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DISTENCE AND SKS TO START CO-OPERATION

Distence and SKS have evidence the industrial IoT is moving from hype to action. Distence's Condence product helps industrial machine builders and operation and maintenance organizations digitalize their products and services. SKS is a well recognized innovative solution provider among these industrial players. Together, with this partnership, Distence and SKS believe to be able to serve the market better, offer new disruptive value to the market, and increase the attractiveness of both companies.

Creating a competitive offering

The challenge of transforming from machine builder to industrial IoT provider is great. The modern way of tackling this challenge is to partner up with the best players on the market. Combining the best players is at the core of the partnership with SKS and Distence. SKS is an established player on the market with in-depth know-how on industrial automation and existing machinery. Distence has more than 15 years of experience from connected machines and Industrial IoT. Together these strengths can be extremely beneficial for Finnish machine builders.

Global market and global challenges

The global market today demands global scalability. This can now be achieved with easy access to cutting edge productized technology and without lengthy and costly R&D projects. Distence Condence technology is already in use worldwide. Taking the standard Condence platform and "start-up kit" from SKS, it is incredibly fast to get to the market and start benefitting from smart data and 24/7 visibility to assets globally.

"We believe that SKS will be a great partner for us and by combining our complementing areas of expertise, we can bring new tools to our end customers to gain radically longer asset life and better efficiency. SKS has an excellent understanding of the market and applications. Distence is delighted to partner up with SKS" says Janne-Pekka Karttunen, CEO, Distence Oy.

"Condition monitoring, telemetry and remote diagnostics is not only increasingly helping machine builders and their customers, but it is also a necessity for staying ahead in the market. For us, Distence is the perfect partner with their proven and best in class Condence platform. When combined with our long expertise in providing products and solutions to machine builders, we can now help our customers to succeed in their smart data plans as well" notes Jussi Sirpoma, Managing Director, SKS Control Oy.

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