

#### Sierra Wireless





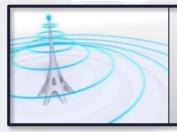
A leading provider of Mobile Computing and Machine-to-Machine cellular wireless solutions



Founded in 1993 Experienced leadership Approximately 900 employees worldwide



Broad range of high performance hardware & software solutions



Proven innovator in new wireless technologies, embedded systems and end to end solutions



Annual Revenue \$650 million



Strong global presence. HQ in Vancouver, Canada R&D on three continents



NASDAQ TSX

#### What is M2M?



Technology that supports wired or wireless communication between devices

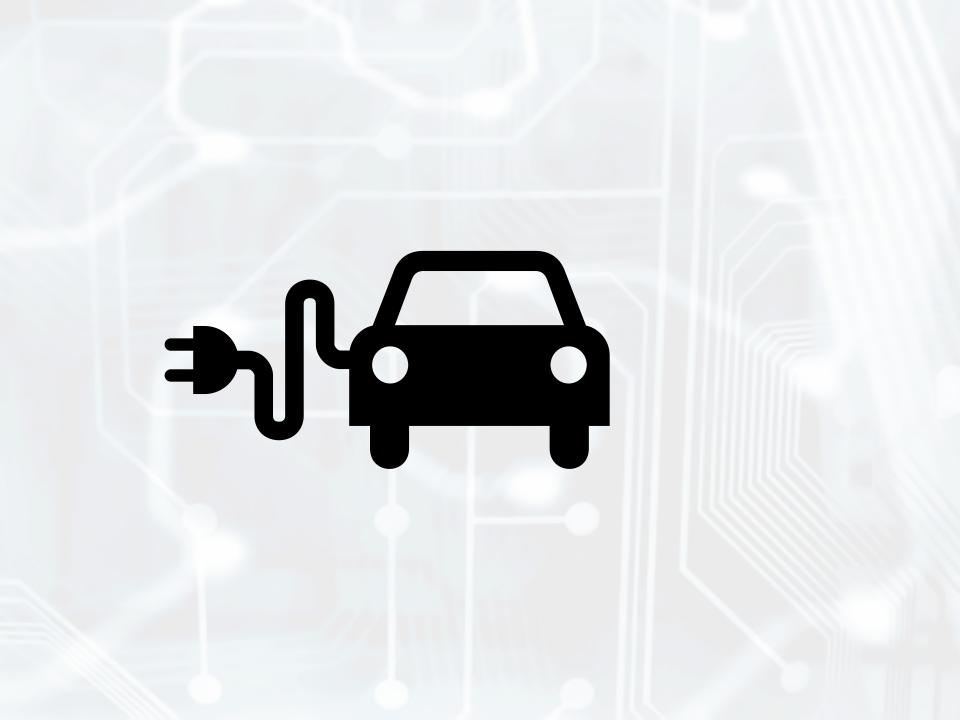
# 50

billion devices by 2020

# 50

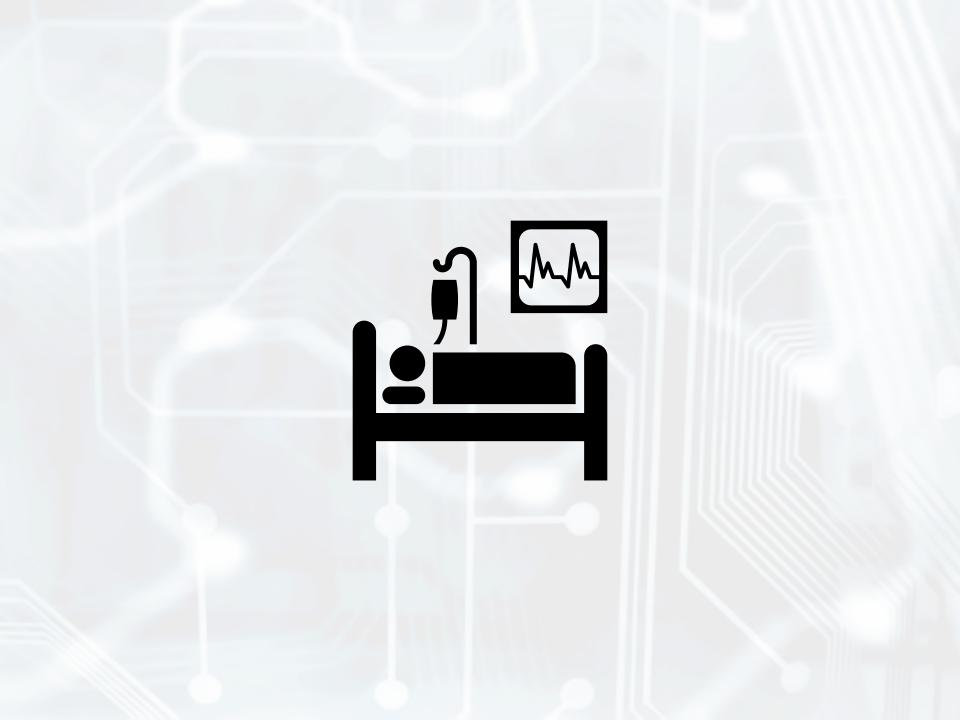
billion devices by 2020

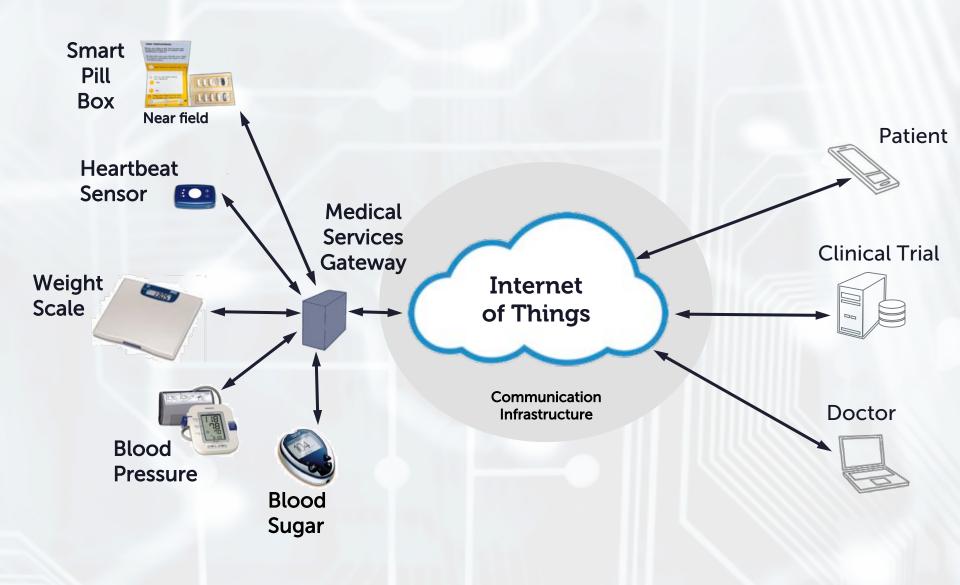








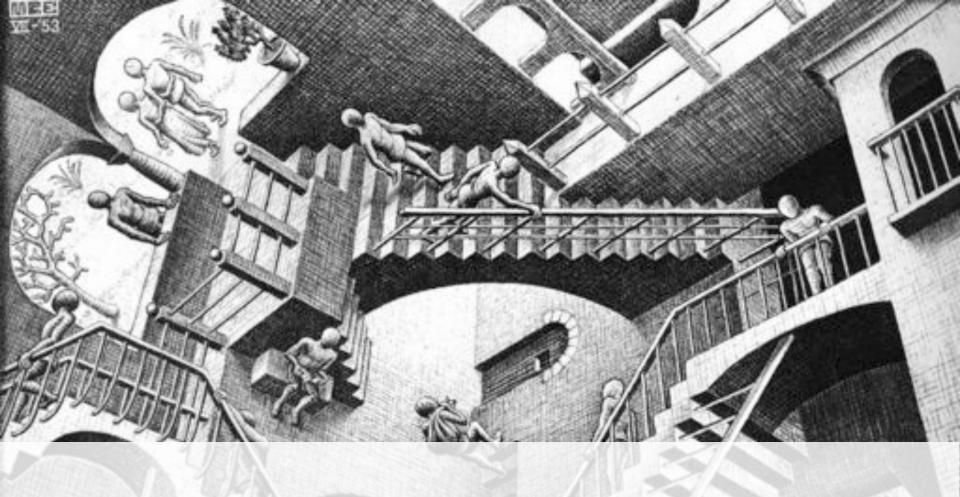








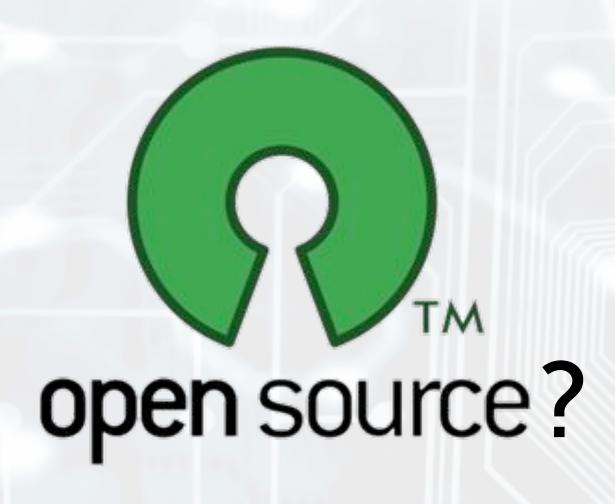




# M2M development = complex



# M2M vendors = lock-in

















## 3 pillars

Experience **Tools** Interoperability

## 3 projects

mihini Framework paho **Protocols** koneki **Tools** 

# mihini = framework

I/O manipulation data consolidation application management dev-friendly API

#### **Before Mihini**

- Proprietary "OS"
