

Press kit

Tosibox press materials 2019



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The company

The idea

"If a tourist can fly across oceans without knowing anything about airplanes, why can't people enjoy the benefits of technology without having an IT degree?"

Veikko Ylimartimo, Tosibox founder

Company in brief

We have taken connectivity and made it simple.

Our people, technology and software have created
a new standard for secure IoT connectivity,
remote maintenance and network management.

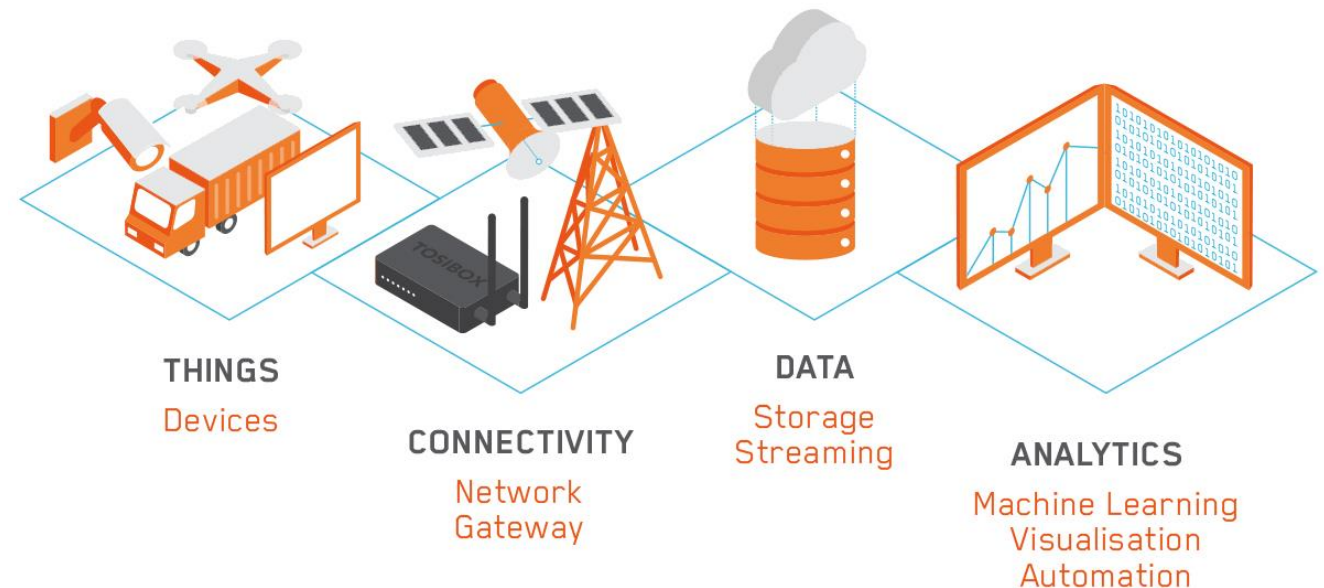
The award-winning TOSIBOX[®] products are
manufactured in Finland and used worldwide.



Simplifying IoT

We believe that success in the era of the Internet of Things is simply a matter of connections, and connectivity is the core of IoT. Today the need for reliable connectivity is greater than ever: By 2020 more than half of major new business processes and systems will incorporate some elements of IoT.

