Sierra Wireless Launches M2M Solution Exchange, Connecting Customers with Best-of-Breed Solutions

Sierra Wireless

The new Solution Partner Program and M2M Solution Exchange website provide customers with proven, integrated M2M solutions for a variety of applications and industries, simplifying deployment

VANCOUVER, British Columbia--(BUSINESS WIRE)-- Sierra Wireless has announced the launch of the Sierra Wireless Solution Partner Program and the Sierra Wireless M2M Solution Exchange.

The Sierra Wireless Solution Partner Program promotes integrated wireless solutions powered by Sierra Wireless technology. It offers a streamlined, functional way for solution partners to work with Sierra Wireless to promote their solutions to the company's network of carrier, sales, and reseller channels.

As part of the program, the Sierra Wireless M2M Solution Exchange showcases real world wireless solutions, proven and deployed across a variety of categories, including fleet and asset management, digital signage, business continuity, and smart grid. At launch, the 28 solutions from 18 partners featured in the Exchange are built using Sierra Wireless AirLink gateways for 2G, 3G, and 4G networks. The program will be expanded over the next year to include solutions incorporating other Sierra Wireless technologies, becoming a valuable resource for organizations looking for connected solutions that can help them streamline their operations, improve efficiency, improve their customer service, and reduce operating costs.

"We know that many customers prefer to buy packaged, proven solutions specific to their industry and needs," said Emmanuel Walckenaer, Senior Vice President, Enterprise Solutions for Sierra Wireless. "The M2M Solution Exchange connects customers with solutions for a wide range of applications – from fleet management, to remote monitoring, to sales and payment – that meet their requirements and are ready to deploy. It's a unique program that we believe delivers tremendous value to both our partners and to customers."

What Solution Partners are Saying

"The new Solution Partner Program from Sierra Wireless will greatly increase our customers' knowledge of potential new applications for M2M solutions. I was amazed at the wide variety of M2M solutions I never knew existed." – Mack Corbin, Vice President of Operations, MHCorbin, (USA)

"NetMotion Wireless is excited about the launch of the Sierra Wireless Solution Partner Program and the M2M Solution Exchange. As a long-term strategic partner

with Sierra Wireless, this is an excellent opportunity for us to mutually showcase our complementary solutions and demonstrate to customers the value of working with us." – Colin Willer, Channel Development Manager, NetMotion, (USA)

"Routeware is thrilled to be participating in the Solutions Partner Program. We are excited about the ease with which this program will allow our customers to find and implement M2M solutions. With the Solutions Partner Program, our audience will have a portal of beneficial resources at their fingertips allowing them access to the most innovative products out there." – Ron Pettit, Chief Technology Officer and Executive Vice President, Routeware, (USA)

"We applaud the initiative Sierra Wireless has shown in setting up the Solution Partner Program. We see many benefits for our customers and expect it to open our business projects up to a new level of success." – Guido van Erp, Chief Operating Officer, SystemHouse, (Netherlands)

For more information visit, www.sierrawireless.com [1].

Source URL (retrieved on *04/18/2015 - 3:58pm*):
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