

Cumulocity company profile

Cumulocity, a Software AG company, has emerged as a leading independent IoT software platform provider, serving hundreds of customers worldwide, with more than 3,000 developers subscribed, and over 1,500 commercial tenants deployed globally across more than 170 data centres. The platform connects machines, vehicles, pumps, compressors and devices of any kind while visualizing and analyzing their data in real time.

From a small startup with early designs in the Mountain View offices of Nokia Siemens in 2010, Cumulocity's ecosystem now includes a wealth of over 200 ecosystem partners including device partners, network and connectivity partners, application partners, system integrators and ISVs. These partnerships support in meeting the requirements of enterprises and service providers focused on creating profitable IoT businesses.

The Cumulocity IoT software platform is designed as a ready to use product, with flexible deployment options and open APIs to avoid lock-ins. The platform is a highly scalable solution, based on the principles of multi-tenancy and automation as inherent in efficient IoT operations, and built around a strong ecosystem of partners.

The Cumulocity IoT platform allows cost savings of up to 50 percent in the short term and the introduction of new business models in the long term. With Cumulocity, companies can reduce their product development cycles from several years to a few weeks. It is used by global brands such as E.ON, Deutsche Telekom, Gardner Denver, Nespresso and PayPal.

Corporate history

Unlike many of its competitors, Cumulocity began life as a startup as part of Nokia Siemens in Mountain View, Silicon Valley in 2010, growing to a sizeable 90-employee company before being spun-off by its management team, and establishing its headquarters in Dusseldorf, Germany in 2012. One of its key features, expressed through the company name, is that its early design of an IoT platform was based on a cloud architecture and data at velocity. With remarkable foresight, Cumulocity chose a parallel design path for its platform, building on the advantages of cloud services, and also recognizing that enterprises in particular would potentially opt for on-premise or private cloud solutions. Having this dual deployment option became an early advantage for the company. Since 2016, Cumulocity is

part of the Software AG Group.

The Cumulocity IoT ecosystem

As the world's leading independent IoT platform provider, Cumulocity relies heavily on a global partner network. The ecosystem is an important component of the market strategy and is now a differentiating feature of Cumulocity, as the IoT platform is used by global brands such as E.ON, Deutsche Telekom, Nokia, Gardner Denver, Nespresso and PayPal. This results in a network effect, which allows Cumulocity to participate above-average in the growth of the IoT industry.

