Develco Products

World-leading white label product platform

Security • Home care • Insurtech • Energy management

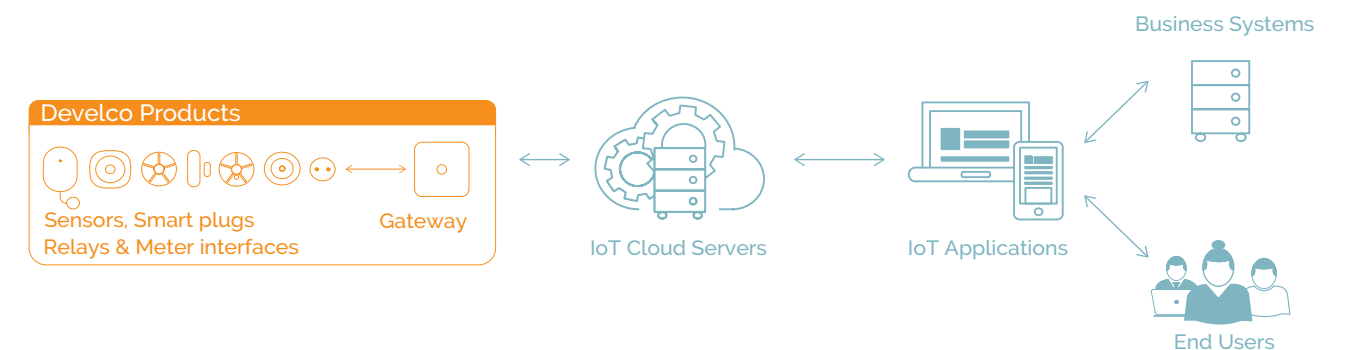Gateways • Sensors • Relays • Smart plugs • Meter interfaces

Tomorrow's technology today

At Develco Products, we are experts in wireless communication and since 2007 and we have been developing products based on a wide range of wireless technologies.

We take pride in advancing IoT technology and work with leading organizations and institutions in bringing you tomorrow's technology today.

Who we are

Develco Products is a B2B company providing white label platforms within the fields of security, home care, insurtech, and energy management. We develop, produce, and market high-volume, customized products for companies supplying end-users with IoT solutions.

Develco Products

Sensors, Smart plugs
Relays & Meter interfaces

Gateway

IoT Cloud Servers

IoT Applications

Business Systems

End Users

Open hardware platform and support for solution providers

We offer a range of IoT platforms optimized for cloud connectivity as well as remote management and analytics. We support your project from start to finish.

High-volume, customized products for the entire IoT Industry

We provide customized products to a wide range of businesses. Our white label devices are delivered in large quantities and tailored to meet your exact specifications.

3,000,000 devices deployed worldwide

We have shipped more than 3 million devices to solution providers across the globe. This is our legacy and your guarantee for a field-tested, fully functional IoT experience.

Why Develco Products?

Low risk

- Minimize risk in your project with a mature platform, tested and validated in large volumes.
- Work together with IoT experts with high degree of know-how.
- Guarantee your customers a reliable and future-proof solution with OTA updates.

Cost-effectiveness

- Keep entry costs down.
- Use configuration options to match your requirements and lower costs.
- Reduce the need for development resources.

High quality

- Benefit from the high level of quality, capacity, and competencies throughout our development processes & supply chain.
- Offer your customers certified products with a Scandinavian look and high-end features.
- Increase loyalty among your customers with a high-quality platform and products.

Short time to market

- Increase business value without years of product development, testing, validation, and certification.
- Achieve fast return on investment.
- Outpace your competitors.
- Get an easy entry to the IoT
  - SDK
  - Tools
  - White label concept
  - Pre-integrated clouds

Professional technical support

- Get high-quality technical support from experts in the IoT and wireless communication.

Interoperability

- Use the open platform to integrate devices across wireless technologies.
- Include 3rd party products in your solution.

Valuable insights

- Inherit knowledge accumulated by being present in the IoT industry since 2007.
- Gain global insights into various areas of the IoT world.

