.



**Company:**  
HiQo Solutions

**Description:**  
Provides a complete IoT setup for organizations without the need to hire various partners and adopt different interfaces

**Key Person:**  
Martin Mauersberg  
CEO

**Website:**  
[hiqo-solutions.com](http://hiqo-solutions.com)

## HiQo Solutions

# Redefining IoT Setup for Organizations

**W**hile writing robust software codes is essential in a typical organizational IoT setup, maintaining hardware efficiency for lower energy consumption is equally vital. Power-efficient IoT devices help in generating large set of insightful IoT data, when analyzed. Alongside, the growing big data can also bring issues related to data security, privacy, and compliance.

However, an IoT setup is not just about dealing with a number of technologies, but is linked to optimizing different business areas and collaborating all IoT-related processes together. “The clients that we mostly work with have already tried to establish an IoT setup with a number of different partners. The more partners you involve, the more interfaces there are,” begins Martin Mauersberg, CEO, HiQo Solutions. “Interfaces are always a source of errors as there are a number of vendors involved.” Richmond Hill based HiQo Solutions provides a complete IoT setup for organizations without the need to approach various partners and adopt different interfaces. To address all the IoT-related issues, the HiQo team consists of hardware



Martin Mauersberg

“In most cases, our clients come to us when they already have ideas about the technologies they want to implement for their IoT setup,” explains Mauersberg. “We provide consultation services through which we look at our clients’ existing technologies, make suitable recommendations, and implement the solutions accordingly.”

have everybody wear a wrist band which would enable only the eligible person to get access. The doors were connected to a central system and the wrist band would work only for the scheduled time of appointment. “In order to implement this, we developed the wrist bands that can read the incoming signals and emit the signal to open the door,” says Mauersberg. “We provided wrist bands that had a relatively small battery and reduced the power consumption of the bands because the patients wore them all the time.” HiQo also delivered a robust management system which included an interactive UI through which the nurses could schedule appointments through tablets.

“The qualification of the staff we hire is one of the key differentiating factors of our company.” HiQo places great emphasis on highly qualified mathematicians or software engineers with a mathematical background, focusing on scientific software development to understand IT complexities and provide data software with data runtime behavior. Mathematical data processing, designing wireless data transmission systems, and creating machine learning algorithms are the fortes of HiQo Solutions.

From a growth perspective, HiQo Solutions has grown from a company of 10 employees to a firm with 200 employees. The firm strives to gain latest industry knowledge through various research and development activities. “Our uniqueness lies in the electronic engineering and the mathematical data processing capabilities of our company,” says Mauersberg. “We also have plans of starting our own design studio for designing RF modules in the U.S.” **CR**

**“Our uniqueness lies in the electronic engineering and the mathematical data processing capabilities of our company”**

engineers, RF (Radio Frequency) specialists, wireless technology specialists, statistical mathematicians for the data analysis, front-end developers, User Interface (UI) designers, user experience designers, and many more.

In one instance, HiQo developed an access control system for a hospital. The purpose of implementing the system was to ensure that “anyone without an appointment doesn’t get access to the hospital departments.” The idea was to