

NNNCo enters strategic MOU with Hills to deliver IoT nationally

The National Narrowband Network Co (NNNCo) today announced the signing of a strategic Memorandum of Understanding with [Hills Limited](#) (ASX: HIL, “Hills”) to deliver scalable end-to-end IoT solutions across Australia.

The partnership is the first of its kind in Australia’s emerging IoT market, bringing together the combined capabilities of NNNCo which is developing a shared narrowband network as Australia’s LoRaWAN operator, and Hills which is one of the country’s largest distributors of technology and communication solutions.

NNNCo Founder and CEO, Rob Zagarella, said today that the two organisations had closely reviewed the market and agreed that their collective capabilities made it possible to strike hard and make IoT a reality in a unique way.

“Together our two organisations are in a position to roll out real, scalable IoT solutions in the marketplace. NNNCo brings together a complete end-to-end solution and Hills will provide product distribution, installation and support services across Australia, ensuring solutions can scale quickly,” Mr Zagarella said.

The MOU positions Hills as the frontline solution provider to the end customer while managing the distribution relationship of IoT product manufacturers and suppliers, including purchasing, distribution and logistics, support, returns and warranty. NNNCo will provide the network and operational management and support of the network as a shared service to customer segments in Australia.

Hills CEO, Mr David Lenz, said today that the agreement with NNNCo is an important step in delivering the company’s strategy on IoT.

“Hills’ intent is to move from a distributor model to a managed services model while leveraging our existing capabilities. There is enormous opportunity for IoT within our existing businesses of security and safe cities, transport and logistics, e-health and audio visual, as well as opening up new opportunities like agriculture. We already install solutions for the NBN and we see narrowband and IoT as an extension of that,” Mr Lenz said.

NNNCo and Hills will submit a joint Expression of Interest to Ipswich City Council in December 2016 to deliver smart city solutions.

Mr Lenz describes smart cities as one of the biggest opportunities in IoT right now. “There’s a real government focus on smart cities so it’s one of the first areas where there’s an appetite and an expectation. Hills is already delivering safe cities for a number of councils through our CCTV and security infrastructure and smart cities will build on that with applications that improve the safety and quality of life for citizens, like smart lighting and parking,” he said.

Mr Zagarella added, “IoT in cities isn’t about ‘seeing’ the devices, it’s about providing important data that can be used by councils to improve quality of life by delivering financial benefits, sustainability benefits, and improved health and wellbeing. Over time we’re going to see this information pay for itself in efficiencies and improvements. There’s a lot of talk in the market about IoT but NNNCo and Hills have the devices, infrastructure and the network. It’s real and it’s here.”

About NNNCo

NNNCo is an Australian company building a national narrowband network in Australia for IoT. NNNCo is taking the lead as Australia's LoRaWAN operator, building and operating Australia's Narrowband Network as an end-to-end scalable solution. The company has built key relationships to leverage existing utility, network and other assets to achieve large-scale roll-out and reduce capital costs.

About Hills

Hills is a majority Australian-owned publicly listed company (ASX:HI). Through its national distribution capabilities and professional management and install services, Hills is ideally placed to support all forms of IoT applications installation and maintenance.

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