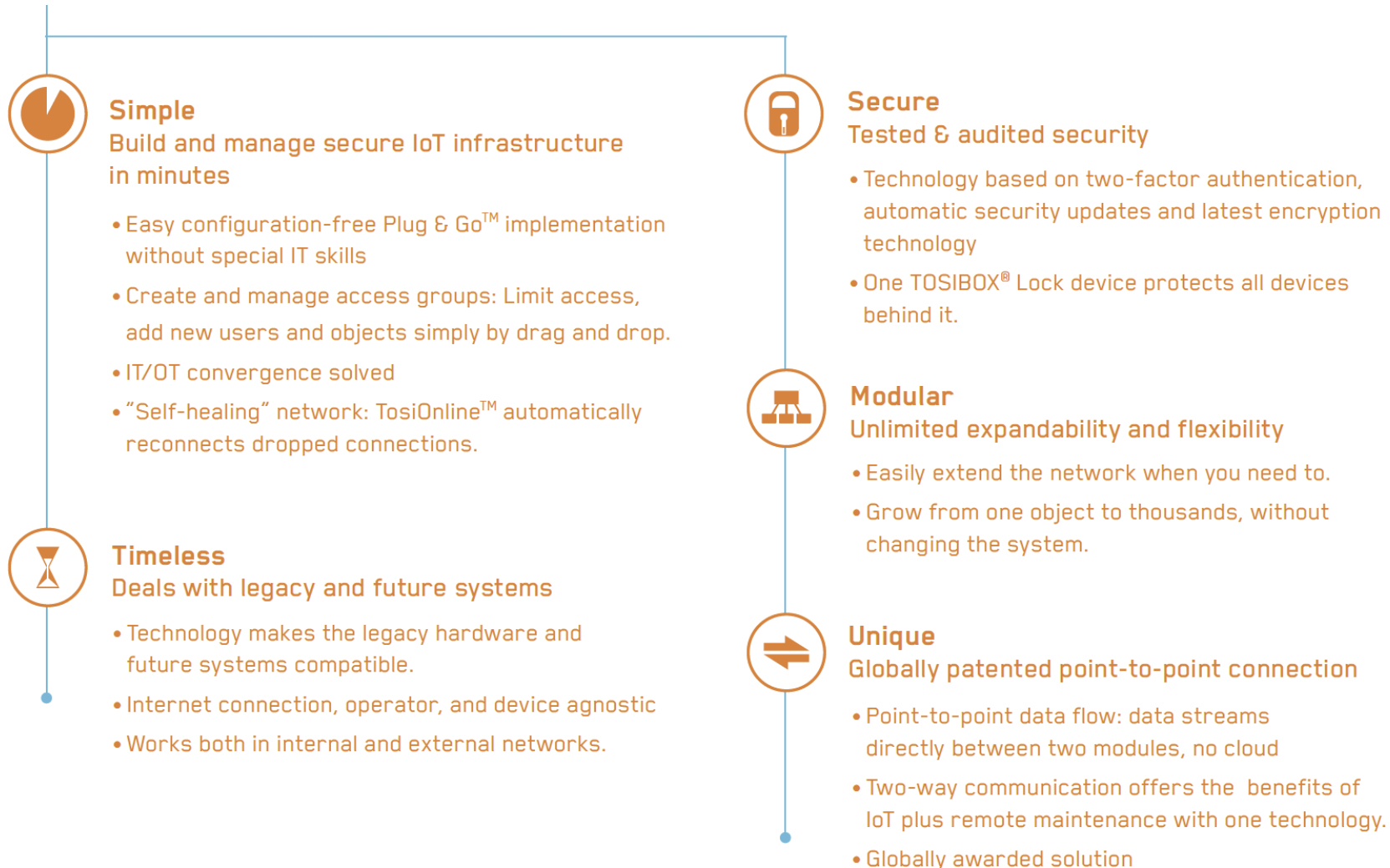
Secure connectivity is essential for remote access, remote maintenance, continuous monitoring, real-time data collection and data logging. TOSIBOX® helps you to harness IoT for your business.



Figures

80,000+	Units delivered
2011	Tosibox company established
123	Countries using TOSIBOX®
24	Countries patent coverage
29	Countries sales organization
3	Subsidiaries: USA, Germany & Sweden

Corner stones of our success



The legend

Tosibox was born from the idea that secure remote access doesn't have to be complicated, expensive or time-consuming.

In the summer of 2010, **Veikko Ylimartimo** was one of many hard-working and ambitious IT professionals. With a long career in challenging IT positions for an internet operator and an equipment manufacturer, Veikko turned his experience towards consulting for companies that needed safe and reliable remote connections. He had a clear vision – he wanted to develop an easy way to work remotely and securely manage technical devices.

Having developed and patented the world's first remote access device with Plug & Go™ technology, Tosibox sold its first device out of its Oulu, Finland headquarters in 2012, quickly expanding to Sweden, Norway and the United Kingdom. Always expanding, Tosibox now sells products across Europe, Asia, the Middle East, Australia and USA.

We believe in a better world through better connections, and it's our mission to make remote connections as fast, reliable, secure and as easy as possible.

