



INSIDE M2M

Your partner for successful
IoT projects



WHO WE ARE

INSIDE M2M helps companies to use the **Internet of Things (IoT)** as a driver of added value and a competitive advantage.

Our team specializes in the tailor-made development and implementation of solutions for your IoT requirements. We find the optimal technological implementation for your use case and are experienced in designing and implementing effective applications even under less than ideal conditions.

Our team consists of 50 enthusiastic **IoT experts** who are driving the industry forward with innovative solutions. INSIDE M2M was founded 20 years ago based on the conviction

that remote maintenance must work better than the modem and telephone lines used at the time. Instead of 10 or 100 machines, we wanted to connect 100,000 machines simultaneously. Instead of just DAX companies, the technology should be open to all companies.

What was a major challenge back then is now part of everyday life. Today, IoT can do much more than just simplify maintenance.

IoT data is at the heart of automating processes in a wide range of areas, from supply chain and building automation to healthcare and traffic management.

The use of **artificial intelligence (AI)** is also being accelerated by IoT applications, as they provide the millions of machine data required for analysis. And the use of augmented reality applications opens up completely new possibilities in the field of remote maintenance.

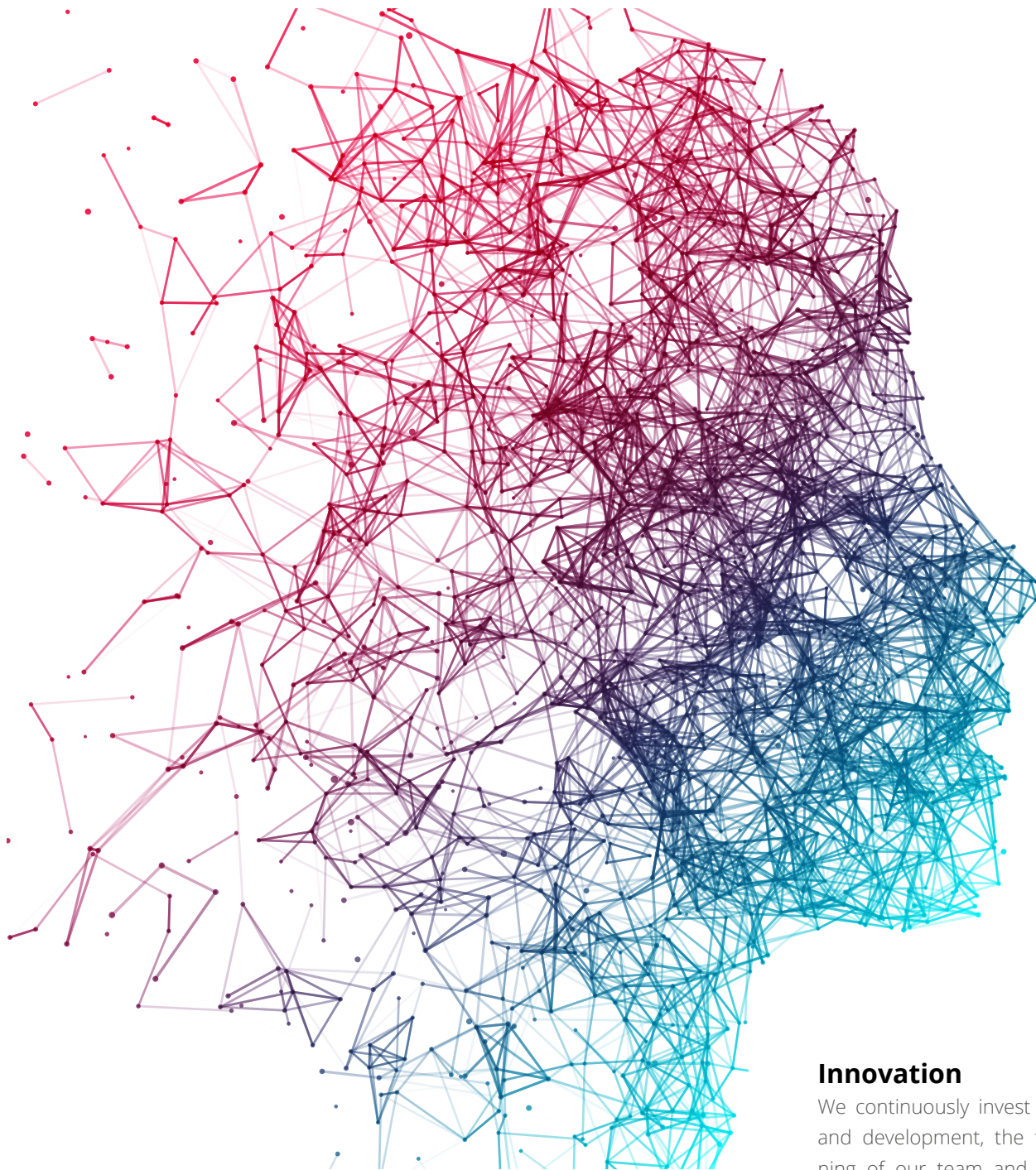
The areas of application for IoT technology today are almost unlimited. Just like the tech industry INSIDE M2M has evolved over the years. What has not changed is our desire to question the status quo and open up new business opportunities using information technology.



