



**Company:**

Specialized in advanced, industrial-grade wireless M2M (Machine-to-Machine) connectivity, Viola Systems develops end-to-end solutions that seamlessly and securely link remote sites and devices together. Viola's solutions are used in a wide variety of applications. These applications range from substations and disconnector stations in the electricity networks to base stations in the telecommunications networks to the transfer of video feed from remote surveillance cameras.

Viola's customers benefit from cost-effective and always-on connectivity as less service visits to remote devices leads to cost reduction and higher system availability. Furthermore, better connectivity to remote devices enables new, high-margin maintenance business for device manufacturers.

Viola Systems was founded in 2000. The company's headquarters are located in Turku, Finland. Viola Systems is owned by key employees and private investors.

Viola sells its products through a wide partner network that includes device manufacturers, service providers, systems integrators and distributors. Viola's customer and partner list includes ABB, RFI – a division of the Italian State Railways, Vattenfall, Freescale Semiconductor, EBV Elektronik, Digita, Finnish Road Administration, Nordic ID, Satel and Siemens VDO Automotive.

## Products:

Connecting different types of devices and industrial assets to information networks, Viola Systems' product line consists of hardware and related services.

### **Arctic™**

Launched in the beginning of 2003, the **Arctic™ wireless routers and gateways** seamlessly integrate remote machines, industrial processes and corporate information systems in an intelligent and flexible way. The uniqueness of the Arctic™ Servers lies in their ability to pre-process, convert and store information as it is transferred back and forth between devices and information systems. Built on the latest technology and open standards, the servers are designed to support a multitude of device types, networks and information systems.

### **ESERV™**

The **ESERV™ device servers** add internet connectivity to different types of devices and machines. Packaged in a highly compact form factor, the ESERV™ device servers are designed to meet industrial requirements and withstand demanding conditions in a variety of operating environments.

### **Viola M2M Solution™**

Unlike many competitors who sell boxes, Viola delivers a total secure end-to-end connectivity solution that seamlessly integrates remote devices and sites to centralized management systems such as SCADA or HP OpenView. No changes to existing systems are needed. Viola M2M Solution™ is an install-and-forget-it, hassle-free approach. In addition, Viola M2M Solution™ is operator-independent; it allows customers to implement two-way data communications in a similar manner all around the world.

## People:

In 2001 Viola was founded to become the leading supplier of industrial-grade wireless M2M connectivity solutions for the industry. Since the end of 2003 the growth has been managed by Jyrki Penttonen, the CEO. He has an impressive track record that spans over 20 years in managing and creating growth in the international telecommunications business. He has worked as Executive Vice President at Tecnomen Oyj ([www.tecnomen.com](http://www.tecnomen.com)), for instance. Viola is also backed by Internet and network-savvy figures: One of the largest private shareholders in Viola is Johan 'Julf' Helsingius, an IP visionary and Internet pioneer, who started one of Europe's first ISPs, Eunet, back in 1992 and was the first person to take the Internet to Russia.

## Contacts:

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