Cumulocity Eco system

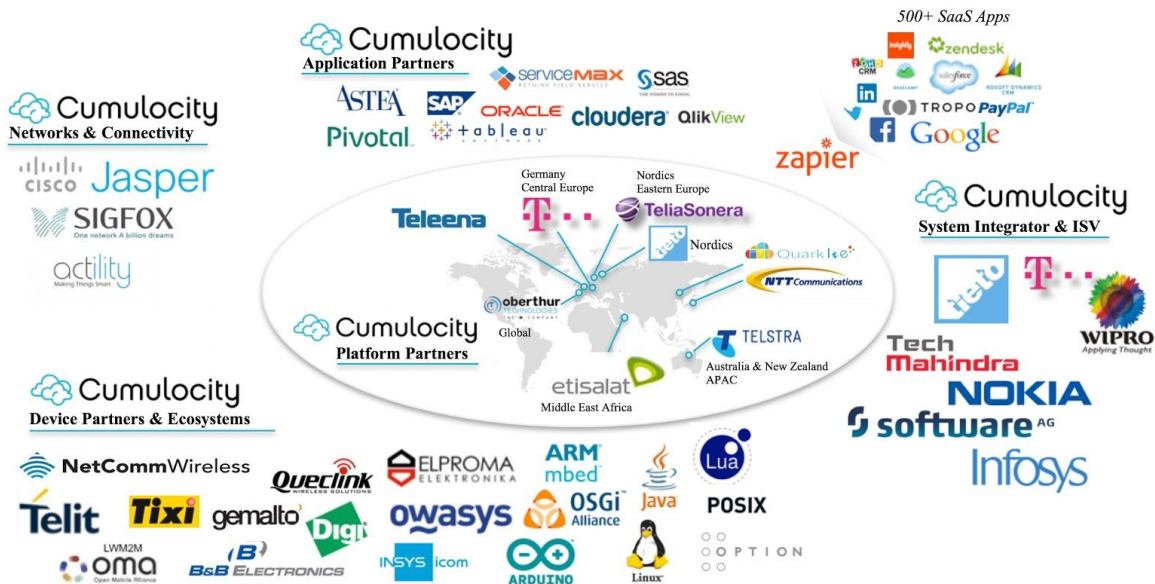


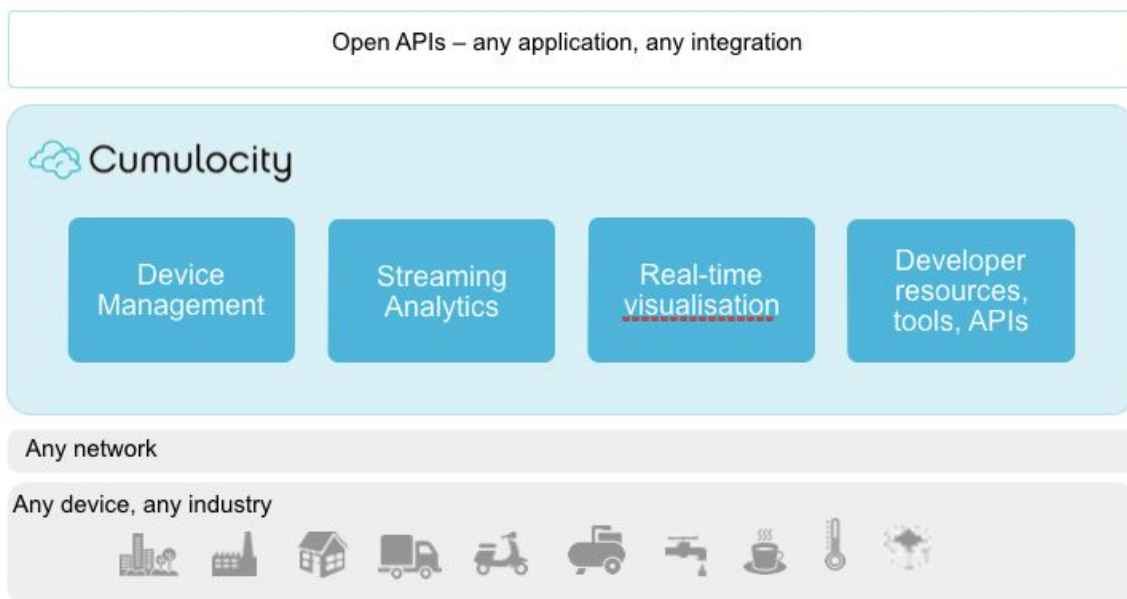
Abb. 1 – Das Cumulocity IoT Ecosystem

The Cumulocity IoT Platform

Cumulocity provides an application enablement and device management platform, which is scalable, secure and easy to use thanks to documented interfaces (APIs) and an open UI framework. With a strong network of highly specialized partners in the fields of devices, network, connectivity and application, as well as system integrators and ISVs, Cumulocity

can meet exactly the individual requirements of companies and service providers worldwide. The product is available on-premise, in the cloud or over hybrid models.

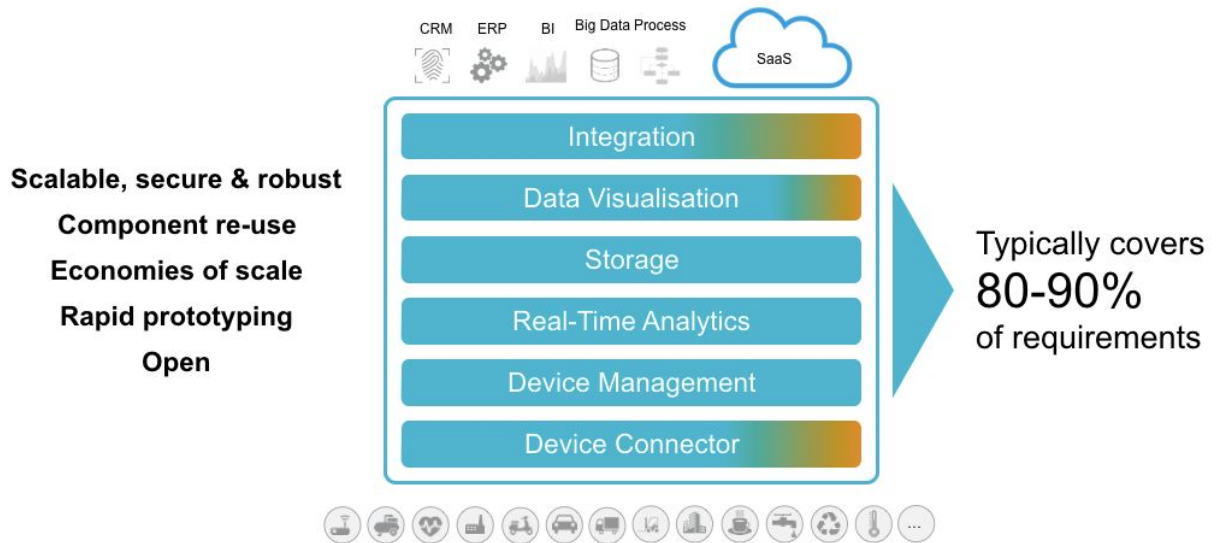
The Cumulocity IoT Platform is operated with a multi-tenancy architecture in more than 20 data centers around the world, including Amazon Web Services in Australia, Japan and Frankfurt, as well as in Telekom's own data centers in Magdeburg and Biere. The product is currently available in three editions: the Service Provider Edition, the Enterprise Edition as well as the Standard Edition.