TOSIBOX® solution

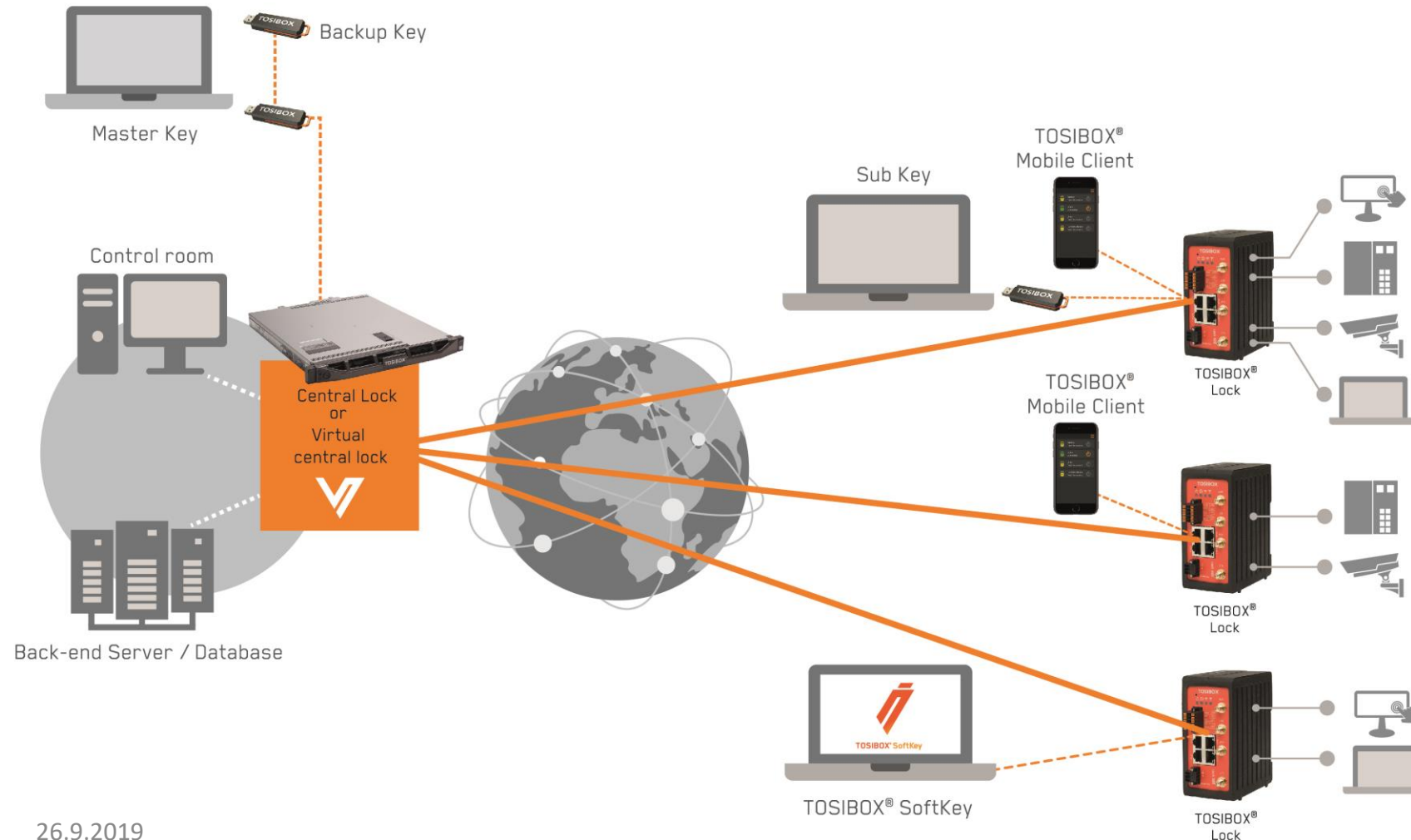
How it works

By connecting your device with TOSIBOX® Key and TOSIBOX® Lock, you are able to create a safe VPN connection.

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.



Scalable TOSIBOX® ecosystem



Industries



Industrial automation & machinery

Machine tools
Industry maintenance
Energy
Food & beverage
Water & wastewater



Building automation

Energy consumption monitoring
HVAC monitoring
Ventilation
Central heating
Smart homes



Security

Camera remote monitoring
Access control
Locking
Burglary alarms
Fire alarms

TOSIBOX® products

Modular TOSIBOX® technology

TOSIBOX® solution consists of modular components that offer unlimited expandability and flexibility. All products are compatible with each other. The technology can also be integrated into OEM devices.

- TOSIBOX® Key is a dongle used to access the network.
- TOSIBOX® Lock is an industry router sharing access to devices.
- TOSIBOX® Virtual Central Lock is the platform for network and access rights management.

