Develco Products

White label products for the entire IoT industry
Smart home • Energy management • Home security • Healthcare

Gateways • Meter interfaces • Sensors • Relays • Smart plugs
About us

We create high value for solution providers in the smart home and smart energy industries. We develop and manufacture devices and communication systems that enable solution providers to build customized solutions for their end-users.

White label products for the entire IoT industry

We are experts in wireless communication and have more than 10 years of experience in developing products based on a wide range of wireless technologies. 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. We provide high-volume customized products for companies supplying end-users with Internet of Things solutions.

Our customers

Develco Products delivers to solution providers addressing energy awareness, energy control, heat control, security, home protection, and health/elder care. No two projects are the same, and we embrace the world of opportunities that the Internet of Things presents.
We provide an innovative platform of wireless products for smart home solution providers, emphasizing security, comfort, and energy management.

**Market position**

**Dedicated product platform and support**
Develco Products offers an extensive, fully compatible range of products, optimized for cloud connectivity and remote analytics. We will support your project from start to finish.

**High-volume, customized solutions**
We provide tailored solutions in smart home, energy management, home security, and healthcare. Our OEM solutions are delivered in large quantities and tailored to meet your exacting specifications.

**On track to install 1,300,000 units worldwide in 2017**
Develco Products ships high volume devices to solution providers. This is our legacy, and your guarantee for a field-tested, fully functional home automation and smart metering experience.

**Global trends**
Numbers talk - and for the smart home and smart grid industries they speak very clearly. Take a look at the statistics below, and understand why we believe strongly in what we do – and what we can do for you.

<table>
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<th>38 billion</th>
<th>$11.1 trillion</th>
<th>80%</th>
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Business areas

We apply our expertise in IoT in many different business areas. In the following sections, you can read more about how we help solution providers across industries gain competitive advantages in their fields, and bring the future of IoT to their customers.

Smart home

Compared to today’s average home, smart homes contain far more connected devices ranging from utility meters that measure electricity, gas, heat, and water consumption to household appliances, solar panels, and electric vehicle charging infrastructure that both consume and generate electricity.

Energy management

Energy management solutions allow your customers to closely monitor and control the energy consumption of their homes. This saves them money, and benefits the environment.

Healthcare

IoT-technology carries a huge potential for the healthcare industry. Offering a cheap and unintrusive way of helping people in need, Develco Products helps your customers live a more comfortable life in their own home.

Security

Smart security solutions enable residents to closely monitor each room in a household, in every area from temperature to door and window movement. With security solutions integrated directly in a smart home solution, the user gains in full control over home security.
Products deployed

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High-volume, customized solutions

We provide tailored solutions in smart home, energy management, home security, and healthcare. Our OEM solutions are delivered in large quantities for the best price and lowest risk.
Our products

Increase the potential and functionality of your smart home system. We offer a wide range of products with easy installation, low maintenance and broad system compatibility - built to accommodate every need in home comfort and security.

Product categories

Units from Develco Products are designed to be easily integrated in solutions for smart home, smart energy, home security, and healthcare. Build your custom solution from our range of products.

**Gateways**
A gateway from Develco Products is a flexible platform for connecting elements in your smart home solution.

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

**Smart plugs**
With a smart plug, the user is able to switch the connected equipment on or off remotely as well as measure the power consumption.

**Meter interfaces**
Meter interfaces measure the household’s power consumption and report it to a control unit, a log, or a display.

**Smart relays**
The smart relays grant wireless control of groups of appliances, or of individual elements. They also feature power metering functionality.

**Starter kits**
Smart home in a box. The ultimate product platform to get started with your wireless solution.
Our products are designed to communicate – with the user as well as each other. The wireless protocols integrated in our products are vigorously tested to ensure reliability, compatibility, and scalability.