Cumulocity Open IoT Platform with its integrated device management and analytics function

Cumulocity is used also by partners as a white label solution in their own products. Pilot projects can be implemented quickly and cost-effectively using a tried and tested template for various proof-of-concepts. Cumulocity, with its experience gained from hundreds of successful IoT use cases, accompanies customers and partners in their projects on an advisory basis to their go-to-market.

Developing IoT solutions with Cumulocity



IoT "as a Service": The Cumulocity IoT Platform provides the world's most comprehensive range of functions for various IoT application scenarios of companies worldwide

Cumulocity IoT Use Case Examples

Through the platform, the Internet of Things becomes reality. Cumulocity is already networking machines, vehicles, pumps, compressors and devices of any kind, thus enabling cost savings of up to 50% in the short term and the introduction of new business models in the long term. Companies can radically reduce their product development cycles with Cumulocity. Some examples of the networking of "things" and the resulting applications are given in the diagram below.

Selected **solutions** and **use cases** powered by Cumulocity

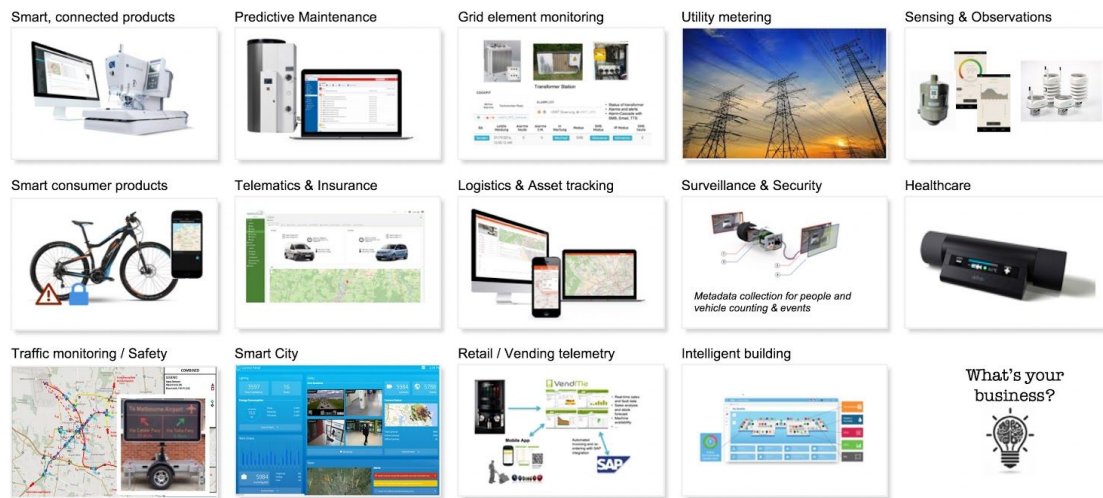


Abb. 4 – IoT-Einsatzszenarien von Cumulocity

Profile Bernd Gross, CEO and founder of Cumulocity

Bernd Gross is CEO of Cumulocity GmbH, the world's leading independent Internet of Things (IoT) software platform provider based in Dusseldorf. With nearly 25 years of international experience in management positions in the IT industry, including the UK, Finland and Silicon Valley, USA, Bernd Gross is one of the German pioneers in digitalization, cloud computing, the Internet of Things and Industry 4.0.

Bernd Gross, a native of Dusseldorf, founded Cumulocity in 2012 through a management buy-out from Nokia Siemens Networks. Previously, Bernd led major projects in the field of innovation management and technology implementation at Nokia Siemens Networks in Silicon Valley.

In addition to his Master's degree in Information and Communication Technology, Bernd Gross holds an MBA from the London Business School.

Facts and figures

Company:	Cumulocity GmbH
Product:	IoT application enablement and device management platform; offered as Service Provider Edition, Enterprise Edition and Standard Edition
Website:	www.cumulocity.com
Start of development:	2010 in Mountain View, Silicon Valley
Founding:	2012 in Dusseldorf, Germany
CEO:	Bernd Gross
Headquarter:	Dusseldorf
Company locations:	Warsaw, Lisbon, Helsinki, Riga, London, The Hague, Bangalore, New York
Employees:	75
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