Flexibility

- Get your ideas easily implemented by working together with an agile organization.
- Benefit from a high level of flexibility in the project combined with QA.

Dedicated partnership

- Have a dedicated partner from the design of your solution to roll-out.
- Focus on your core competencies.

White label possibilities

- Have ready-to-use products with your own look & feel.
- Use predefined tools to configure the products.
- Customize the products by adding your brand fast and easy.

Business areas

We offer a flexible IoT product platform, that can be configured to match your customers' needs. From the gateway, through the architecture of the software, to the end-devices, you can fully customize the system to reflect your company both technically and visually.

The white label platform from Develco Products provides an easy path to expanding your services across your sector, fulfilling multiple customer needs, and securing independent sources of recurring revenue. Our device portfolio is built to fully cover consumer demands in the following business areas:

Home security

Quickly provide a certified high-quality connected home security system. Deliver a service that is secure and reliable and requires little installation and maintenance efforts. Easily meet the current demands for a user-friendly remote monitoring and access control system.

Home care

Deliver a connected care system that helps preserve the patients' independence and allows them to live in the homes for a longer time. Enable a direct emergency connection to their caregivers and/or family in the case of an emergency. Provide a safe living as well as a method for preventive care, based on patterns detected from collected data over time.

Insurtech

Set yourself apart from the competition by offering tailored insurance offers based on high-quality data. Optimize your payouts and lower your expenses. Move from a passive to an active dialogue partner to improve customer retention and loyalty.

Energy management

Use IoT technology to balance the supply and demand of electricity both on your and on the customer's side. By accurately tracking consumption behavior and estimating when the demand is the highest you can reduce the waste of power and become more energy efficient and sustainable.

Home Security

The increasing adoption of wireless technologies in the household sector has opened many new opportunities to expand the private security services you offer. Access control and remote monitoring are especially attractive to customers, as they enable them to feel more in control of their home safety.

With the white label platform, you can quickly answer and keep up with the increased market demand for connected access control systems. Relying on a thoroughly tested high-quality platform ensures that you release a future-proof reliable product that meets the security requirements of your customers.

To provide maximum safety, the wireless devices in white label platform are a part of the Zigbee IAS (Intruder Alarm System) zone. This ensures that physical tampering with the sensors or attempts to bypass the device-gateway-server connection will trigger an alarm and notify the relevant parties.

Certified, secure and reliable
The security devices from Develco Products are part of the Zigbee IAS zone which guarantees high-level encryption and data protection. Additionally, it ensures that any attempt at tampering with the security system, both physical and cyber, will trigger an alarm. The Squid. link gateway can include a battery backup so that the system will continue working even in cases of power cuts.

Configurable
Find the most cost-effective and fitting combination of software modules and devices to create a unique tailored solution that matches your business offer. You can easily customize the product packaging to match your visual identity and integrate 3rd party devices that fit your business model

Easy to install and maintain
The plug-and-play concept of this platform makes installation and maintenance easier for your employees. You can provide a great experience for your customers from the get-go by showing them how user-friendly your security system is.

Future-proof
Flexibility is key when ensuring longevity on the market. Using open standards, such as Zigbee, allows you to stay on top of trends and easily integrate new features or compatible devices. Over-the-air updates make sure your gateway and end-devices always run the newesr features.

Home care

Deliver an unobtrusive home care system that helps seniors and patients with special needs retain their independence and continue living safely at home. You can benefit from a tested and secure system that you and your customers can rely on. The flexible platform allows integration of third-party medical devices which may be specific to the user, or to your business model.

It is possible to integrate your own analytical, potentially AI-based, software to the white label platform which can automatically analyze the data from the devices and raise a flag when there is unusual activity or a concerning change in the pattern of the person. In the case of an accident, the gateway can send an emergency signal to a caretaker, a care facility, and/or the patient's family.

Independent living and privacy
Enable seniors and patients with special needs to continue living in their homes longer. To protect the person's privacy, this platform substitutes video surveillance with different sensors, which indicate where the person is located and whether they are following their routine.

Always on
Battery backup and cellular connectivity of the gateway make sure your system continues running even if the power is down. Many of the devices are battery-powered which ensures that a signal will be sent should an emergency occur.