**Wireless communication**
We have deep and long-standing expertise in wireless communication. We work with different technologies dependent on our customers’ needs.
No two projects are ever the same, so we don’t operate a "one size fits all" approach. Instead, we look at the best approach to take on each case to achieve the best outcome for our customers’ business.

**ZigBee**
ZigBee is an open, global standard for wireless communication between devices, and has become one of the world’s most widely adopted protocols, thanks to its security, stability, and potential for connecting and communicating with other devices, regardless of vendor and model.

**Bluetooth Low Energy**
Bluetooth Low Energy (BLE) is a personal area network developed to meet the increasing demand in the market for Internet of Things products. BLE is a suitable protocol to use with devices that runs on batteries and that need to last for a long time.

**Z-Wave**
Z-Wave is a simple wireless communication technology which enables home devices to communicate between each other creating a Smart Home, and has brought affordable, reliable, and easy-to-use smart products to many millions of people.

**Ever expanding technologies**
Our SquidLink Gateway is also available with WLAN, Wireless M-Bus, 2G/3G, and more as technology develops.
Wireless platform

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 number of wireless devices already tested in large networks.

The Squid.link Gateway offers a fully open wireless platform based on open standards. Implementing your application in C, Phyton, Java or other language gives you full access to wireless networks based on multiple wireless standards.

Development tools

The Squid.link platform is delivered with demo application for a quick and easy start. Develco Products provides a PC based tool for generating, sending, receiving, and interpreting ZigBee telegrams and other messages. Applications can access the hardware interfaces through an application API. This API is accessible directly from an application running on the gateway or from a server via a SmartAMM middleware.

Linux, Java & OSGI

For development, several Linux build variants are available, e.g.:  
- Linux for C and C++  
- Linux with Oracle Java for JVM7 or JVM8  
- Linux with Oracle Java, ProSyst Smart Home middleware  
- Or you can modify the Linux platform yourself to match your needs through which you can debug the wireless communication with the development tool. The 3rd party application connects to the application API via a socket connection.

Application API

The application API can be accessed from applications running on the gateway as well 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 is available that is called SmartAMM server.

Support forum

In Support forum, you are given a great opportunity to be more acquainted with the Evaluation Kit, Squid.link Starter Kit and wireless platform from Develco Products. You can learn about the products, get to know how to join devices, and much more. You can watch the instruction videos and get an answer for product-related questions thanks to the online documentation. What’s most important, you get the development tools, firmware updates, and SDK as well as access to a demo application and a demo server.
Smart home in a box

The ultimate product platform to get started with your wireless solution. The Squid.link Starter Kit is intended for developing your own applications for the Squid.link Gateway.

Squid.link Starter Kit

With the Squid.link Starter Kit, you are one step ahead of increasing the potential and functionality of your solution. The Starter Kit includes a range of products. Moreover, you get development tools and support service as well as access to a demo application, demo server, and SDK.

Starter kit package

- Smart home products in a box
- Access to support forum includes:
  - Access to demo server
  - Demo application
  - Development tools
  - SDK with predefined configurations
  - Documentation for an easy start
  - 4 hours of support/training

Key benefits

- All you need for a quick start
- Access to online documentation & software updates
- Tools and instruction videos available
- Configurations for C, C++, Python, and Java applications
- Squid.link ProSyst image available directly from ProSyst
- Secure log-on using individual keys

Cloud platform integration

Our wireless platform is fully integrable with cloud platforms, making it possible to develop applications without having to invest in the underlying infrastructure.

Integrating the product platform with a cloud platform ensures the fastest time to market of an IoT solution. Moreover, cloud platforms offer the potential of efficiently scaling a solution from ten to millions of devices. By enabling a pay-as-you-grow scalability, up-front costs are reduced remarkably.