OUR MISSION

Our mission is to push the boundaries of what is technologically feasible. IoT is a key technology. Together with AI, it will fundamentally change our society in the coming years and decades. In Germany, it is still in its infancy. We have set out to change that.

We help companies to exploit the potential of IoT for their growth. Together, we realize value-enhancing use cases and drive the digital transformation forward in a co-creative process.



VALUES

Quality

Our aim is to get a little better every day. Our quality standards are high - and we ensure them through proven processes and strict quality management.

Flexibility

Today's markets and business requirements are highly dynamic. That's why we are too. We focus on precise support and customized solutions that are as unique as our customers' business models. Because that's how they get the best return on investment.

Innovation

We continuously invest in research and development, the further training of our team and the recruitment of specialists. After all, we want to offer our customers solutions that will continue to give them a boost the day after tomorrow.

Service

The satisfaction of our customers is the basis of our success. Our priority is long-term, trusting partnerships with companies that value fast support and holistic advice and want to proactively seize the opportunities of IoT.



HISTORY

Started as the idea of a handful of IoT enthusiasts, INSIDE M2M has developed into a full-service provider for communication technology and digitalization over the past 20 years.

Market leaders such as YUNEX Traffic, Liebherr, Konica Minolta and WMF rely on our hardware and software solutions for secure and intelligent bidirectional data transmission and value us as a reliable partner.

Despite economic turbulence, the number of machines networked using our technology is growing every year, which reinforces our belief that the courage to innovate is rewarded.

As a long-standing partner to our customers, we are proud to be shaping the digital transformation not only in Germany, but worldwide.

2004



Foundation of INSIDE M2M GmbH by Derek Uhlig, Dr. Fred Könemann and Ingo Haase in Hannover.

2005



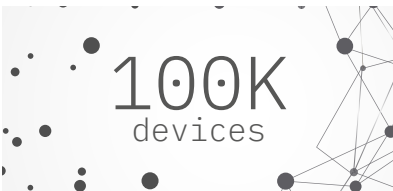
The first generation of our cloud-independent IoT platform M2MGate is presented.

2006



INSIDE M2M wins Konica Minolta as a customer. Their bizhub printers are networked worldwide with M2MGate via mobile communications.

2011



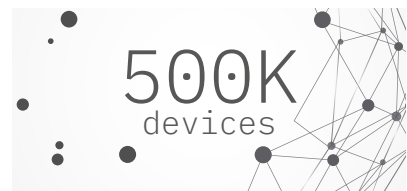
More than 100,000 machines of our customers have been networked with M2MGate.

2018



Location in Bissendorf near Osnabrück is opened.

2019



INSIDE M2M networks the 500,000th machine.

2020



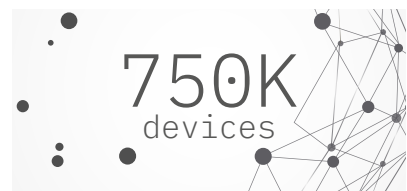
The release of M2MGate V opens up new possibilities for our customers.

2023



New location in Berlin is opened.

2024



20 years of INSIDE M2M – 750,000 devices networked with M2MGate.

BEHIND EVERY SUCCESS STANDS A FIRST-CLASS TEAM

We are a diverse team of experienced developers and young IoT masterminds with practical experience in a wide range of industries and technologies.

What unites us is our enthusiasm for the Internet of Things, the desire to develop ourselves further and the willingness to go the extra mile for outstanding customer results.

Our innovative strength is our guarantee of success. That's why we

train the majority of our employees ourselves. Many of our team members join us as working students or master's students during their IT related studies, while others join us straight after graduating from university. They all bring with them the latest technology know-how and innovative concepts and ensure that INSIDE M2M keeps its finger on the pulse.