Optimize your nursing facility
Use the data from the sensors to better locate where caretakers are needed most. Optimize your workforce, become more efficient and provide better service. Furthermore, the metrics can play a preventive role by helping to detect underlying illnesses in their early stages.

Flexible system
Easily integrate third-party medical devices to the gateway based on the specifics of your business, or the customer case. You can make your home care service tailored and unique.

Insurtech

Offer an IoT-based insurance solution for installation in your customers' homes that alerts them to accidents so they can immeadiately react and prevent damages from escalating. In this way. you can reduce your costly insurance payouts, for example for water and fire damages.

Differentiate form the competition by having an accurate real-time record of any changes in the environment that are likely to cause damage to one's home or belongings. Utilized the data from the sensors to design tailored insurance offers, provide a unique user-experience, and pro-actively communicate with your clients about new insurance possibilities.

Choosing mature and tested devices significantly reduces the development time and costs, which enables you to present your state-of-the-art insurance services quicker and attract new customers. Help your customers better protect their home and loves ones against break-ins or other accidents.

Retain your customers
Help your customers feel safe at home with monitoring equipment. Overcome the challenge of low customer loyalty and price sensitivity by implementing a platform that can help you accurately estimate the best offer for your clients.

Lower your payout insurance
By using the variety of IoT devices to detect changes in the environment that can potentially cause damage to your clients' homes and belongings, you can optimize your profit and lower your insurance payouts.

Get ahead of your competition
Choosing a white label option for the technical part of your solution reduces the time to market and allows you to focus on your core competences as an insurance provider.

Make your services more attractive
Offer customized insurance and discounts, based on historical and real-time environmental data from the wireless sensors.

Energy management

IoT technology allows users to remotely monitor and control their energy consumption. Smart metering reduces the waste of electricity and helps balance the supply and demand. An intelligent energy solution proves to be cost effective as it reduces the electricity expenditure of the end user.

You can use the meter data to accurately estimate the peak hours of consumption, thus optimize and adjust your services accordingly. The abundance of data also allows users to observe and change their patterns to reduce their utility expenses and positively impact the environment.

The flexibility of the software allows for implementing specific features, such as artificial intelligence, to differentiate your business model from the competition, and become more attractive to the customers.

Balance the grid load
Help move consumption to low demand periods and balance the grid load. Reduce your costs for electricity production and storage as well as your customers' utility bills.

Easy monitoring and maintenance
Use the real-time data to spot any abnormal electricity spikes or declines, which can indicate issues within the grid.

Optimize electricity pricing
Have a clear picture of the available electricity from renewable energy sources and use it to create an adaptable pricing system that follows the supply.

Sustainability
With a smart metering solution, you can help reduce the electricity waste and improve the way we use the energy from renewable sources.

Products

Increase the potential of your IoT system and add functionalities. We offer a wide range of products with easy installation, low maintenance, and broad system compatibility - built to accommodate the needs of the end-users. Units from Develco Products are designed to be easily integrated into IoT solutions.
Build your custom solution with the right selection of products.

Gateways
All-in-one solution for connecting IoT devices across models and wireless protocols

Starter kits
IoT in a box. The ultimate product platform to get started with your wireless solution.

Sensors and alarms
Monitoring everything from temperature to movement, the sensors and alarms are a way of keeping a smart eye on buildings.

Smart plugs
Switch connected equipment on or off remotely and measure the power consumption with the world's smallest smart plugs.

Smart relays
The smart relays grant wireless control of groups of appliances or individual elements and provide power metering functionality.

Meter interfaces
Meter interfaces equip meters with wireless communication to measure power consumption remotely and report real-time data.

IoT in a box

The ultimate platform to get started with your IoT solution

Starter Kits
The starter kits provide you with state-of-the-art devices and numerous possibilities. Take the first step towards getting your own IoT ecosystem with the starter kits. The market-ready devices help you accommodate the needs of your customers. The development tools and technical support allow you to focus on your core competencies.

