



## **AB InBev**

“The Qualcomm Aware™ Platform is a significant new tool that will help companies like AB InBev gain real-time visibility into the location and condition of assets, enabling better inventory management, greater efficiency and reduced product losses,” said Keith Davies, Global VP of Technological Innovation, AB InBev. “As AB InBev continually improves its warehouse management and last-mile delivery operations, we are excited to collaborate with Qualcomm Technologies to evaluate new solutions that support us from the brewery to the point of sales, leading to better outcomes for our millions of customers worldwide.”

## **Arrow Electronics**

“As a global provider of technology products, services, and solutions, we understand the value and potential of connecting businesses with technology that breaks down barriers of inefficiency,” said Sales Rampersad, president of Arrow Electronics’ Intelligent Solutions business. “The Qualcomm Aware™ Platform is an important step towards shaping the future vision of helping enable connected industrial intelligence at scale across industries. We look forward to continuing our strong relationship with Qualcomm Technologies as they announce this unique and new solution.”

## **BASF**

“At BASF, ensuring transportation transparency, customer delight, and building climate neutrality into our supply chain is a priority. It means working toward On-Time, In-Full (OTIF) deliveries of our containers from origin to ports of import and further to our plant locations inland, including handling of temperature and humidity conditions within the container for safe and environment-friendly transport. The Qualcomm Aware™ Platform’s accuracy around real-time location and condition sensing with superior connectivity will enable platforms like Roambee to deliver supply chain intelligence that can help us mitigate risks caused by delays, security breaches, and factors impacting sustainability goals,” says Subramanian Ramachandran, Dy. General Manager – Warehouse, Logistics, and EXIM for Environmental Catalysts at BASF.

## **Capgemini**

“Capgemini helps organizations accelerate their business and technology transformation towards Intelligent Industry for a sustainable future,” said Lisa Mitnick, Group Offer Leader Intelligent Products & Services, Capgemini. “We are delighted to see Qualcomm Technologies continue to enhance its offerings with the Qualcomm Aware™ Platform to support IoT globally. We work closely with Qualcomm Technologies to help drive integrated innovative solutions for our clients across key industrial sectors. We look forward to continuing our close collaboration to build the 5G connected businesses of tomorrow.”

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## **Cognizant**

“The pandemic has highlighted the complexity and vulnerability of our global supply chains and the need for enterprises to modernize their operations,” said Vibha Rustagi, Cognizant Global head of IoT. “The Qualcomm Aware™ Platform is a powerful intelligent edge solution that leverages differentiated services to accelerate digital transformation for multiple industries. We’re excited to work with Qualcomm Technologies and bring Cognizant’s expertise in cloud and edge to help deliver monitoring and location tracking solutions for logistics, energy and utilities customers, among others.”

## **Ferrero**

“Ferrero is known for its quality and excellence. To maintain its brand promise, we work to proactively mitigate and address all non-compliant events in our cold chain, from warehouses to distributors, using sensor-driven cold chain visibility and intelligence. We are excited about the Qualcomm Aware™ Platform’s innovative capabilities in providing high location and condition sensing accuracy through its real-time lower-level sensor events, on which platforms like Roambee provide business signals such as Quality Controls (QC) prediction signals, Estimated Time of Arrival (ETA) signals, On-Time, In-Full (OTIF) signals, and more, for better forecast accuracy,” says Arti Advani, the Logistics Quality Supervisor of Ferrero.

## **Foxconn Industrial Internet**

“We’re excited to once again partner with Qualcomm Technologies to develop an ecosystem of devices powered by the Qualcomm Aware™ Platform. Through the combination of Foxconn’s device manufacturing expertise as the largest ODM in the world and Qualcomm Technologies’ leadership in developing IoT technologies and standards, we’re excited to help deliver a suite of devices that are optimized for a range of use cases to help deliver a suite of devices that are optimized for a range of use cases to help businesses accelerate their digitization efforts in a power-efficient and cost-optimized manner.” said Kevin Liu, VP of Foxconn Industrial Internet.

## **Gridspertise**

“By partnering with Qualcomm Technologies, we see an exciting opportunity to continue integrating some of their leading enabling technologies in our hardware and software solutions, conceiving new use cases for grid digitalization, in order to achieve more real-time monitoring, awareness and intelligence at the edge. Gridspertise’s advanced technologies and utility-based experience incorporating Qualcomm Technologies’ end-to-end IoT solutions can help tackle goals in decarbonization, distributed generation integration and digitalization.” Robert Denda, CEO, Gridspertise

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## **Ikotek**

“We are pleased to be selected by Qualcomm Technologies as an ODM partner for a Qualcomm® 216 LTE IoT modem-based tracking device for logistics and supply chain management that will leverage the new Qualcomm Aware™ Platform,” said Joe Peterson, CEO of Ikotek. “Beyond this initial tracking device, we stand ready to help accelerate the digital transformation of industries by providing powerful and timely ODM services to our customers that are looking to build solutions on the optimized Qualcomm Aware Platform.”

