Ingram Micro, Sprint and myDevices Launch FREE IoT Trials

Industry leaders collaborate to simplify the distribution of complete IoT solutions through resellers, system integrators and managed service providers

Free, no-obligation IoT trials offered for SMB, enterprise and industrial organizations

PARIS, France / OVERLAND PARK, Kans. / IRVINE, Calif. / LOS ANGELES, Calif. – Sept.12, 2018. Sprint, Ingram Micro, and myDevices announced today a collaboration to provide turnkey IoT solutions for a broad range of organizations. Ingram Micro's North American resellers will now be able to offer their healthcare, hospitality, food service, retail, education and government customers a 30-day free trial of remote monitoring solutions for temperature/humidity monitoring and facility management.

IoT offerings can provide attractive recurring revenue streams for resellers. The LoRa-based solutions provided as a part of this collaboration are highly versatile, enabling resellers to install, configure and adapt solutions to unique, customer-specific requirements within minutes.

"We hear from our value-added resellers, system integrators and managed service providers about their desire and excitement to take advantage of IoT solutions. However, they are not sure where to begin in this new and rapidly growing market," said Mike Zilis, executive vice president and group president of Asia Pacific at Ingram Micro. "The free trial initiative we are offering underscores Ingram Micro's commitment to partnering with industry leaders to accelerate our customers' success, while also filling a gap that is prevalent within our industry. Through the collaboration with Sprint and myDevices, we can now provide our 200,000 resellers with pre-configured, commercially-ready solutions that are customizable and expandable to solve many problems faced by organizations across the globe."

The commercial refrigeration solution provides hospitals, pharmacies, food processors, food distributors, meat packers and restaurant chains with the ability to automate temperature and humidity monitoring of their refrigeration systems to help them protect vaccines, food and other perishable items. Most of these industries are highly regulated by the Centers for Disease Control and Prevention (CDC) and government health departments, or accreditation organizations such as The Joint Commission, and are required by law to log the temperature readings of their refrigeration. By automating the temperature monitoring process associated with manual logging organizations can save on labor expense and make regulatory compliance easier to maintain.

"We recognize that resellers around the world have existing relationships with SMB, enterprise, and other companies that can benefit from IoT solutions," said Ivo Rook, senior vice president IoT for Sprint. "Through this collaboration, we are providing an industry-leading offering, along with all the sales collateral and tools necessary to meet customer needs and help them save money, reduce risk, and maintain regulatory compliance."

Ingram Micro's reseller program is designed to optimize success for resellers. Once a reseller identifies a lead and registers the opportunity in the Ingram Micro portal, Ingram Micro assigns a dedicated IoT specialist to that reseller and opportunity. After the IoT specialist qualifies the lead, the end customer is offered a free 30-day trial to evaluate the solution in its facility. The reseller and its assigned specialist work hand-in-hand to show the end customer the ROI and cost savings, prepare the quote and close the deal. A simple referral can earn the reseller recurring revenue for the life of that end customer.

"Removing friction at the product level, during the sales cycle and post-installation is the ultimate goal," said Kevin Bromber, CEO of myDevices. "We know that end customers need automated solutions. We also know that end customers trust their existing relationships with resellers who already provide them with other IT products and services. We are confident these turnkey IoT solutions will provide an essential product family for resellers to profitably grow their businesses."

Free trials include one gateway and five sensors to be installed at the end customer's facility for 30 business days. Free trials are only available to resellers who have registered for the program and have an existing, direct relationship with an end customer such as a hospital, food service, hospitality, retail or other commercial entity. To qualify for the free trial, the end customer must be located in the United States and the opportunity size must be greater than 25 sensors and one gateway. The free trial program is available while supplies last and subject to additional terms and conditions.

As of today, the free IoT trial program is live. Resellers can start earning recurring revenue by signing up at: www.iotinabox.com/ingram.

About Ingram Micro
Ingram Micro helps businesses realize the promise of technology. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships set Ingram Micro apart and ahead. Discover how Ingram Micro can help you realize the promise of technology. More at www.ingrammicro.com.

About Sprint
Sprint (NYSE: S) is a communications services company that creates more and better ways to connect its customers to the things they care about most. Sprint served 54.6 million connections as of March 31, 2018 and is widely recognized for developing, engineering and deploying innovative technologies, including the first wireless 4G service from a national carrier in the United States; leading no-contract brands including Virgin Mobile USA, Boost Mobile, and Assurance Wireless; instant national and international push-to-talk capabilities; and a global Tier 1 Internet backbone. Today, Sprint's legacy of innovation and service continues with an increased investment to dramatically improve coverage, reliability, and speed across its nationwide network and commitment to launching the first 5G mobile network in the U.S. You can learn more and visit Sprint at www.sprint.com or www.facebook.com/sprint and www.twitter.com/sprint.

About myDevices
myDevices, the IoT solutions company, empowers engineers and enterprises to quickly design, prototype, and commercialize IoT solutions. myDevices is the creator of Cayenne – the industry's de facto IoT Solution Builder; IoT Ready Program™– trusted catalog of drag and drop IoT devices; and IoT in a Box™– finished IoT solutions for a variety of vertical markets. The company's mission is to simplify the connected world by providing development tools that enable the creation of device and connectivity agnostic IoT Solutions for smart buildings, smart agriculture, asset tracking and other IoT verticals. myDevices is headquartered in Los Angeles, CA. For more information, please visit www.myDevices.com.

About Claranova
A global Internet and mobile player, Claranova is one of the few French companies in this sector to post sales of over €150 million, more than half of which is generated in the United States. Claranova focuses its strategy on three areas of business – digital printing through the Group's PlanetArt division, management of the Internet of Things (IoT) via the myDevices division and e-commerce through the Avanquest division:
- PlanetArt, a world leader in mobile printing, specifically via the FreePrints offer – the cheapest and simplest way to print photos from a smartphone – FreePrints is already a must-have for several million customers, a figure that has grown every year since its launch;
- myDevices, the Internet of Things (IoT) solutions company. Creator of Cayenne, myDevices' mission is to simplify the connected world by providing development tools that enable the creation of device and connectivity agnostic IoT Solutions for smart buildings, smart agriculture, asset tracking and other IoT verticals;
- Avanquest, the Group's legacy activity covering the distribution ot third-party software, a business that is shifting towards the monetisation of Internet traffic.

For more information, please www.claranova.com and www.twitter.com/claranova_group.

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