Evaluation Kit
With the Evaluation Kit, you get a Squid.link gateway, Motion Sensor Mini, Window Sensor, Smoke Alarm, and Smart Plug Mini. With the kit, it is possible for you to verify your concept quickly and easily. You can simply configure your system – no need for programming. For access to the full software development kit (SDK), upgrade your Evaluation Kit to the Development Kit.

Key benefits
The Evaluation Kit allows you to:
- Demonstrate proof of concept
- Discover how simple it is to develop your application
- Access the REST API on the gateway
- Test the performance of mature IoT devices
- Integrate 3rd party devices

Development Kit
The Development Kit is intended to ease the development of your application on the Squid. link gateway. With the Development Kit, you get an annual software license with full access to the SDK, development tools, comprehensive technical documentation, and support from IoT experts and specialists.

Key benefits
The Development Kit provides you with:
- Full SDK access
- Development, debug, and diagnostic tools
- Comprehensive technical documentation and updates
- Configurations for C, C++, Python, and Java applications
- Secure log-on using individual keys
- Technical support (by signing a Support Agreement)

Build your application

Building your application on top of Develco Products' open wireless platform enables you to focus on the quality of your software. The platform includes the Squid.link gateway and a wide range of wireless devices tested and validated in large volumes. The Squid.link gateway offers a wireless platform based on open standards, providing you with a world of opportunities and allowing you to integrate devices across wireless technologies into your solution.
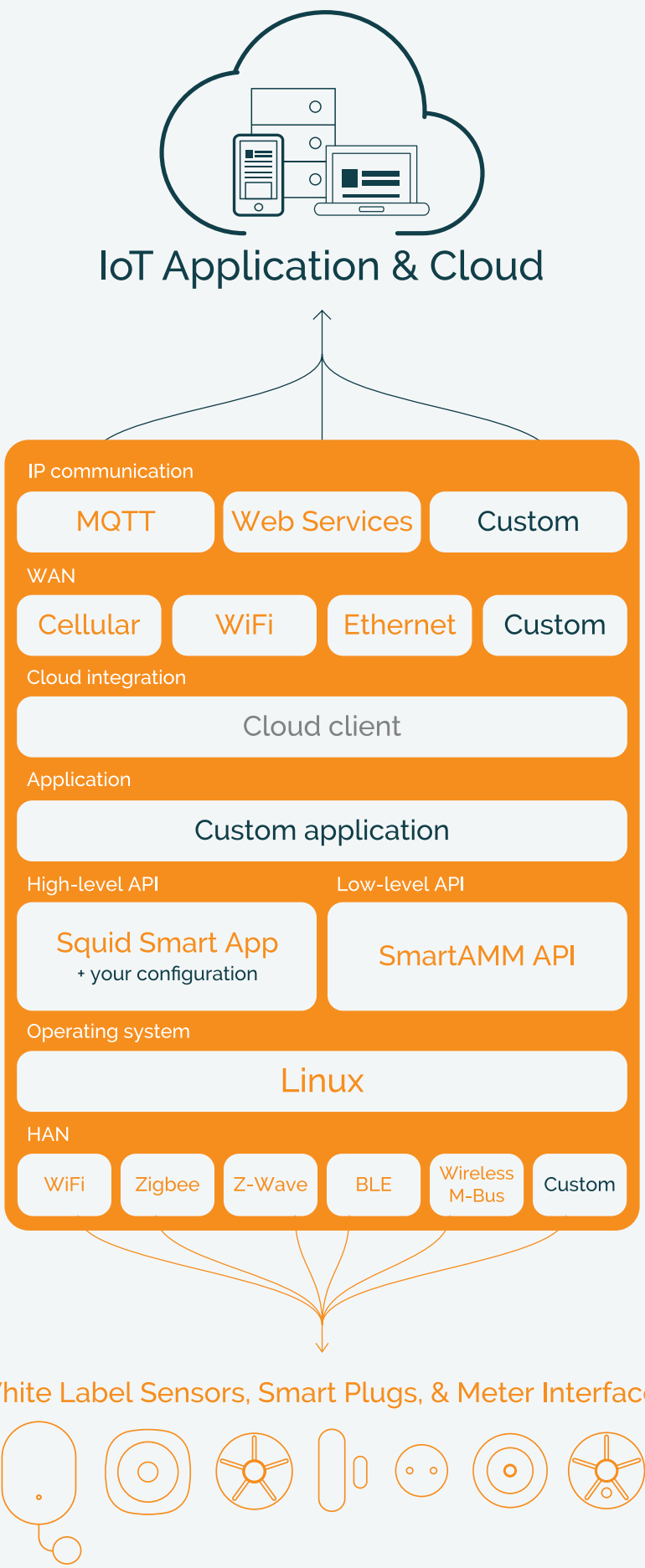
Cloud platform integration

