Smart Cities - Irish SME looking/exploring partnerships/ test sites to validate and improve their products and explore opportunities for collaborative ventures in the Smart Cities Market.

Summary

Profile type	Company's country	POD reference
Technology offer	**Ireland**	**TOIE20240206014**

Profile status	Type of partnership	Targeted countries
PUBLISHED	**Commercial agreement with technical assistance**	**• World**
	Research and development cooperation agreement	
	Investment agreement	

Contact Person	Term of validity	Last update
Sabrina WODRICH	**6 Feb 2024**	**6 Feb 2024**
	5 Feb 2025	

General Information

Short summary

An Irish SME specialising in IoT and Cybersecurity products and cloud analytics with AI & ML, is actively seeking collaborations. They are looking for partners who share their vision for innovation and growth in these ever changing and dynamic technology sectors and can be a good fit to support us.

Full description

The SME are actively exploring collaboration and partnership opportunities to implement our all-encompassing Smart City solution, integrating both IoT and Cybersecurity measures for a better and a wholistic approach to cities of the future. Through the deployment of our solution, our goal is to elevate the efficiency and security of the overall city infrastructure using cutting-edge technologies. They are specifically seeking pilot deployments and business collaborations to showcase the comprehensive advantages of their technology and foster collaborative partnerships with Smart City Developers.

Pilot deployments
- Actively seeking deployment sites for our tailored IoT/Security solutions designed for Smart Cities. Our focus encompasses use cases such as

- Smart Infrastructure and Urban Mobility
- Smart Utility Management: Water, Gas, Energy
- Smart Building and Facility management and maintenance
- Smart Waste Management, Smart Environment
- Looking for the validation and refinement of our solution by deploying them in real-life Scenarios to ensure its effectiveness and show case its value.
- Deployment of our smart city solutions provides valuable insights and enhanced efficiency of city infrastructure making it smarter, resilient and future proofed.

Business Partners/ Collaborations:

-Partnering with us means unlocking winning formulas for success in the Smart city solutions market through collaborative efforts, ensuring mutual growth and achievement.

-eager to engage in joint projects with government and institutional partners, fostering innovation and addressing critical challenges together.

-Joining forces with the SME as a reseller or distributor opens up exciting opportunities for commercialising cutting-edge IoT/SaaS solutions, tapping into new business areas and territories, and driving revenue growth.

-Collaborating with private and governmental organisations in the Smart cities market to deploy use cases and/or pilot tests in the Urban areas where IoT technology combined with and Cybersecurity could be beneficial to citizens and organisations. With a focus on Smart Cities implementations such as transport and critical infrastructure management, smart bins and waste collection to cite a few which can improve the urban ecosystem we live in.

-Partnering with organisations that can assist in promoting and selling our IoT and Cybersecurity solutions to Urban bodies, municipalities or City Infrastructure developers.

-Our IoT Solution is a key enabler to deployment in these areas:

- o Revolutionising Building Asset Management: Seamlessly integrating automation and digitalisation.
- o Advanced Security Measures: Built-in IoT software and firmware deployments with robust vulnerability management.
- o Real-Time Analytics: Providing actionable intelligence to enhance operational effectiveness and reduce energy waste.
- o Zero-Trust Design Philosophy: Ensuring secure data management and operational reliability.
- o Rapid Action with Edge AI: Enabling agility and responsiveness in dynamic environments.
- o Versatile Communication Methods: Including satellite, cellular, Wi-Fi, and Ethernet for seamless connectivity allowing for multiple application scenarios.
- o Unparalleled Performance Improvement, Cost Reduction, and Customer Satisfaction: Delivering a winning proposition tailored to the manufacturing sector's evolving needs.

Advantages and innovations

The Irish SME is an innovation company and partners can gain access to:
- Scalable and Secure IoT Platform: provides a scalable and secure IoT platform, allowing organisations to efficiently manage and derive insights from their connected devices.
- Proactive Vulnerability Management: Our SaaS product Predictive have proactive security management in its solutions, addressing potential security risks before they can be exploited. Predictive have functionalities including vulnerability management, real time incident & event monitoring, CIS Benchmarking, Cyber Awareness.
- Edge Computing Capabilities: With a focus on edge computing, integrates AI and machine learning at the edge, enabling real-time data processing and decision-making.
- Cloud Integration Expertise: leverages cloud computing from leading providers like AWS, Azure, and Google Cloud, offering scalable and flexible solutions.
- Wholistic Connectivity: supports diverse connectivity options, including cellular, satellite, Ethernet, WiFi, LoRa, and GPS/GNSS, ensuring versatility in communication.
- Robust Security Measures: Prioritising cybersecurity, integrates robust security measures in its solutions, ensuring the confidentiality, integrity, and availability of data all the time every time.
- Ongoing Participation in Research Initiatives: Active participant in calls for projects under Horizon Europe, we are committed to ongoing research and innovation initiatives in collaboration with public and private entities.

Technical specification or expertise sought

Stage of development

Available for demonstration

IPR Status

Secret know-how

Sustainable Development goals

• **Goal 11: Sustainable Cities and Communities**

Partner Sought

Expected role of the partner

The Irish SME are seeking partners with focus in Smart City market and solutions. They welcome collaborators interested in unlocking revenue opportunities by delivering IoT, Cybersecurity, and Edge Technology solutions within their respective industries. The ideal partners would include Smart City organisations such as urban bodies, city councils, city infrastructure developers, and building facility management organisations actively involved in city infrastructure development and management. Those partners looking to enhance their portfolio with more efficient solutions, improved margins, and increased revenue.

The goal is to provide a winning solution that ensures the highest level of customer satisfaction.

Type of partnership	Type and size of the partner
Commercial agreement with technical assistance	• **Big company**
Research and development cooperation agreement	• **SME 11-49**
Investment agreement	• **SME 50 - 249**
	• **R&D Institution**
	• **University**

Dissemination

Technology keywords	Market keywords
• **04002013 - Smart grids**	• **01006004 - Communications services**
	• **02006005 - Big data management**
	• **02006004 - Data processing, analysis and input services**

Targeted countries	Sector groups involved
• **World**	• **Energy-Intensive Industries**