PRESS RELEASE

LACROIX Electronics concludes a partnership with Sigfox to accelerate the industrial-scale production of Internet of Things (IoT) solutions

From left to right:
Stéphane Gendrot - VP Business Development LACROIX Electronics; Mallorie Claudel - Global Ecosystem Partner Director SIGFOX; Patrick Cason - Sales Director SIGFOX

Nantes, 16 February 2017: LACROIX Electronics and Sigfox have made their technical and commercial partnership relating to connected and smart products official.

A partnership dedicated to IoT

The global Internet of Things (IoT) market has been experiencing exponential growth. New prospects and opportunities are emerging in a variety of sectors and demand will only increase in the coming years. There could be as many as 25 billion connected objects between now and 2020!

"In an increasingly connected world, market demands are pushing our customers to find innovative solutions to develop new opportunities" explains Stéphane Klajzyngier, Managing Director of LACROIX Electronics. "Our ambition is to design solutions with our ecosystem that respond to the challenges of Smart Industry"

The respective core businesses of LACROIX Electronics, an electronics design and manufacturing subcontractor, and Sigfox, a global supplier of communication networks, are conducive to creating synergies between the two entities for IoT-dedicated industrial products.

Sigfox has built a unique network offering cost-effective, energy efficient global connectivity comprised of connected sensors, objects and devices. Thanks to Sigfox, all objects could connect to the cloud at ultra low cost using surrounding sources of energy.

LACROIX Electronics develops electronic assemblies and sub-assemblies on an industrial scale, mass producing them in its factories. For several years, LACROIX Electronics has been developing extensive expertise in the area of radio technology and Sigfox constitutes yet another technological addition to its arsenal of services for the industrial scale production of products requiring long range connectivity.

This partnership will enable LACROIX Electronics to develop smart connected products using the Sigfox network, now present in 31 countries. "This collaboration also confirms our strategy of using reliable partnerships to build customised IoT solutions that cater to the needs of our customers," explains Stéphane Gendrot, LACROIX Electronics VP Business Development.

Partnership programme: a working dynamic

As part of its global strategy, LACROIX Electronics has brought together leading experts in various fields who enable it to offer innovative customised solutions to end customers while improving competitiveness and time to market. This partnership programme also enables technical expertise to be pooled and all-inclusive electronic solutions to be proposed.

The strength of this network lies in the synergy between the expertise, ensuring an optimal high added value technical solution that caters to customer requirements with a comprehensive "end-to-end" offering, from design through to manufacture of finished products.

Sigfox is joining a well-established ecosystem built around the collaborative development of electronics solutions.

"Having Lacroix Electronics in the Sigfox ecosystem assures Sigfox solutions partners of very rapid development and production of Sigfox Ready™ devices, simplifying and accelerating use of the Internet of Things, by providing fast time to market, reduced cost of connected devices and, in time, mass production of IoT solutions" said Patrick Cason, Sigfox Sales Director France.

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About LACROIX Electronics and the LACROIX Group

Ranked amongst the top 10 European EMS (Electronics Manufacturing Services) companies, LACROIX Electronics specialises in electronics subcontracting for the industrial, home and building automation, healthcare, automotive, civil avionics and defence sectors. With more than 3,150 employees, LACROIX Electronics achieved turnover of 311 million euros in 2016 (+11%), including intra-group sales.

With its 4 plants and design centre, LACROIX Electronics offers all-inclusive industrial solutions from design through to mass production of electronic assemblies and sub-assemblies.

LACROIX Electronics is a LACROIX Group business, a technology equipment manufacturer that achieved turnover of €430 million in 2016 and has 3,900 employees.

Through its design and industrial-scale manufacture of innovative connected equipment and technology, the LACROIX Group enables its clients to make the world smarter and responsible and to better understand electronics innovation, data flows, people, water and energy.

To find out more, visit the website: www.lacroix-electronics.com and www.lacroix-group.com

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About Sigfox

Sigfox is the world's leading provider of connectivity for the Internet of Things (IoT). The company has built a global network to connect billions of devices to the Internet while consuming as little energy as possible, as simply as possible.

Sigfox's unique approach to device-to-cloud communications addresses the three greatest barriers to global IoT adoption: cost, energy consumption, and global scalability. Today, the network is present in 31 countries and on track to cover 60 by 2018 – covering a population of 486 million people. With millions of objects connected and a rapidly growing partner ecosystem, Sigfox empowers companies to move their business model towards more digital services. Founded in 2010 by Ludovic Le Moan and Christophe Fourtet, the company is headquartered in Labège near Toulouse, France's "IoT Valley". Sigfox also has offices in Paris, Madrid, Munich, Boston, San Francisco, Dubai and Singapore. For more information, see www.sigfox.com and follow us on Twitter, Facebook and Youtube.

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