User building blocks

Intelligent crypto-processing device or software that enables a secure connection between you and your TOSIBOX® infrastructure.



Key

Durable light metal alloy casing
Including one Mobile Client
for Android or iOS



Mobile Client

Remote Access for
Android or iOS
Smartphones or Tablets



Soft Key

Intelligent crypto processing software
for use as TOSIBOX® Sub Key in
computers (PC, MAC)

Platform building blocks

Connecting devices & networks to your TOSIBOX® infrastructure.



Lock 150

- VPN throughput 10 Mbit/s
- Max 10 concurrent VPN connections
- WLAN support
- CE, FCC, UL & ISED approval



Lock 200

- VPN throughput 15 Mbit/s
- Max 50 concurrent VPN connections
- PoE functionality
- CE, FCC, UL approval



Lock 500/500i

- VPN throughput 70 Mbit/s
- Max 50 concurrent VPN connections
- Digital I/O
- CE, FCC, UL & ISED approval
- Built-In LTE modem & dual SIM slots (500i)

Network building blocks

Platform for network and access rights management.



Virtual Central Lock

Turns your TOSIBOX® ecosystem into a controlled IoT network for remote maintenance, continuous monitoring, real-time data collection and data logging.



Central Lock

The hub for large-scale systems providing simultaneous access to thousands of Locks and Keys and the devices connected to them.

Simplifying IoT security

Internet of Things

The Internet of Things (IoT) is the network of physical objects – devices, vehicles, buildings and other items – embedded with electronics, software, sensors, and network connectivity that enables these objects to collect and exchange data.

The IoT allows objects to be sensed and controlled remotely across existing network infrastructure, creating opportunities for more direct integration of the physical world into computer-based systems, and resulting in improved efficiency, accuracy and economic benefit; when IoT is augmented with sensors and actuators, the technology becomes an instance of the more general class of cyber-physical systems, which also encompasses technologies such as smart grids, smart homes, intelligent transportation and smart cities.

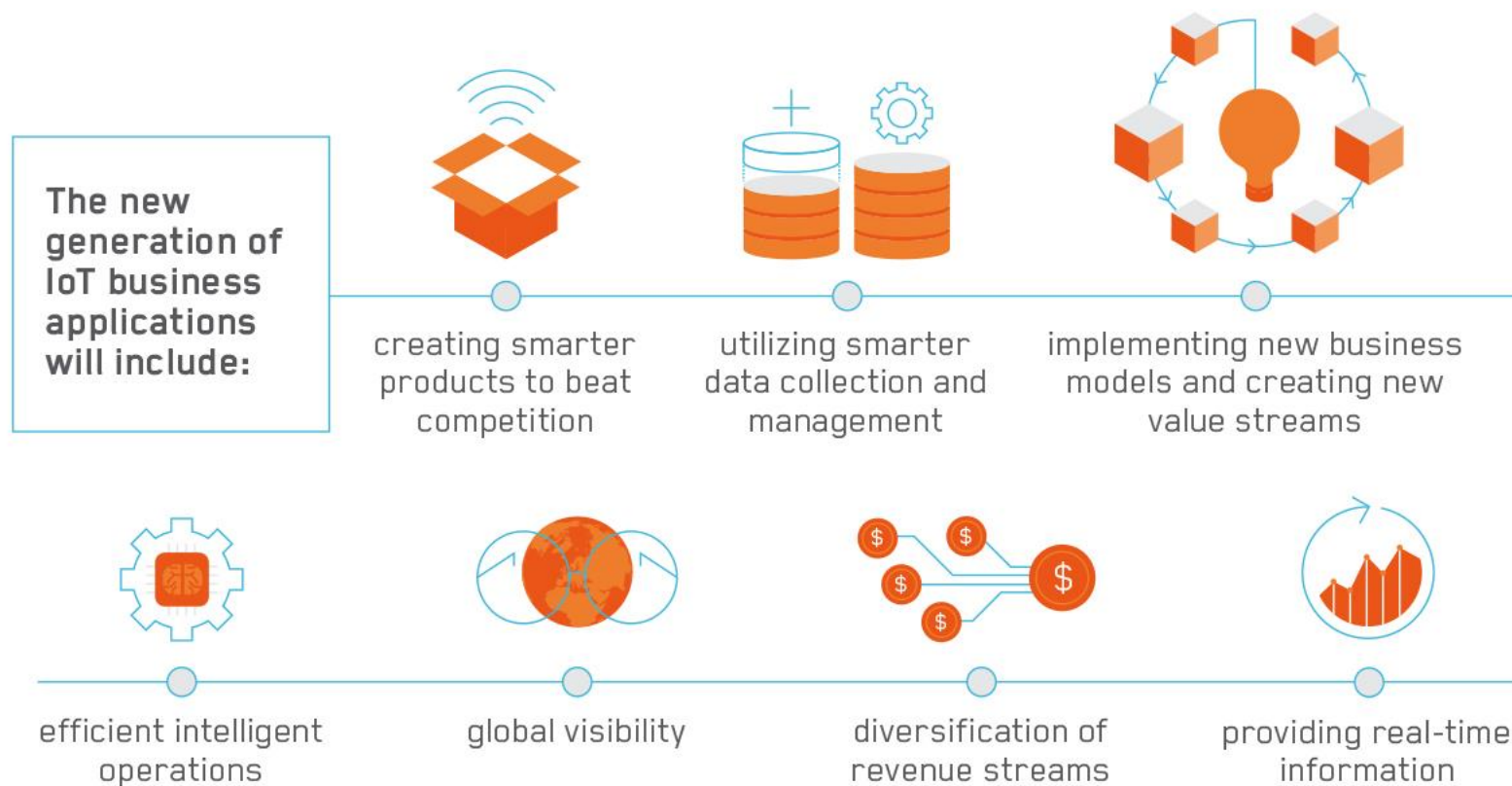
Source: Gartner <http://www.gartner.com/it-glossary/internet-of-things/>

