



10 September 2019

ASX Announcement / Media Release

## **CIO LAUNCHES 2 NEW SUBSCRIPTION REVENUE PLATFORMS**

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### **HIGHLIGHTS**

- **The Company has introduced 2 new SaaS platforms through its new Cloud-IO Management and EDGE-IO Tools**
- **CIO has launched SaaS based SD-WAN platforms that delivers comprehensive device management, cloud compatibility and brings business logic to the edge**
- **These platforms integrated into CIO's latest products will be available to the market immediately and will potentially add significant recurring revenue in the future**

Irving, TX – September 10, 2019 Connected IO (**CIO**), a leading provider of robust cloud connected wireless edge solutions today announces Cloud-IO Management Portal (**CMP**), their next generation services offering for enterprise customers and solution providers. CIO's CMP is a part of its comprehensive SD-WAN offering that combines powerful yet, easily deployed edge routers/gateways and orchestration with cellular failover, WiFi and next generations security solutions. The deployment of these platforms represents a significant opportunity to build recurring SaaS revenue to compliment its current increasing revenues.

## Cloud-IO Management Portal

At the core of the new services is a comprehensive device management capability, which allows customers the ability to configure, manage and deploy remote CIO wireless routers/gateways, and modems that are connected to their ecosystem, from a single pane of glass. The entry level version of this service which limits the number of devices is free of charge, to customers who purchase CIO products, however a premium service allowing management of all devices will be charged to customers on a subscription fee basis. Customers are able to connect other hardware to the CMP by licensing the Cloud-IO connector and where a network upgrade is performed it alleviates the need to replace existing hardware.

## Edge-IO Services

The latest CIO routers/gateways products allow customers the ability to develop and run custom Python applications/scripts on the remote devices, helping to reduce cellular data costs, by moving decision making logic closer to the data collection point, essentially allowing them to run and process data. CIO cloud connectors are an easy way for customers to access, connect and analyze data collected on CIO routers/gateways and are easily adapted to many third-party cloud solutions, like AWS, Azure, Bluemix, Google, Salesforce, Tableau and Cisco/Jasper. The Company expects to be deriving revenues from its Edge-IO platform from CY2020.

“Edge computing and IoT are disrupting numerous technology ecosystems, Cloud, Networking, Industrial Controls and Telecom creating tremendous opportunities in what McKinsey and Company estimates to be over a trillion dollars of value for industrial companies<sup>1</sup>”, said Yakov Temov, CEO, Connected IO. “Our Cloud-IO Management portal will reduce time to market and significantly reduce overall costs”.

## About CIO -

CIO is a leader in cloud connected wireless edge solutions for mobile, machine to machine, and IoT networks. CIO's Cloud-IO management portal provides the foundation to manage 4G and 5G services with secure, reliable control of your devices and applications. The CIO family of programmable modems and edge routers are innovative, secure and affordable, making them the preferred choice of businesses in the US. CIO is a Texas based company with offices in Silicon Valley and Australia. Get Connected! [www.connectedio.com.au](http://www.connectedio.com.au)



<sup>1</sup> <https://www.mckinsey.com/business-functions/digital-mckinsey/our-insights/the-trillion-dollar-opportunity-for-the-industrial-sector>