

Tosibox: Globalising with a patented “Lock and Key” remote connection solution for M2M market

With a solution for independent encrypted remote connections, Tosibox of northern Finland is seeking to ride the crest of the industrial Internet Machine-to-Machine (M2M) market at the Mobile World Congress 2015 in Barcelona. This patented solution brings reliability and cost savings to global remote connections. The company’s products are already used in 70 countries, with sales now also beginning in North America.

As a company specialised in establishing and encrypting the remote connection solutions required in industry, Tosibox will launch a new patented product for the growing needs of the industrial Internet at the MWC 2015 trade fair in Barcelona this week.

“The new product comprises a remote connection device called Tosibox Lock 200 and the associated Tosibox Key. This Lock and Key combination enables a secure connection between the user device and a remotely operated device. Unlike other encrypted remote connection solutions, Tosibox is entirely operator, network and device-independent,” explains Tosibox CEO **Tero Lepistö**.

“This product was specially developed for industrial automation sectors, such as equipment manufacturing, process industries, water treatment, energy and building automation. It is also suitable for use in the security and information communications technology (ICT) sector. Tosibox remote connections allow the user to interact with the remote equipment and robots in industrial and manufacturing plants, to guide, program and control their operations and mutual operating logics, and to manage centralised collection of device data.”

“With only a few mouse clicks, the product also expands from remote sites into a major encrypted system on the Tosibox Central Lock concentrator that can handle up to 4,000 concurrent connections.”

A patented solution for M2M requirements

The patented Lock and Key concept of the **Tosibox Plug & Go technology** overcomes the deficiencies and limitations of conventional data security and Machine-2-Machine solutions, such as operator or device dependency.

“The Tosibox solution requires no fixed or public IP addresses, firewall openings or port forwarding, which greatly reduces connection problems. Tosibox Lock also solves a common problem of mobile broadband remote access by automatically recovering from disruptions of remote connections. More reliable connections means reduced operating costs for businesses,” explains Tosibox VP International Sales **Jussi Paakinaho**.

“The popularity of this product is not only due to high data security standards, but also to general user-friendliness, as it calls for no special IT expertise.”

“User deploys the Lock and Key system by physically pairing the Tosibox Key with the Tosibox Lock device. All devices that are connected to the Lock at the remote site will be visible in the end user’s Key interface.”

“The solution also works on mobile devices, which can connect to the Lock using a combination of the Key and a QR code. This is now possible on both Android and iOS platforms.”

“The new Lock and Key are highly durable devices that have been carefully designed for use in an industrial environment. They occupy minimal space, using electrical and control centre rail installations (DIN). And, with the increased performance of the new product, it enables continual growth of Internet-based traffic. The product now also includes the Power-over-Ethernet (PoE) feature requested by the security sector.”

North America welcomes a product that sells itself

“This new product is also helping us to extend the geographical reach of our operations, with sales now beginning in North America. Tosibox products are currently used in over 70 countries in Europe, the Far East and Oceania, even though we have yet to launch formal sales operations at all of these locations,” Paakinaho explains.

“Our principal partners include the international operator Beijer Electronics, HY-LINE Systems in Germany, and Telestar in Italy. Customers include the Finnish global corporations Prima Power engineering and Tammermatic vehicle washing systems.”

“This year we are focusing on globalisation and sales, and we have received support from the Finnish Trade Organisation (Fintra) and other initiatives to our partner program. We develop and manufacture all of our products in Finland.”

Tosibox will launch the new products at the Barcelona Mobile World Congress on Monday 2nd March at 3 pm CET on the Team Finland stand (5C31) in hall 5.

Media material and pictures of the new products are available at: www.tosibox.com/press

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Tosibox Oy

Tosibox was established in the northern Finnish city of Oulu in 2011 by Veikko Ylimartimo, Anssi Hyvönen and Jaakko Räisänen. The company already employs 14 people, with turnover of EUR 1.25 million in 2014. Its products are used in more than 70 countries and its sales organisation now covers Europe, the Far East, Oceania and North America. Clients of Tosibox Oy include businesses in industrial automation and machinery, building automation, and security sector.

www.tosibox.com