



**PRESS RELEASE**

*For Immediate Release*

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## **ICONICS, Arrow Electronics, Rigado Launch Market-Ready Smart Buildings Solution**

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***Secure Edge Intelligence Solution Provides Building Managers and Owners a  
Deeper Understanding of Workspace Utilization***

**Foxborough, MA – July 29, 2019 –** [ICONICS](http://www.iconics.com) is a global automation software provider and six-time winner of the Microsoft Partner of the Year award, providing advanced web-enabled OPC UA and BACnet certified visualization, analytics, mobile, and IoT software solutions for any energy, manufacturing, industrial or building automation application. ICONICS announces that it has joined Arrow Electronics (NYSE: ARW) and Rigado in launching a smart occupancy and floor space monitoring solution; an innovative IoT Smart Buildings solution co-created by the three companies.

Based on an Arrow-designed and sourced set of IoT sensors, gateways, and software, the Rigado Cascade and ICONICS visualization solution is a secure and managed edge intelligence solution with analytics dashboards for a wide range of smart building applications. Space monitoring and utilization are primary features that provide both commercial and retail building managers with a deeper understanding into how their workspaces are being utilized and actionable insights into processes that improve efficiencies and user experiences.

“ICONICS automation software helps organizations make the most of their connected data,” said Russ Agrusa, President and CEO of ICONICS, “enabling them to ‘Make the Invisible Visible’. With this smart buildings solution, co-developed with Arrow Electronics and Rigado, customers will be able to take data from their wide array of building systems and sensors, which can be applied to energy management, predictive maintenance, and much more.”

"Companies today have more employee mobility and remote interaction than ever before, and both commercial and retail building owners are seeking to better manage these spaces," said Aiden Mitchell, vice president of global IoT for Arrow. "This solution we have developed with our suppliers will help address these building occupancy challenges by taking the guesswork out of understanding how spaces are truly being utilized in real time, and improving their impact on a company's growth, revenue and user experience."

The occupancy and monitoring solution comes with support for a wide range of sensor and device options, upstream cloud data integration, device support through Microsoft's Azure IoT Hub, and a variety of global cellular data options. In collaboration with ICONICS and Arrow, Rigado's sensors and gateway platform seamlessly deliver real-time occupancy and environmental data to the cloud, to be analyzed and optimized by ICONICS' smart building applications.

By combining Rigado Cascade with sensors, cellular connectivity, engineering support, and cloud services via ICONICS and Microsoft Azure, the solution offers an out-of-the-box smart building solution, all in one monthly subscription.

"Gathering reliable and objective data about how and when space is being occupied and utilized is key to making educated decisions in today's dynamic commercial real estate market. And companies without that insight will increasingly face challenges with operating efficiency and revenue growth," said Brad McMahon vice president, corporate development at Rigado. "The more you know about your space, the better you can operate today, and plan for tomorrow."

### **About Arrow Electronics**

Arrow Electronics (NYSE:ARW) guides innovation forward for over 200,000 leading technology manufacturers and service providers. With 2018 sales of \$30 billion, Arrow develops technology solutions that improve business and daily life. Learn more at [FiveYearsOut.com](https://www.fiveyearsout.com).

### **About Rigado:**

Founded in 2010, Rigado's edge solutions power more than 300 global customers and 5 million connected devices across commercial IoT solutions such as asset tracking, smart lighting, and sensing and monitoring in markets like mart workplaces, connected retail, and logistics. Rigado is headquartered in Oregon, with an EMEA office in London. Rigado can be reached at [www.rigado.com](https://www.rigado.com).

## About ICONICS

[ICONICS](https://iconics.com) is headquartered in Foxborough, Massachusetts and is a global software developer of HMI/SCADA, IoT, mobile, analytics, and cloud software solutions for the manufacturing, industrial, and building automation markets. With over 350,000 installations in over 100 countries worldwide and running in over 70 percent of Global 500 companies, ICONICS software is recommended for automating, monitoring, and optimizing a customer's most critical assets. ICONICS was recently named the 2018 Microsoft Manufacturing Partner of the Year and is a six-time winner of the Microsoft Partner of the Year award.

<https://iconics.com>

### **ICONICS Background Information**

ICONICS, a longtime Microsoft Gold Partner and six-time Microsoft Partner of the Year award winner, including the Manufacturing, Application Development, and CityNext Partner of the Year, provides solutions to improve productivity, reduce integration time and operating costs, and optimize asset utilization with visualization and automation software. Founded in 1986, ICONICS has 350,000 installations in over 100 countries worldwide. ICONICS meets the demanding application challenges of the automotive, building automation, food and beverage, government infrastructure, manufacturing, petrochemical, pharmaceutical, renewable energy, utilities and water/wastewater industries. As a managed Microsoft ISV Partner, ICONICS designs its solutions to leverage Microsoft technologies, including Windows 10, Windows Server, Microsoft .NET, Microsoft Azure, SQL Server and Microsoft SharePoint.

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