Securing the Internet of Things

There isn't a single area of our life that won't be touched by IoT in the next decade.

By 2020 there will be at least four internet connected devices for every person comprising IoT.

More than half of major new business processes and systems will incorporate some elements of IoT.

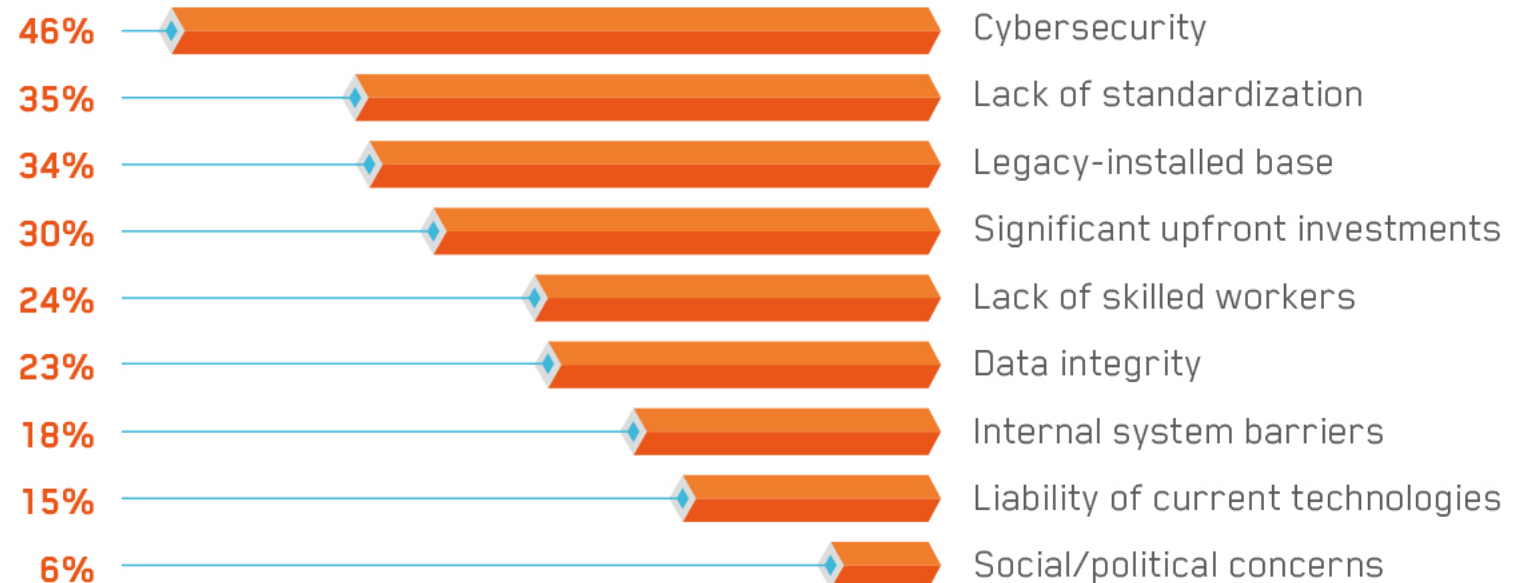


Pain points of IoT

Technological complexity and long implementation time spans, cybersecurity and data protection as well as different standards for different industries bring challenges to organizations when implementing IoT to their operations.