✓ Fast time to market
✓ Scalability
✓ Low up-front investment
The Bosch Software Innovations’ system combines Develco Products’ white label IoT products with ProSyst Gateway Software and Remote Manager, enabling solution providers to rapidly develop and deploy new applications, services, and solutions for a smart and connected world. The joint system enables solution providers to get started on developing their solution rapidly, thus being able to quickly deploy new applications, services, and solution. By using the platform, solution providers reduce development costs and reduce time to market. The joint system removes complexity, meaning that solution providers can start doing business hastily. Support and maintenance is offered by a dedicated team of professionals ensuring that every project is successful. It is easy to connect devices in an existing system, so solution providers can focus on their core competencies.

One of the key benefits of the joint system is its scalability. The system is open and modular; which gives solution providers the possibility to scale their solution whenever it is necessary. Should a company experience a sudden and unexpected growth, the solution can effortlessly be extended.

“\nThe starter kit enables partners and customers to build their own smart home solutions very fast.\n
Steffen Schenklhun, Business Development & sales

With Develco Products’ Squid.link Gateway, we have found an off-the-shelf gateway that has the perfect fit technical wise as well as from a business point of view. Flexibility in all areas was an important factor and is key for a start-up.

Supply Chain Manager ECS business at Phillips

Philips has selected Develco Products’ Squid.link Gateway as the foundation of an innovative home care monitoring solution. Supplied with the Squid.link Gateway, Philips CareSensus, a connected sensors platform, provides seniors with the opportunity to age more safely in their own homes. By founding the ground-breaking solution on the flexible and configurable Squid.link Gateway, time to market is reduced. The CareSensus platform has been launched in partnership with a large home care provider and consists of wireless sensors placed strategically in the homes of seniors to provide 24/7 monitoring of their activities. The Squid.link Gateway enables the platform to collect real-time data from the sensors and process it to identify unusual patterns of the seniors. The timely and reliable data from the gateway is delivered to a remote care team, providing them with early indicators of something being wrong and enabling them to intervene before serious events occur.

By supporting Z-Wave as one of the numerous configuration options, the Squid.link Gateway is compatible with a variety of wireless sensors, making it possible to realize the monitoring solution of the Philips CareSensus platform.

Case stories
Comfortability is a Dutch company with years of experience in the smart home industry. They focus on providing smart solutions to their customers, which help them maintain a comfortable and safe environment in their homes. It consists of a central hub to which all smart home devices in the living environment can be connected and controlled.

Today, Develco Products provides Comfortability with the Squid.link Gateway including a range of intelligent sensors for smart homes. The developers are currently creating an app to communicate with Tauron’s meters, making the usage information even more accessible to the users. Furthermore, it allows the customers to get an overview of electricity prices around the clock and adjust consumption patterns to save money.

Develco Products and Tauron implemented existing meters with MEP cards providing ZigBee and Wireless M-Bus communication. Not only does this allow Tauron’s customers to more closely monitor their power consumption and thus help reduce energy costs, it also built a foundation for Tauron to build more comprehensive solutions upon the system, with the potential to expand with readouts of water, gas and heating meters. The developers are currently creating an app to communicate with Tauron’s meters, making the usage information even more accessible to the users. Furthermore, it allows the customers to get an overview of electricity prices around the clock and adjust consumption patterns to save money.

Tauron is the largest supplier of electricity and heating in Poland. Develco Products has helped Tauron establish a network of smart metering solutions, to allow Tauron’s customers to more accurately monitor their energy consumption, saving them money and lessening the environmental impact.

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Case stories

The Norwegian company eSmart Systems has years of experience with collecting and analyzing big data related to energy production and consumption. However, eSmart Systems sees a demand in the market for a smart grid system to help the energy companies wirelessly manage their customers’ energy usage. A smart grid system allows energy companies to move their customers’ energy consumption from time intervals with high pressure on the grid system to time intervals with low pressure. This ensures a better flow and a more stable energy stream. Develco Products contributes to the smart grid solution by providing a range of intelligent IoT devices. External Meter Interfaces have been installed on existing meters to extract consumption data, smart plugs to measure energy usage of electronic devices, and Prosumer Meters help manage the energy produced by solar cells. Moreover, the solution includes a range of our wireless sensors that complete the Norwegian smart homes. The heart of the smart grid solution is the Squid.link Gateway. It connects all the installed devices to the cloud and a server from where data is sent to the end-users’ smartphones and to the energy companies.