We have no shortage of skilled workers. We attract young and experienced IoT enthusiasts because we offer an environment in which everyone can excel. Whether it's industry events, seminars or online courses, we invest in the continuous knowledge development of our employees and promote open source IoT projects because the knowledge gained from them directly benefits our customers.



FOCUS ON FUTURE TOPICS



Which topics will shape the IoT world of tomorrow?

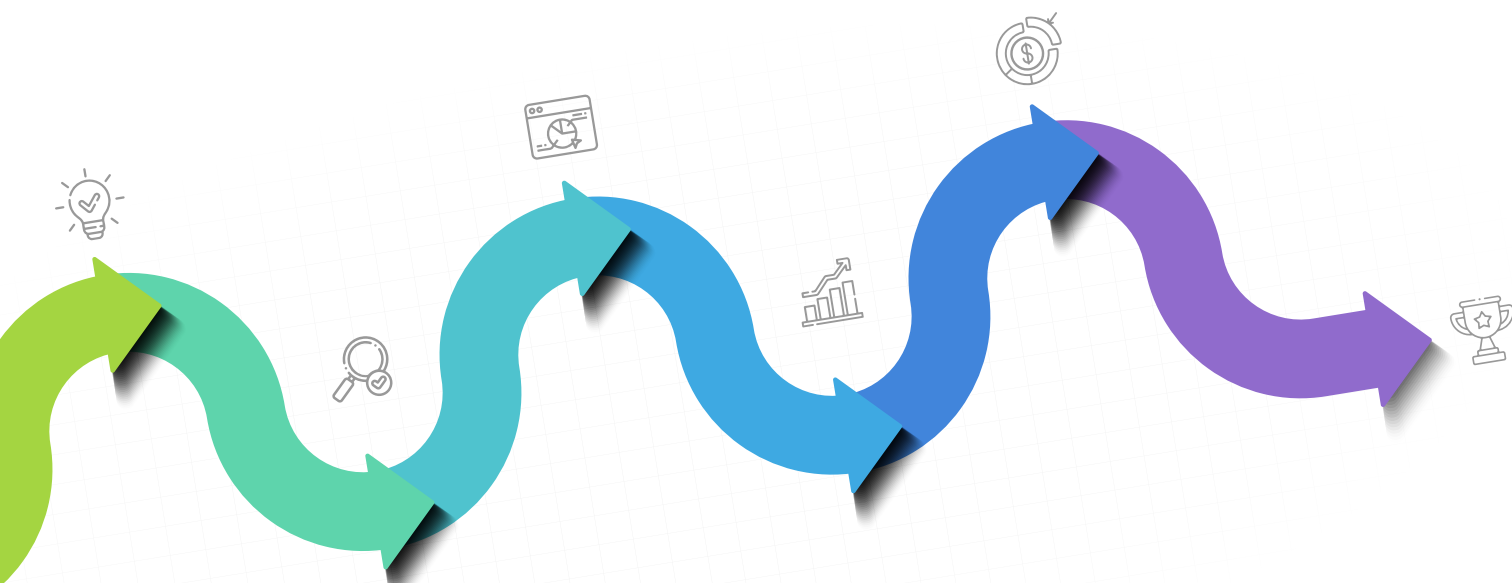
Artificial intelligence (AI): In many IoT use cases, AI will multiply efficiency. By using algorithms to continuously improve decisions based on their data analyses, enormous performance improvements can be achieved in a short space of time. We have brought AI experts on board and are building up an internal AI team in order to be able to competently explore the opportunities of AI for our customers.

Augmented reality (AR): When AR glasses are linked to live data from machines, this can offer greater safety, especially in the maintenance environment, but other use cases also benefit from the visualization of device data. The first of our customers are already testing the use of AR - with promising results.

5G mobile communications: The widespread availability of 5G expands the possibilities for data-intensive and time-critical IoT use cases. With M2MGate and 5G, systems can be optimized for high bandwidths or low latencies, which promises new development leaps in many application areas: complex industrial use cases, smart city solutions and autonomous driving applications can reach new milestones in their evolution.

SERVICES

Whatever stage you are at in your IoT deployment considerations, we can accelerate your digital transformation with customized services and individual application development.



Consulting

Based on a comprehensive analysis of your infrastructure and your goals, we advise you on how IoT solutions can support you in achieving your goals.



Development

We take on the design and implementation of IoT infrastructures and the further development of existing systems based on M2MGate.



Optimization

We analyze your existing IoT systems and optimize efficiency, data accuracy and response times or work with you to develop new value-adding IoT use cases.