## **L&T Technology Services**

“The digital transformation of industries requires the delivery of solutions that are designed with the unique needs and use cases of customer in mind,” said Alind Saxena, Chief Sales officer at L&T Technology Services (LTTS). “As a leader in pureplay Engg and systems integration services, LTTS is always looking for new cutting-edge technology solutions and we are therefore excited to support to the all-new Qualcomm Aware™ Platform, which will offer a comprehensive collection of positioning, connectivity, and other technologies that will allow to enterprises modernize their businesses in highly tailored ways.”

## **Maersk**

“As a global logistics company, we need the best, most accurate ways to track our containers across the globe. We see great potential in the low-cost, low-power, high-tech Qualcomm Aware™ Platform.” said Jacques-Pierre van der Merwe VP of Engineering Operations, Warehouse and Distribution

## **Mapbox**

“Mapbox is a developer-friendly platform for maps and location data that offers flexibility, security, and performance. We are pleased to help power core mapping and visualization features of the Qualcomm Aware™ Platform,” said Peter Sirota, CEO, Mapbox. “The customizable design of Qualcomm Aware, combined with the ability to integrate tailored location features with Mapbox mapping and routing APIs, means businesses in supply chains and logistics will be able to build a complete hardware, connectivity, and service solution for the specific real-time location intelligence they require.”

## **Microsoft**

”The interoperability of software and hardware systems is key to delivering IoT solutions that enhance customer experiences. Through the integration with Dynamics 365 Supply Chain Management, Qualcomm

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Technologies is providing customers with a seamless way to track assets, manage inventories and improve their operational efficiency,” said Ulrich Homann, Corporate Vice President Cloud + AI, Microsoft.

## **Mondelēz International**

“Mondelēz International is guided by its values of authenticity, integrity, and transparency. It’s imperative for us to operate a cold chain that caters to high standards of quality and customer service,” said Abhay Rewale, Managing Commercial Quality at Mondelēz International. “Using the Qualcomm Aware™ Platform with its ecosystem of IoT hardware partners, enabling platforms like Roambee to deliver real-time supply chain intelligence that helps to significantly reduce quality compromise in our cold chain by proactively attending to temperature excursion signals and delivery schedule changes for On-Time, In-Full (OTIF), in-condition, and sustainable fulfilment.”

## **NAVER Cloud**

“The digital transformation of factories and logistics centers, powered by seamless connectivity between equipment and the cloud, is key to developing the next generation of traditional IoT industries,” said Han Sangyoung, Head of Strategy & Planning at NAVER Cloud. “We look forward to providing specialized services for manufacturing and logistics sites based on cloud connectivity powered by the Qualcomm Aware™ Platform.”

## **Quectel**

“Quectel is excited to continue our close collaboration with Qualcomm Technologies as we continue to create industry-leading IoT solutions,” said Norbert Muhrer, President and CSO at Quectel. “With the industry’s most comprehensive portfolio of Qualcomm Technologies based IoT modules, we look forward to help customers of Qualcomm Technologies and Quectel to easily and quickly create scalable solutions to digitalize industries through the all-in-one design of the Qualcomm Aware™ Platform, which will allow Quectel’s connected module customers to access significant value-added services, enabling a smarter, digitally-connected world.”

## **Roambee**

“Today’s winning enterprises have made their supply chains a key business differentiator. Therefore, it is no surprise that building resilience, sustainability, and speed in supply chain planning and execution is a top priority for supply chain professionals and executives at Fortune Global 500 firms,” said Sanjay Sharma, CEO of Roambee. “Harnessing the power of Qualcomm Aware™ Platform’s robust infrastructure, network, and critical IoT visibility as a base, Roambee’s Intelligence Platform is enabling global enterprises to automate

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their supply chains using accurate AI-powered business signals, insights, and foresights for on-time, in-full, and quality-compliant deliveries of shipments and assets.”

## **Royal Bank of Canada (RBC)**

“Qualcomm Technologies is an innovator in the IoT space and with the announcement of Qualcomm Aware™ Platform, we see opportunities to use the platform to accelerate innovation and digital transformation of connected devices,” said Eddy Ortiz, Vice President, Solution Acceleration & Innovation, Royal Bank of Canada (RBC).

## **Salesforce**

“The introduction of the Qualcomm Aware™ Platform represents an important step forward in the unification of data and harnessing the full power of the Internet of Things,” said Jujhar Singh, EVP & GM, Industries & Revenue Lifecycle Management at Salesforce. “We’re excited to team up with Qualcomm Technologies to create powerful and differentiated customer experiences and services. Better access to real-time data, condition alerts, operational visibility, and more, will help make smarter, data-driven decisions across industries.”

