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AWARD-WINNING FINNISH IIOT REMOTE CONNECTIVITY SOLUTION OFF TO A FLYING START

The Finnish remote connections technology pioneer Tosibox has kicked off the first quarter of the year with a flying start. Launched in November, the *Tosibox Virtual Central Lock* sales have already surpassed expectations.

Tosibox, a Finnish company offering secure remote connections, has kicked off Q1 CY 2017 with flying start. Bringing organizations a unique Industrial Internet of Things (IIoT) grade flexible remote connectivity solution, the TOSIBOX® Virtual Central Lock (VCL) deliveries have surpassed forecasts. The VCL is a premium software based solution which provides a flexible and secure remote connections solution for organizations irrespective of their size who utilize varying degrees of cloud computing.

“Our Virtual Central Lock was born out of customer needs; there was no such product or service on the market before this. We were prepared for demand, but the scope caught us by surprise nevertheless,” says Tosibox Sales Director **Tomi Liias**. “With the march of the IIoT, the demand and need for this type of solutions continues to grow.”

International awards boost demand

Tosibox is growing rapidly. In March, the company won the Industrial and Security Category Awards at the [IOT / M2M Innovation World Cup](#). This was the second twofer for Tosibox; the company also won two awards at the 2015 Automaticon event in Poland.

“VCL orders have been pouring in from the beginning. The first month of deliveries has been highly successful, and, based on the numbers, we expect to reach the 100 customer milestone already during this fiscal year. The first sales have been to the Finnish and European markets, and we are expecting a takeoff on the global market any minute,” Liias says. “Each VCL includes 100 VPN connections serving customer great and small. This scalability is a necessity for international customers, and indeed provides great opportunities for global enterprise customers. Already we are seeing that especially in the US demand is exploding. Not even global scale competitors are able to offer a solution like ours.”

Tosibox and the TOSIBOX® Virtual Central Lock (VCL) are present at the [Hannover Messe](#) on April 24- 28, 2017.

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About Tosibox Oy

Tosibox Oy offers easy and secure remote connection to the Internet. The Finnish company aims to develop the world's best, most secure Internet connection that can be used to implement solutions for the Internet of Things and other purposes. Tosibox's products are used in 114 countries. www.tosibox.com