

Creating an ecosystem that leverages leading technologies to deliver industrial-grade IoT solutions

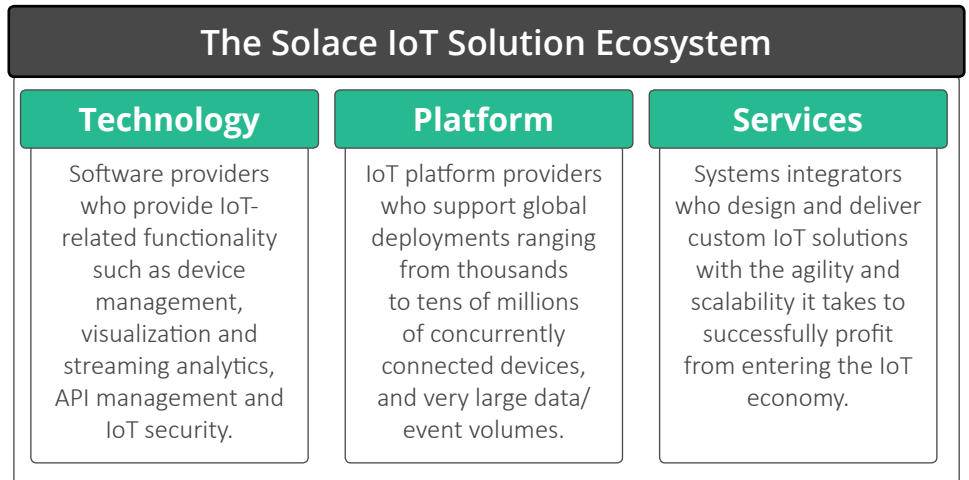
As the Internet of Things enters a phase of steady growth and main-stream adoption, organizations face the challenge of creating IoT-driven business models that scale while maintaining cost efficiencies.

At Solace, we believe industrial-grade event distribution enables the robustness, flexibility and agility it takes to achieve that goal.

That's why we're partnering with technology and solution experts to create pre-integrated, proven solutions to the most challenging IoT problems, helping companies quickly prove concepts with small-scale pilot projects and cost-effectively roll out global services.

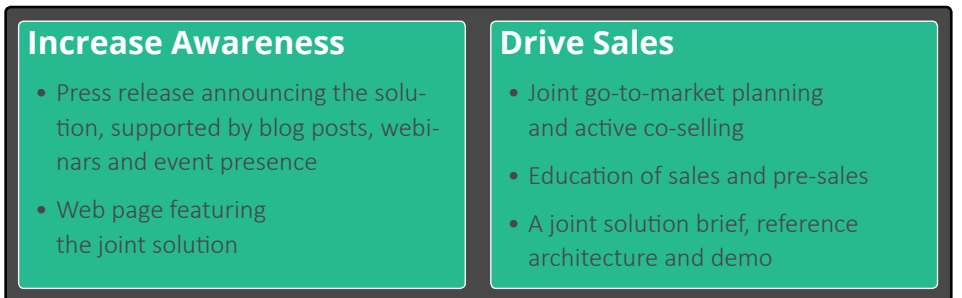
Learn more at
solace.com/partners/iot

IoT solutions are complex and diverse, and no single company can meet every customer need. We are committed to creating pre-integrated IoT solutions by partnering with companies who have proven their ability to enable IoT through technology, platform and services offerings.



Program Benefits

We offer three partnership models: referral, resale and OEM. Regardless of commercial model, as a Solace IoT partner you will be able to tackle even the most challenging event distribution requirements. Together we will create a go-to-market plan that drives awareness and develop materials that help salespeople open doors and close deals.



Example Use Cases

Automotive

- Connected vehicle
- Digital services

Manufacturing

- Factory optimization
- Predictive maintenance
- Asset tracking

Energy

- Smart metering
- Smart grid

Transportation & Logistics

- Fleet management
- Track & trace
- Train operations

Government

- Traffic management
- Road pricing
- Waste management

Building

- Escalators & elevators
- HVAC management