

# Viotel and Definium implement development partnership

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Viotel and Definium Technologies Pty Ltd are pleased to announce the signing of a development partnership agreement to facilitate optimisation of Viotel's suite of 'Internet of Things (IoT)' devices for commercial scale manufacture.

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Definium CEO, Mike Cruse said; "Definium is very excited to enter into this partnership with Viotel as it is a great match of Viotel's experience and capability in their market segment and Definium's design and manufacturing capabilities. Viotel are a technically sophisticated company that knows precisely what they need and indeed have the capability to produce prototype units. We will leverage our experience in the design and manufacturing of IoT and industrial control devices to accelerate Viotel's products to market in production quantities. This partnership is a great example of regional companies working together to produce state of the art technology and get it to market."

"This partnership is a key step in fulfilling our commitment for realising the potential of 'Internet of Things' technology to empower infrastructure owners to mitigate risks, identify opportunities and make better decisions," said Viotel Chairman Dan O'Toole.

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About Viotel

Our mission is to empower businesses with better data for better decisions. At Viotel we believe knowledge is power, and understand the critical role data plays in managing risks, identifying opportunities and protecting business assets. Using 'plug and play' Smart Box technology, coupled with the power of Amazon Web Services, Viotel has created a data ecosystem. We believe in making smart technology smarter.

By continually investing in new technology and collecting and analysing data in real time, our cutting- edge solutions empower businesses to identify cost savings, increase productivity, streamline maintenance, increase OHS, monitor assets from any location and respond faster to emergencies.

Viotel currently has operations support in Australia and New Zealand.

About Definium Technologies

Definium Technologies Pty Ltd is an Australian company which specialises in producing custom hardware and software solutions to solve problems in multiple domains including low-power remote sensor monitoring and control, industrial sensor gateways, real-time control platforms, and protocol interoperability layers for carrier, enterprise and industrial grade deployments.

Definium provides a complete electronics hardware manufacturing solution with automated in-line surface mount assembly, vacuum vapour-phase

reflow, automated optical inspection, selective & wave soldering, x-ray inspection and manual soldering/assembly tooling.

Definium has designed and manufactured a large range of solutions from low-power wireless sensors and communication gateways through to high-end audio devices, fuel injection and real time industrial control systems. All Definium Technologies' products are manufactured in Tasmania, Australia.

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