Tosibox cuts through complexity issues by offering an easy and entirely operator, network and device independent way of building an IoT platform.

Challenges to IIoT Adoption

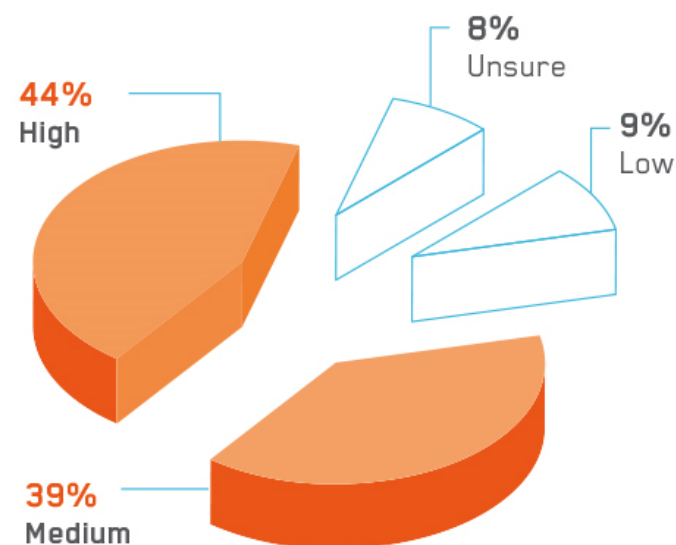


Simplifying IoT security

We are the expert in security and eliminate human error.

We offer future proof technology in IoT connections.

Likelihood of a company being hacked through an IoT device EU (2016)



75% of IT professionals think that IoT manufacturers are not implementing sufficient security measures, 73% stated that existing security standards were inadequate.



20% of IoT apps are tested for vulnerabilities



10% of organisations are fully confident that their connected devices are secure



55% organisations see IoT as strategic to their business as a means to compete more effectively



Contact us

Spokespersons

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References

Arctic Drilling Company serves its customers around the world, always reliably and safely, guaranteeing efficient drilling even in extreme conditions.

Arctic Drilling Company enjoys secure data collection

Challenge

ADC's moving drilling units can be posted in a remote location for months. It was important that a reliable connection can be created to the machines for remote maintenance, from anywhere in the world. The company also wanted to collect data about the drilling units' performance for product development purposes. As the data is then processed by an external partner, easy access management was also of high importance. A high level of data security was essential to avoid any personal injury on site and to ensure protection of company's innovations.

Solution

TOSIBOX® Lock 500 is installed to drilling units at the company's factory in Finland, before they're shipped off to work sites. For moving drilling units, a compact installation of one remote access device was optimal: Lock 500i with integrated modem does not require any additional pieces, is of compact size and fits well with other systems. Dual SIM feature means ADC can utilize various operators for connectivity.

TOSIBOX® Virtual Central Lock act as the platform for centralized access management. The data analysis partner's server storing the collected data is connected to it, and access is granted to just that.



"Thanks to TOSIBOX®, we have been able to solve 80% of issues remotely this year. On an annual basis, the savings from remote maintenance can be measured in millions of euros."

Joni Niskala,
Manager, Maintenance,
Arctic Drilling Company Ltd

Fidelix supplied building automation systems for the new Helsinki Central Library Oodi and Amos Rex art museum.

TOSIBOX® secures building automation systems even during construction

Challenge

Fidelix's building automation system controls the buildings' heating, ventilation and lighting. Amos Rex is built underground, which creates particularly demanding conditions that need to be monitored and adjusted. End users of the systems include maintenance companies etc. A secure remote access was needed already in construction phase for programming and testing the system.

Solution

Fidelix takes secure remote connectivity seriously and has chosen the TOSIBOX® solution for both establishing remote access and monitoring the performance of building automation systems. Oodi and Amos Rex are just two examples of hundreds of Fidelix's sites whose building automation is secured by TOSIBOX®.