  - No consistent HW access layer across Sierra product line
  - No POSIX API
- Applications written in C
  - Learning curve
  - Compilation and debug are complex

### **M2M** programming

- low-level C
- memory
   management
- multithreaded
   programming

- read sensor values
- control actuators
- consolidate data
- communicate

### Example: Sending an SMS

```
int main()
             char char1[10];
             char char_buf[8
             ed char sms_b
                                       +CMGS="xxxxxxxxxx";
    WC_
    sleep
    //writ
    write(w
                            eof(char_buf));
    usleep(40
    //readina
                          port
    read(wc_f
                           f(char1));
    sleep(7
    close
} //
             tion of seria
         mios options;
ttys5_N = open("/dev/ttyS5", 0_kDWR );
if (ttys5_fd < 0)
    printf("\nFail to open serial port 2\n");
    return 0;
```

```
sms.send(
   '+33612345678',
   'My SMS',
)
```

## Simplify M2M programming



- powerful
- fast
- lightweight
- embeddable
- scripting
- C integration

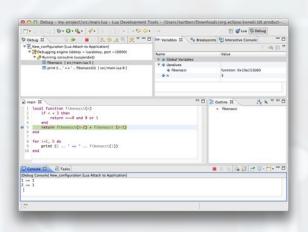
#### Lua is also...

- A vibrant community
- A rich ecosystem of libraries
- A closed development model