We see great potential in this market where Develco Products has a solid standing. We strongly believe in the collaboration with Develco products and the roles the partners play in this context.

Knut Gustavsen, CVP International Markets

The Norwegian company, ContinYou, has realized this ability and developed the intelligent watch. Contact, that together with Develco Products’ gateway highly enhances the safety and security of the user. ContinYou has developed an elegant wearable, Contact, that continuously monitors a series of physiological data, such as pulse, skin temperature, oxygen saturation, and movement, enabling the wearable to predict a fall and other health hazards. Contact also provides the user and/or his relatives with an alarm that can be triggered if help is needed. What makes Contact unique is the combination of the integrated SIM-card and the home gateway. When the user is away from home, the wearable uses GSM for data transmission. Being at home, where the gateway is, advanced BLE technology between the wearable and the gateway helps keeping track of all health information. Contact’s charger is also connected to the gateway, so during charging it will send the recorded data to the gateway.

We needed a gateway that could facilitate a continuous flow of data but also equip Contact with geofencing functionality without using a lot of power. Develco Products’ Squid.link Gateway fits our requirements perfectly.

Tejre Tobiassen, Co-founder
Research projects

Develco Products participates in numerous research projects. Working with leading research institutions and industrial partners all over Europe strengthens our market insight and keeps us a step ahead.

**SEMIAH**
Shifting energy consumption from peaks to off-peaks with high generation of electricity from RES

**FRESH**
Intelligent air-cleaning combats spoilage of fruit and vegetables

**ReVALUE**
Value Creation by Energy Renovation and Transformation of the Built Environment

**FINESC**
A smart energy use case project of the 2nd phase of FI-PPP

**SmartHG**
Energy Demand Aware Open Services for Smart Grid Intelligent Automation

**Virtual Power Plant for Smart Grid**
Ready Buildings and Customers

**iPower**
Strategic Platform for Innovation and Research in Intelligent Power

**AARHUS KOMMUNE**
Living Technologies in the City of Aarhus for a sense of security

**Inducing consumer adoption of automated reaction technology for dynamic power pricing tariffs**

**ARROWHEAD**
Enable collaboration by networked embedded devices

**University of Southern Denmark**
ICT-driven Coordination for Reaching 2020 Energy Efficiency Goals in Public and Commercial Buildings

**HomePort**
Establishing possibilities for intelligent control of the energy consumption in private homes

**SUPER lavenerghuse**
Solutions for optimal air conditioning of low energy houses

**Processværktøj til 360° indenfor energiøverning**
Seeing current energy consumption can change customers' behavior
Since we rolled out our first commercial product over 10 years ago, Develco Products has experienced exponential growth in sales. Today, we supply some of Europe’s biggest names in the areas of home automation, energy and security.

Take a look at our timeline below, and see for yourself how Develco Products continues to grow, thanks to our expertise in – and demand for – smarter homes, across the world.
Years of Experience

- Launch of 10 new products
- 500,000 Products deployed
- ZigBee Top 10 product certifiers

- Launch of 20 new products
- 1,000,000 Products deployed
- US Market Introduction

- Launch of 5 new products
- 10 year anniversary of Develco Products
- Integration with IoT Cloud Partners
About Develco Products
Develco Products delivers a wireless infrastructure platform for solution providers within the smart home and energy management industries. We provide high-volume customized products for companies supplying end-users with Internet of Things solutions.

Tomorrow’s technology today
We are experts in wireless communication and have more than 10 years of experience in developing products based on a wide range of wireless technologies. 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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