“We use TOSIBOX® for practically all our sites. For us, information security, connection reliability and centralized management are the most important criteria.”

**Kyösti Alatupa, Group Manager,
Fidelix Oy**

Helvar Oy Ab are a specialist in intelligent and energy efficient lighting solutions.

Lighting systems supplier creates new service business with TOSIBOX®

Challenge

The optimal running of Helvar's lighting systems can be ensured through continuous monitoring and maintenance. Helvar also wanted to improve its range of services by offering a continuous Service Care package. Customer security was also a significant factor for remote connections for Helvar.

Solution

Now services offered by Helvar include a safe Service Care Account that can be monitored and this has been made possible by TOSIBOX®. Helvar is now able to remotely monitor the technical data and energy consumption of its sites. Helvar can now offer an automatic Service Care Account to all of its new sites for a two-year warranty period.



"We experimented with a range of remote management alternatives but ended up rejecting every one of them. However, Tosibox's secure remote connection has now made us a clear market leader."

Jukka Riikkula, Sales Director, Finland,
Helvar Oy Ab

ToP's is a SALTO partner, who provides the SALTO access control solution for mountain lodges' doors' online readers at ski resorts.

Secure connectivity for SALTO access control system

Challenge

Accommodation bookings were made and transferred using an online booking and administration system, which was also used to create a physical key card or a key in a mobile app for accommodating guests. To be able to run the system as a key as a service (KaaS) for the ski resorts' reception, the SALTO BLE readers required connectivity with a SALTO server in Stockholm and the reception. However, building a VPN to connect three sites would be extremely expensive. They needed to be in the same, secure network with same IP range, without exposing the units to the Internet.

ToP's wanted to find a secure network solution to combine SALTO system with spread out locations transporting data through several different telecom operator networks. However, operators can only provide a solution where their network is, requiring APN and entailing also dark fiber. An alternative to APN would not be viable.

Solution

ToP's set up a network to remotely connect access systems using the TOSIBOX® solution. ToP's was able to build a local network between the sites and set up a VPN that would be the alternative to APN by operators. This has made them operator independent, superseding the offer of APN and dark fiber by operators. Not using dynamic host configuration protocol (DHCP) makes the solution secure, since only fixed IP is used, and no IP addresses are delivered.



"I did not expect the solution to be as fast to deploy as it was."

Peter Eriksson, CEO, ToP's Gruppen AB

PehuTec utilizes TOSIBOX® Virtual Central Lock for secure remote access and easy distribution and management of access rights.

TOSIBOX® provides reliable connectivity solution for remote work

Challenge

PehuTec was using a basic VPN solution for sharing remote access to its team members in remote locations. However, the connection was not regarded as fast enough for effortless remote work. At a certain time of day, the connections even dropped, causing not only inconvenience and annoyance for remote workers, but also interruptions and loss of data. PehuTec was looking for a reliable solution for providing secure remote access and easy distribution and management of access rights.

Solution

TOSIBOX® helped PehuTec replace a traditionally cumbersome and laboriously configurable VPN solution with modern, configuration-free technology. PehuTec installed TOSIBOX® Virtual Central Lock into their office server, and TOSIBOX® SoftKeys were installed on the remote workers' laptops.

PehuTec's employees can now connect to their company server using the SoftKey computer software without using a physical Key. They no longer suffer from unreliable connections and can enjoy working the same way they would at their company headquarters'. The IT responsible's job became considerably easier as he can manage access rights with the Virtual Central Lock from anywhere by using a TOSIBOX® Key that acts as the Master Key. New SoftKeys can be created and access rights can be granted immediately even from the other side of the country.

26.9.2019



"With TOSIBOX®, we have been able to tackle the issues in connection reliability. This has saved our team the trouble that they previously experienced with broken connections. TOSIBOX® provides us a secure remote connection that ensures our customers' data remains safe."

Jussi Vepsäläinen,
Technology and SW Manager, 32
PehuTec Oy

For more Success Stories, please visit www.tosibox.com/references

TOSIBOX®



Caverion



DNA

ECOCLEAN

ekinex



glaston

Helvar

HEUFT
THE THERMO-OEL PEOPLE



KRONEN®
Nahrungsmitteltechnik

O|T|I

**PHOENIX
CONTACT**



Schneider
Electric



**STEPHEN SANDERSON
TRANSPORT LTD**



VALMETAL