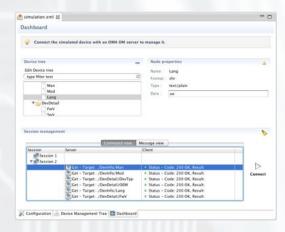
# koneki = tools

develop simulate debug deploy

# koneki



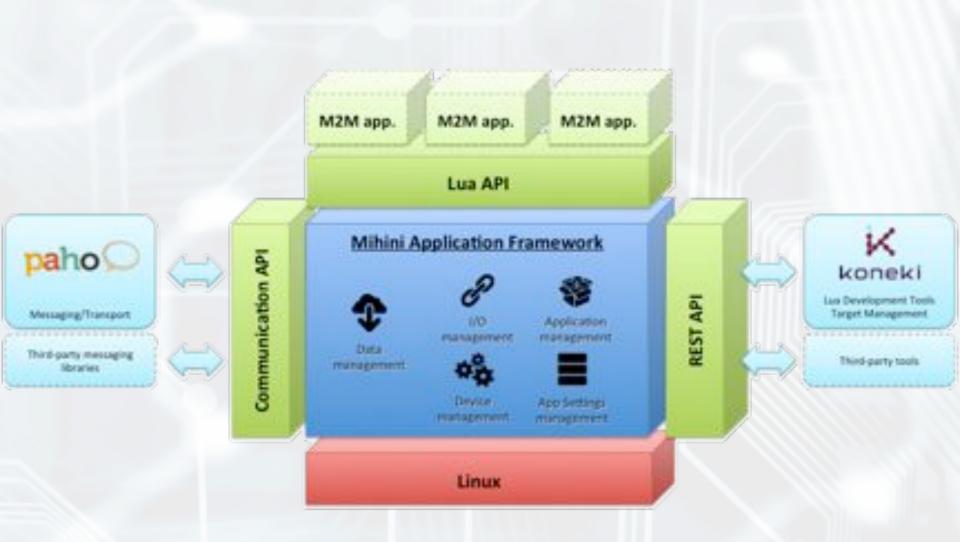
Lua Development Tools



OMA-DM Simulator

Next: Mihini tooling, M2M modeling

#### Mihini architecture overview



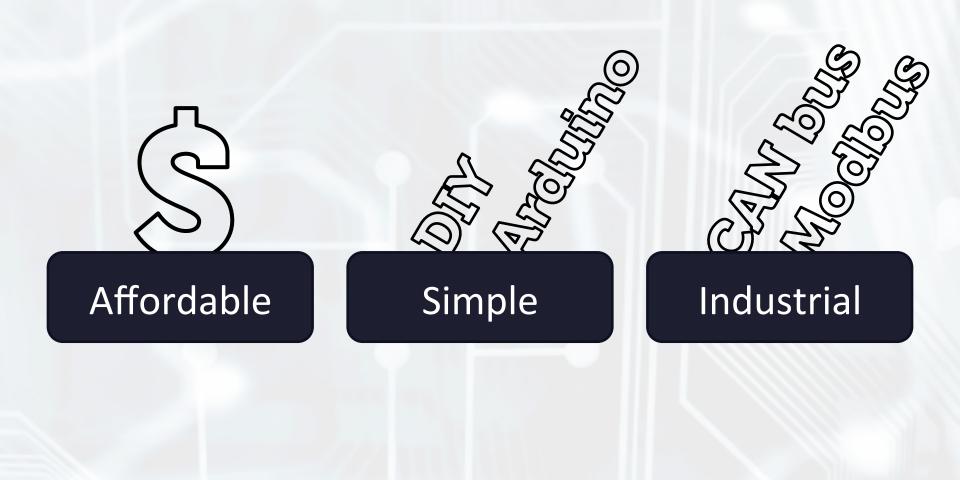
### Moving to Eclipse Fdn?

- Community
  - users
  - contributors/committers
  - adopters
- Governance
- IP framework
- IT resources

### Building a community

- Going open source is also a way to
  - simplify developer experience
  - grow a community
  - enable innovation (see open H/W hobbyists)

## **M2M Developer Kit**



#### **M2M Developer Portal**



m2m.eclipse.org is where you can learn about the technologies developed at Eclipse to make Machine-to-Machine (M2M) development simpler.

These technologies aim at establishing an open, end-to-end, M2M stack.



#### Milhin

Mihini will deliver an embedded runtime running on top of Linux, exposing high-level Lus API for building M2M applications.

#### Frameworks

Deliver an embedded extensible runtime enabling. M2M vertical applications.