Maintenance

We offer comprehensive maintenance services for your IoT systems, including regular checks, updates and troubleshooting to ensure trouble-free functionality and long-term reliability of your IoT infrastructure.



Hosting

We host the IoT applications we develop. Alternatively, you have the option of operating our IoT solution on your own servers or on hyperscalers.



Support

We provide you with our DevOps team, which advises you on all questions relating to your IoT solution and ensures a quick solution in the event of technical problems.

M2MGate

Our customer solutions are based on M2MGate, our highly flexible and cloud-independent IoT platform:

It supports the connection of an unlimited number of devices and machines in any application scenario. Geo-localization, client assignment and real-time data analysis are just as possible as the rapid integration of new functions and data sources.



HOW WE WORK

IoT is not a one-off project, but a process. Companies start with an initial use case, but many soon add further applications. We advise and support you at every step of your IoT journey.

It often starts with the desire to optimize processes: after the introduction of IoT infrastructure, the performance of devices and machines can be precisely analysed for the first time. The analysis in turn provides valuable insights and starting points for further process optimization.

For example, many manufacturing companies initially offer remote maintenance for their machines. Later, they add remote support to their service in order to reduce their customer care costs by reducing on-site visits to customers.

Companies should regularly put existing systems to the test, because technological development does not stand still and what was innovative a few years ago is no longer a competitive advantage today.

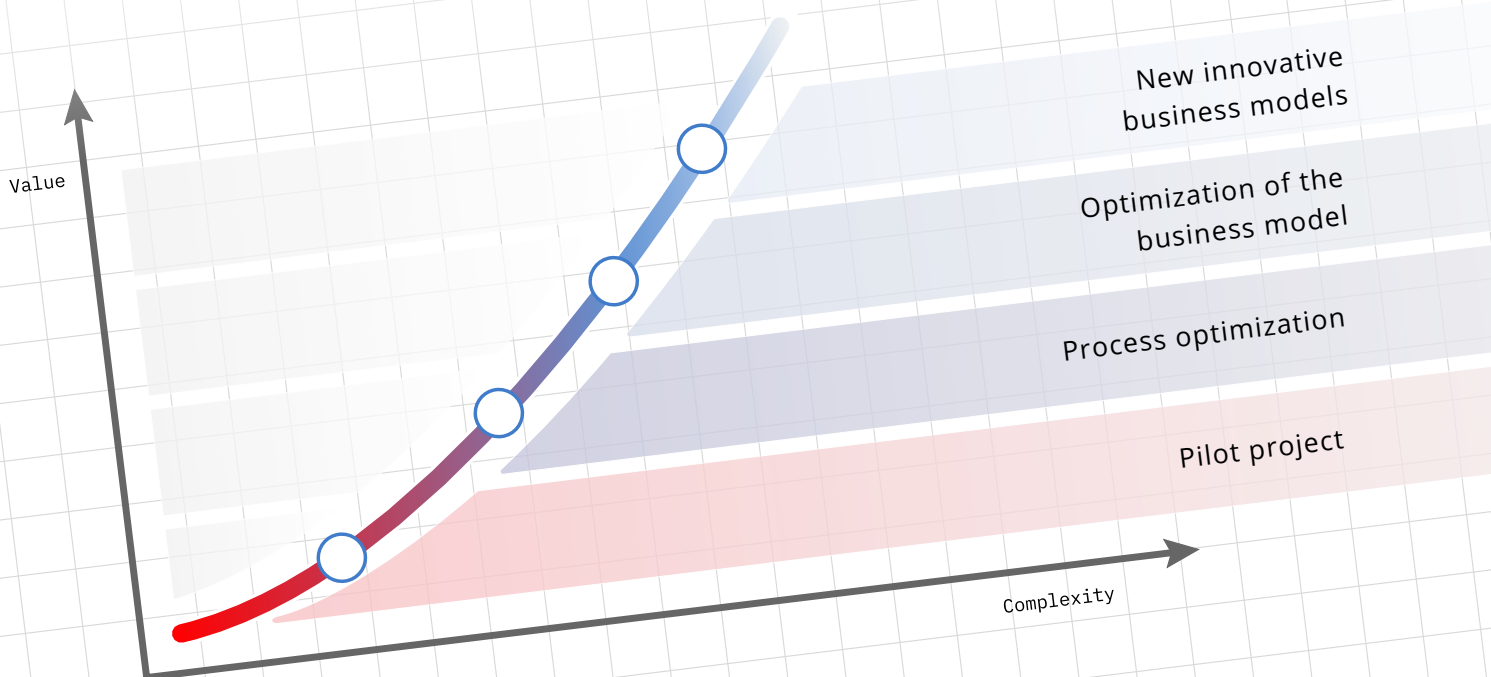
Once companies have experienced the potential of IoT in initial application scenarios, the next step is to expand the technology to other business areas or restructure entire business models.