## **SES-imagotag Société Anonyme**

“As a global leader in digital solutions for physical commerce and Electronic Shelf Labels (ESLs), SES-imagotag is excited to continue its strategic collaboration with Qualcomm Technologies as they launch the Qualcomm Aware™ Platform,” said Andreas Rössl, CTO of SES-imagotag. “By combining our VUSION IoT Cloud platform and Qualcomm Aware, we will explore new use cases for the digitization of commerce based on ubiquitous connectivity, end-to-end product traceability, ultra-precise power-optimized location services and much more.”

## **SODAQ**

“We are pleased to support the launch of the Qualcomm Aware™ Platform, an innovative new solution that will make it easier to bring IoT devices to market,” said Ollie Smeenk, Co-CEO & Chairman at SODAQ. “As a hardware solution vendor, Sodaq is excited to collaborate with Qualcomm Technologies and its customers on the development of unique device form factors, from an inclinometer to a connected label and many more in the future.”

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## **TE Connectivity**

“Industries have increased their focus on sustainability over the past few years,” said Jason Jacob, Vice President and General Manager, Industrial and Medical Sensors for TE Connectivity. “One of the ways to do that is through industrial asset condition monitoring. By better understanding the real-time status of the performance of equipment in factories, pipelines, refineries, etc., you can help to optimize how they operate, and even predict potential failures or issues so that they can be prevented before they happen. That enhances sustainability by improving efficiency, as well as by allowing industrial facilities to better avoid incidents that can negatively impact the environment. We have been excited to work with Qualcomm Technologies on this new platform as their cloud-based solutions are perfect for integrating the data obtained from the sensors with the analytics so that the information is actionable, allowing the evolution from mere condition ‘monitoring’ to true condition ‘management.’”

## **Tech Mahindra**

“The Qualcomm Aware™ Platform represents a significant step forward in the connected everything space,” said Manish Mangal, Global Head, 5G & Network Services Business at Tech Mahindra. “By leveraging its foundational technology assets in the development of innovative hardware and software solutions, the complexity of launching an IoT device will be reduced. It will further accelerate the digital transformation of business operations at scale across many segments, including logistics, retail, energy, and more. At Tech Mahindra, we look forward to helping our customers get the most out of the platform by delivering a customized, integrated solution that addresses their particularized needs.”

## **Telit**

“Building on our strong collaboration and module innovations in IoT, we are pleased to support the launch of the Qualcomm Aware™ Platform. This is an exciting opportunity for our customers to utilize leading hardware alongside full IoT products and solutions, cloud-based services, and connectivity offerings tied to the Qualcomm Aware™ Platform to create new and disruptive solutions that can accelerate the digitalization of industries,” said Manish Watwani, Chief Product and Marketing Officer, Telit Cinterion.

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## **Thundercomm**

“We look forward to working with Qualcomm Technologies to build high-quality devices that help accelerate innovation across IoT products and solutions through the Qualcomm Aware™ Platform,” said Hiro Cai, CEO of Thundercomm. “By tightly integrating silicon, device, connectivity, AI algorithms and cloud-based services, this platform is exactly the type of solution that can empower innovators and enterprises to create industrial solutions that advance the digital transformation of industries. With years of experience in bringing chip to product faster, Thundercomm is pleased to be a leading hardware and software technology partner in helping to deliver this new and exciting solution to the market.”

## **Tive**

“Real-time visibility, intelligence, and the ability to monitor the movement of goods through digitalization is critical to ensuring streamlined operations and supply chain efficiency in any industry,” said Krenar Komoni, CEO and Founder of Tive. “We’re excited to work with Qualcomm Technologies and leverage their new Qualcomm Aware™ Platform, which will help to enable Tive as we continue to deliver innovative logistics and supply chain management solutions to our customers.”

## **TomTom**

“The Qualcomm Aware™ Platform is an impressive step forward in powering the next generation of IoT devices,” said Mike Schoofs, Chief Revenue Officer at TomTom. “Through easy-to-implement APIs, customers of TomTom’s Maps Platform can easily consume Qualcomm Aware data within their own cloud platforms, creating their own tailored and powerful location experiences. Built on our longstanding partnership together, we are excited to support the launch of this new solution to deliver TomTom’s efficient, secure and accurate location data in even the most critical enterprise use cases like supply chain and logistics industries.”

## **Trimble**

“Trimble and Qualcomm Technologies have a proven history of delivering world-class application specific positioning to the connected intelligent edge through our existing alliances in automotive and smartphones,” said Chris Keating, SVP Strategy, Trimble. “We’re excited to see the launch of the

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new Qualcomm Aware™ Platform, which will provide the potential for us to broadly deliver our connected edge services across Trimble’s industry clouds and the Qualcomm Aware Platform to users, devices, and machines.”

## **Zurich**

“Zurich being a leading innovator in risk management and risk mitigation technologies is excited about the Qualcomm™ Aware Platform. Being able to not just track, but understand the journey of our insured goods, easily, securely and ubiquitously is important for our business and we believe that Qualcomm Aware could easily enable the same for us. We are looking forward to seeing the value-add of this technology to our risk management business,” said James Boileau, Director Risk Engineering, Zurich North America.

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