Develco Products' wireless platform allows integration with cloud platforms, making it possible to develop applications without having to invest in the underlying and overlying infrastructure. Integrating the product platform with a cloud platform ensures the fastest time to market of an IoT solution.
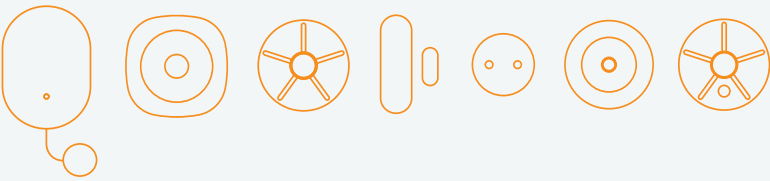
SmartAMM API

The gateway's low-level API, SmartAMM API, can be accessed from applications running on the gateway and from a hosted application running remotely. The remote access runs through a separate channel established between the gateway and the server. For an easy access, a server middleware (SmartAMM server) is available through which you can debug the wireless communication with a development tool. The 3rd party application connects to the application API via a socket connection.

Squid Smart App

With the Squid Smart App, application development is simplified remarkably. Squid Smart App includes a REST API, providing an interface between applications and connected devices. Squid Smart App relies on easy-to-read templates with predefined configurations for a range of devices. This means that you will only have to configure the settings and actions of the devices through the templates instead of programming these. It is also possible to add new templates according to your needs.

IoT Application & Cloud

IP communication

| MQTT | Web Services | Custom |

WAN

| Cellular | WiFi | Ethernet | Custom |

Cloud integration

Cloud client

Application

Custom application

| High-level API | Low-level API |

| Squid Smart App + your configuration | SmartAMM API |

Operating system

Linux

HAN

| WiFi | Zigbee | Z-Wave | BLE | Wireless M-Bus | Custom |

White Label Sensors, Smart Plugs, & Meter Interfaces

White label concept

With many years of experience in the IoT industry, we know that no two solutions are the same. To meet the exact needs of your company, Develco Products offers a wide range of white label products. These are ready-made products, which can be integrated seamlessly into your company's IoT solution.

We have spent the past decade developing and testing the products to save your company the time and capital required to enter the IoT market with a new idea or develop new innovations to stay at the forefront of the industry.

Working with Develco Products means reliable and tested products ready to launch in just a few months. You are offered numerous opportunities to customize the design and packaging of the products.
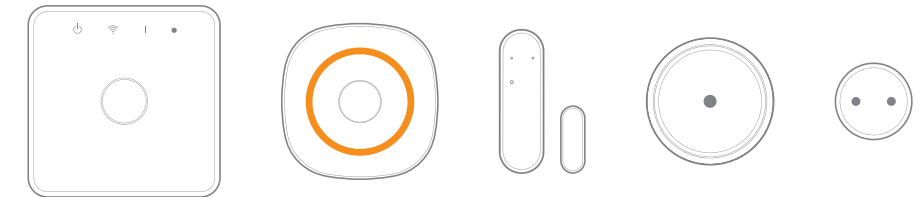