In order to enable the creation of M2M apps on communicating embedded devices, we provide a complete framework enabling device management, software updates, ...

More »

#### Protocols

Provide Open Source implementations of standard M2M protocols.

Currently, we provide tools and fibraries for:

- MQTT messaging protocol.
- OMA-DM Device Management protocol.

More »

#### Tools

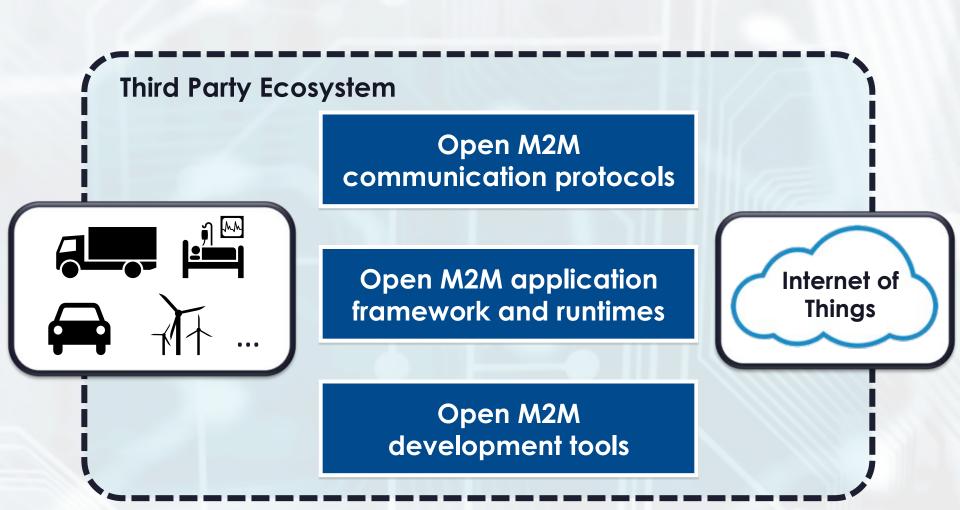
Package a "one-stop shop" IDE for M2M developers.

We believe that Lus is a language very well-tailored for M2M, therefore the first component we deliver is an IDE for Lus development, called Lus Development Tools.

More »



#### New business models



### H/W differentiation



- ruggedness
- radio certification
- add-ins
- services

### S/W differentiation

#### embedded

server

industrial protocols
power optimization
development tools
vertical applications
real-time
professional services

3<sup>rd</sup> party services
security
billing
carrier integration
professional services

#### Wrap-up

- A complete M2M stack
  - embedded framework
  - comm. protocols (client and server)
  - tools
- An open collaboration model
- A de-facto standard M2M platform for enabling new businesses

#### Join us!