Our customers successfully utilize the usage and sensor data from their machines for predictive maintenance, thereby generating further continuous revenue for their own customers.

At the same time, the data pool of a machine fleet enables the targeted further development of products and services. These application-related innovations not only reduce the costs of market research, but also achieve a significantly higher success rate on average. Regardless of their intended use IoT-Systems require

regular maintenance. And since no system runs permanently without errors, companies must establish processes to quickly rectify technical faults and minimize economic damage.

We work with you to analyze your IoT potential, develop your individual roadmap and implement the next steps. We see ourselves as a transformation partner. We therefore support the majority of our customers over many years - from the implementation of an initial proof of concept to the development of advanced IoT solutions.



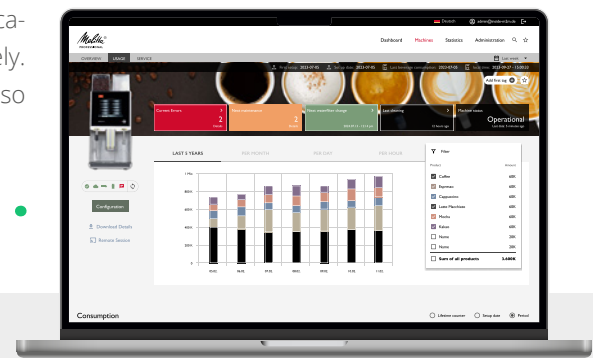
REFERENCE PROJECTS

Melitta®
PROFESSIONAL



The traditional company has been working with INSIDE M2M since 2016 to develop IoT solutions for its fully automatic coffee machines, which deliver a caffeine kick at the touch of a button in bakeries, company canteens and restaurants. Thanks to device networking, machine owners can use the central Melitta Insights portal to analyze their customers' usage preferences at a precise location and maintain devices remotely. Seasonal beverage recipes can also

be activated at the click of a mouse - without the need for on-site technicians. Melitta's customers are not the only ones to benefit from the IoT infrastructure. The company itself uses the machine data to optimize its vending machine models and generate insights for product development.

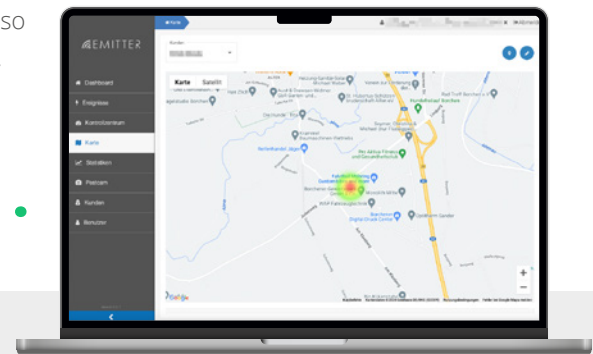


FUTURA
PASSION FOR PEST CONTROL



The company from East Westphalia is a digital pioneer in pest control. Futura sells traps for rats, cockroaches and other pests that are monitored via IoT technology. Instead of having to manually inspect all traps every hour - as required by law - companies receive an alert via the software developed by INSIDE M2M as soon as a trap is triggered. This saves companies considerable costs. In the future, the traps will be equipped with 4G and 5G and provide the data for AI algorithms - INSIDE M2M will also be a development partner for this.

„INSIDE M2M is the perfect partner for us. We now have a cloud solution with servers in Germany that is scalable worldwide. INSIDE M2M's international IoT experience was a key reason why we chose the team.“ - Daniel Schröder, CEO Futura GmbH



Discover numerous other IoT solutions that we have implemented for well-known customers on our website.

HAVE WE PEAKED YOUR INTEREST?

**Make an appointment today with the
experts from INSIDE M2M.**

**Together with you, we will take the
first steps free of charge and without
obligation!**



INSIDE M2M GmbH

Phone: +49 (0) 5137-90 95 0-0

E-Mail: vertrieb@inside-m2m.de



inside-m2m.de

Garbsen

Berenbosteler Straße 76 B
30823 Garbsen

Bissendorf

Gewerbepark 9-11
49143 Bissendorf

Berlin

Marienburger Straße 1
10405 Berlin