Your Brand

Getting started

Which of the 3 entry levels fits your business?
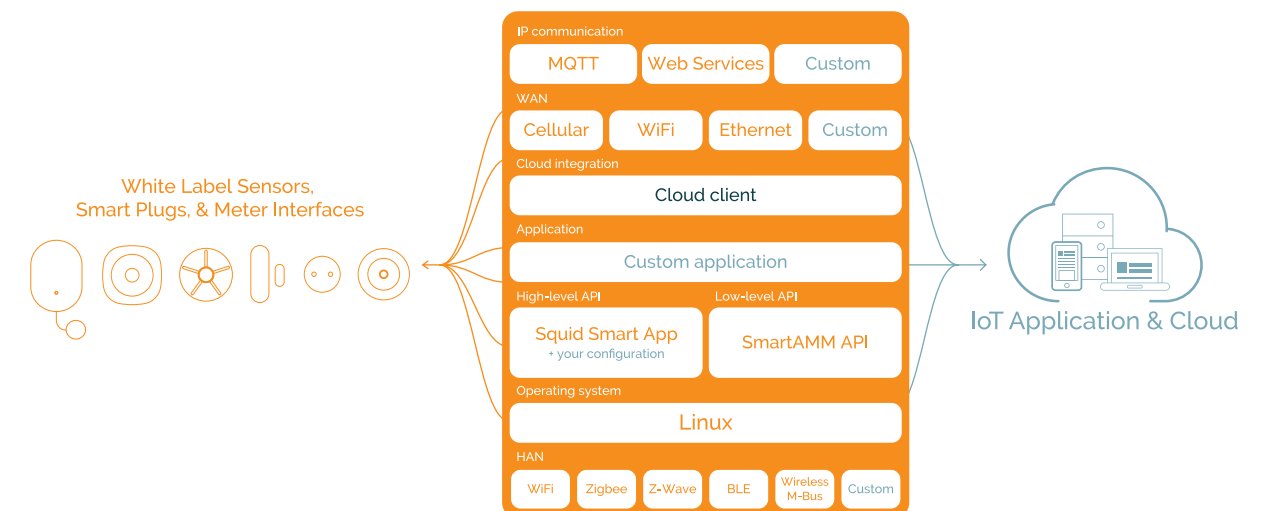
1 Add our white label devices
You have an existing IoT system, and you need white label hardware to integrate into the solution. We can provide you with sensors, smart plugs, relays, and meter interfaces, ready to communicate with your system.

2 Build your own software on top of our hardware platform
We provide you with a complete wireless hardware platform including software development tools. You can design your own software on top of our platform and easily get ready for market launch.

White Label Sensors, Smart Plugs, & Meter Interfaces

IP communication

| MQTT | Web Services | Custom |

WAN

| Cellular | WiFi | Ethernet | Custom |

Cloud integration

| Cloud client |

Application

| Custom application |

High-level API / **Low-level API**

| Squid Smart App + your configuration | SmartAMM API |

Operating system

| Linux |

HAN

| WiFi | Zigbee | Z-Wave | BLE | Wireless M-Bus | Custom |

IoT Application & Cloud

3 Configure a complete IoT solution
We provide you with a complete hardware platform, and we also partner with a trusted software provider who can develop your app and cloud. You get a complete customized IoT solution - ready to launch.

Develco Products

White Label Sensors, Smart plugs, Relays & Meter interfaces — Gateway — IoT Cloud Servers — IoT Applications — Business Systems / End Users

