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What innovations or advancements in IIoT are you most excited about showcasing at Hannover Messe 2024?

At ZARIOT, we have seen a growing interest in private network solutions from the industrial, manufacturing, logistics, and retail sectors.

The edges of private networks are abrupt. Border transitions must be accurate and fast, without unnecessary network scans, especially when assets return to private coverage, as this adversely affects battery life.

ZARIOT's advanced eUICC SIMs are certified secure and enable our ecosystem partner, Able Device's SIMbae™ applet, to accurately map private network borders for precise automated network switching. This gives assets global connectivity with ZARIOT's expansive roaming agreements, as well as seamless access to the private network when available. The SIM also locally retains knowledge of the network border, attempting reconnection only when within a radius to prolong battery life.

ZARIOT also facilitates advanced cross-border and cross-connectivity access security with partners Atsign and Crypto Quantique, delivering comprehensive and cohesive security on both sides of the private border. Our partnership with Teragence further enhances the solution. Teragence's Signal Checker can create a micro-level coverage map of the private network environment, utilizing data from IIoT cellular devices. This reduces time-consuming connectivity testing and optimizes local environment coverage.



As the IIoT ecosystem faces escalating security threats, connectivity must be achieved while fully preserving asset integrity.

In terms of Industry 4.0, what new strategies or approaches is your company introducing at Hannover Messe 2024?

At ZARIOT, we believe the flexibility available in Devices (D) and Applications (A) also needs to be extended to the Network (N). Across different technologies, elements that occupy the central position have always been used to smooth integration and remove friction. Yet, cellular connectivity remains opaque and inflexible despite being the vital link in IoT's DNA.

IoT must be driven by the business case and to achieve its goals. Rather than being limited by technology or allowing these limitations to influence or dilute the final objective. "If you only have access to a hammer, everything looks like a nail." We provide a toolkit to make connectivity integral to the overall IoT design.



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Has your company formed any new partnerships, collaborations, or alliances for this year's Hannover Messe?

As IoT and its interdependent building blocks become more diverse, partnerships and collaborations are central to our vision of a global ecosystem.

These are some of our valued partnerships who enable a variety of IIoT use cases – from process automation to OEE optimization:

atsign—With atsign's open-source platform, we embed their solution in a live telecom environment using ZARIOT SIMs. This creates a highly secure IoT connectivity solution with simplified device management.

SmartAxiom—Blockchain technology developed specifically to support and secure asset tracking devices. ZARIOT provides access to both network and protected non-volatile elements in the SIM to allow the writing of "secure tokens" at both device manufacture and end customer enablement.

Binare—With ZARIOT, Binare looks to bring its expertise to IoT connectivity. Using binary code inspection, Binare identifies vulnerabilities in software or configuration, providing actionable insights for remediation, mitigation, and certification.

SevenShift—SevenShift and ZARIOT bring an advanced remote IoT device security testing platform. They help enterprises understand and establish a clear path to device certification to ensure they adhere to the latest cybersecurity and data privacy regulations.

Able Device—Able Device's SIMbae™ supports streamlining IoT features, device controls, and applications while embedded in ZARIOT SIMs. SIMbae™'s no-code configuration scripts allow the implementation of predefined templates or full customization of scripts to accelerate prototyping and deployments.

Teragence—ZARIOT SIMs provide global secure connectivity, while Teragence's Signal Checker gives granular, accurate data on network coverage. This includes mobile signal strength and coverage of LPWAN protocols such as NB-IoT and LTE-M for "right-first-time" deployments.

Crypto Quantique—Crypto Quantique's QuarkLink securely supports IoT devices and is integrated into cellular networks using ZARIOT SIMs. This equips companies with the tools to provide secure connectivity for IoT devices, including zero-trust secure provisioning, onboarding, and device life-cycle management capabilities.



Are there any exclusive product launches or demos planned for Hannover Messe, and if so, what makes these offerings stand out? What problems do these solve? Who is the main target audience for your solutions?

We have prepared a special demo for a new joint solution with Crypto Quantique, a leading provider of quantum-driven security for IoT. Together, our solution strengthens IoT security while simplifying device management.

This solution is ideal for all customers who want to achieve end-to-end security and cutting-edge performance for their cellular IoT solutions. Connectivity lies at the heart of Industry 4.0 to create secure and adaptable digital infrastructure. Yet, security and performance remain major adoption considerations.

With full data protection, feature flexibility over the entire device life cycle, a supportive IoT ecosystem, and seamless integration with current and legacy equipment, there's an easy way to simplify processes while enabling powerful automation.

