



## accesstel find more opportunities for wireless integration of IoT 'devices' with Monnit

Melbourne, Australia, May 27, 2019 — accesstel, Australia's leading provider of secure end-to-end solutions to manage distributed networks of critical assets, has formed a new partnership with Monnit Corporation to capitalise on the growing demand for seamless integration of IoT 'devices' using industrial grade wireless sensors.

accesstel approached Monnit as part of their partnership initiative. 'We are continually looking for partners who provide best-in-class, innovative solutions', said Danie Blom, Managing Director at accesstel. 'Monnit's sensor capability in edge gateway products is second to none.'

Monnit, which is based in Utah US, has reimagined industrial grade wireless IoT sensors to provide world-class reliability, range and battery life.

Their ALTA products are the leading remote monitoring and control solution for industrial applications. The range is well suited to accesstel's applications especially in comparison to wired sensors.

'An integral part of our approach to monitoring and managing critical assets is collecting data that is necessary for us to provide actionable insights. Data is the key to predictive models that creates operational efficiencies, increases network uptime and prevents revenue loss. It's also a critical tool for regulatory compliance and assists in generating additional revenue from assets,' said Mr Blom.

He added, 'Wireless sensors offer flexibility and ease of installation and we'll be able to implement them at remote sites to monitor the performance of critical assets. We can now resell the Monnit solution to our customers across APAC.'

Monnit's Vice President of Business Development, Nick Mecham said, 'We are pleased to have accesstel on board as a reseller of Monnit wireless sensors. They open a new market sector in APAC for our broad line of industrial products.'

Wasting no time in a rapidly evolving IoT market, accesstel will immediately start using the Monnit product in some key customer projects.

- Ends -

### About accesstel Pty Ltd

accesstel is Australia's leading provider of secure end-to-end solutions to manage distributed networks of critical assets.

With over 17 years' experience, our team of visionary engineers use innovative technologies to solve business problems by providing actionable insights that generate revenue, improve efficiencies, reduce risk, improve security and save on costs.

We're based in Melbourne and provide solutions throughout the APAC markets.



## accessstel Contact

Nez Palay

[hello@accessstel.com.au](mailto:hello@accessstel.com.au)

Suite 202, 757 Bourke Street

Docklands VIC 3008

Australia

+61 (0)3 8605 7100

## About Monnit Corporation

Monnit Corporation was established to capitalise on the emerging trend of connecting to, monitoring and controlling machines and other 'things' in our environment. Our backgrounds in technology creation, manufacturing, marketing and sales provide us with the talents and skills needed to establish the foundation to be the lowest cost wireless sensors partner of choice.

To learn more about Monnit visit, [monnit.com](http://monnit.com).