



Ivanti Wavelink IIoT Platform acquisition FAQ

Industrial internet of things (IIoT) automation framework and data collection platform

Frequently Asked Questions

Q: Why did Ivanti Wavelink acquire the IIoT platform?

A: This acquisition accelerates our vision of an IIoT platform, where we collect high volume, high velocity transactional operations data and leverage the power of Ivanti Neurons' Machine Learning and AI engine to derive insights regarding operational efficiency, productivity and quality. Customers will be able to easily augment their existing processes with the addition of deeper insights and automation through IIoT application enablement.

Q: What does it mean to Ivanti Wavelink Customers?

A: Customers across industrial verticals, including transportation and logistics, manufacturing, oil and gas, healthcare, and retail, will benefit from real-time intelligence into the health of their equipment, enabling them to proactively detect and auto-remediate vulnerabilities. Customers will also be able to create low code / no code applications that automate or enhance many of their processes, as well as deliver completely new capabilities.

Q: Will this be a new product or will it be included with something already available from Ivanti?

A: Once Ivanti Wavelink brings this IIoT platform to market it will be sold as a new offering, and will be integrated with other existing platforms like Ivanti Velocity and Ivanti Neurons. Customers who already own Ivanti Velocity, also known as All Touch TE from Zebra, will be able to quickly add IIoT capabilities to their operations, however, Velocity will not be required to use it. This means that customers can bring IIoT functionality to almost any part of their enterprise.

Q: When will Ivanti Wavelink launch the new product?

A: We have a plan to release the first Ivanti branded version to market by the fall of 2021. Capabilities will remain the same as the current product in the initial version but expect rapid feature updates in future versions.

Q: What will the product be named when it is launched?

A: We will have more announcements about naming, pricing and product packaging closer to the release of the product in the fall.

Q: I purchased the IIoT product from The WIIO Group. What does this mean for me?

A: WIIO will continue to deliver solution support.

Q: What is IIoT and how is it different to IoT?

A: Industrial Internet of Things (IIoT) is a way to refer to the IoT within industrial applications like manufacturing, oil and gas, transport and logistics and other asset intensive verticals. Although many of the underlying technologies are common. IIoT tends to assume machine to machine communications, big data and machine learning as well as the involvement of IT and operational technologies like Warehouse Management Systems and Yard Management Systems.

Q: How many people are joining Ivanti as part of the acquisition?

A: Ivanti is bringing on the R&D team responsible for building the IIoT platform, as well as key pre-sales and solution resources. In addition, Ivanti will be increasing strategic investment in this team.

CHANNEL

Q: Does Ivanti now own The WIIO Group?

A: Ivanti has only acquired the IIoT Platform from The WIIO Group. Ivanti has no ownership stake in WIIO, nor does WIIO retain any ownership rights to the IIoT product.

Q: Does The WIIO Group now have an unfair competitive advantage?

A: The WIIO Group are now a reseller partner for the product, just like any other partner who is able to resell this product. WIIO has created an excellent platform and have built a lot of internal knowledge on the market, IIoT use cases and expertise around implementation so will continue to be a strong partner for both Ivanti and customers in this space.

Q: Can I start selling this product right now?

A: The first steps for Ivanti, post-acquisition, are to complete a number of US Government regulatory export compliance steps, as well as to undertake a branding and localization effort, therefore, the product won't initially be available for sale. We anticipate shipping an Ivanti version of the platform in the fall.

Q: I purchased the product from The WIIO Group, who do I contact for support?

A: Please visit our online support portal for product related questions: <https://support.ivanti.com>

Please contact The WIO Group for solution/integration questions.

PRODUCT

Q: Where do I go to get more information on how my company can leverage the solution?

A: More details about the product will be released as we get closer to the launch in the fall, including pricing, naming and capabilities. [Contact us](#) by filling out the form in order to register your interest.