Timeline

1989 — Development and roll out of first meter interface

2005 — Develco was established as an engineering consulting comany

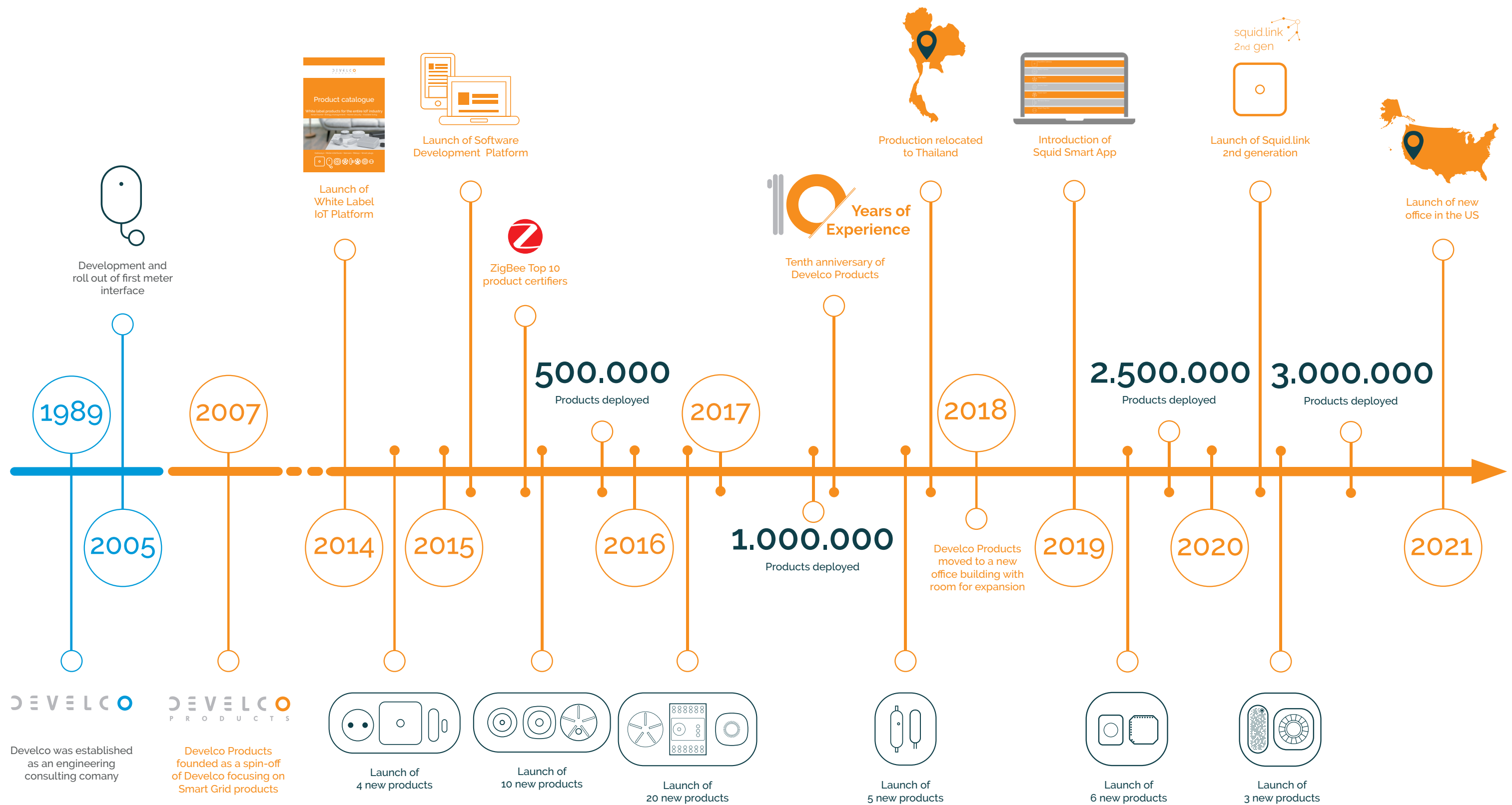**2007** — Develco Products founded as a spin-off of Develco focusing on Smart Grid products

2014 — Launch of White Label IoT Platform / Launch of 4 new products

2015 — Launch of Software Development Platform / ZigBee Top 10 product certifiers / Launch of 10 new products

500.000 Products deployed

2016 — Launch of 20 new products

2017

1.000.000 Products deployed

Tenth anniversary of Develco Products / 10 Years of Experience

2018 — Production relocated to Thailand / Develco Products moved to a new office building with room for expansion

Introduction of Squid Smart App

2019 — Launch of 5 new products

2.500.000 Products deployed

2020 — Launch of 6 new products / Launch of Squid.link 2nd generation / squid.link 2nd gen

3.000.000 Products deployed

Launch of 3 new products

2021 — Launch of new office in the US

About Develco Products

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We take pride in advancing the technology of Internet of Things and work with leading organizations and institutions in bringing you tomorrow's wireless technology today.

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