February 7, 2017

PTC Expands Internet of Things Ecosystem with New ThingWorx Partners

Companies Offer ThingWorx Ready Products and Services to Accelerate New Industrial IoT Solutions

NEEDHAM, Mass.--(BUSINESS WIRE)-- PTC (NASDAQ: PTC) today announced the continued expansion of its Internet of Things (IoT) partner ecosystem with the addition of new ThingWorx partners.

To date, hundreds of industrial IoT partner companies—solution builders, services providers, channel partners, and hardware and software technology companies—have chosen the ThingWorx® industrial IoT platform to accelerate their IoT initiatives and deliver value to their customers. As part of the PTC Partner Network, the ThingWorx Ready Program provides partnering companies with a way to validate product integration with the ThingWorx platform, enabling solution builders to shorten their time to market by leveraging pre-integrated products, extensions, and starter kits listed in the ThingWorx Marketplace™.

The most recent partners to offer ThingWorx Ready products in the ThingWorx Marketplace include HMS Industrial Networks, a leading provider of products for industrial communication and industrial IoT; MultiTech, a leader in the design, development, and manufacturing of communications equipment for the industrial IoT; Sierra Monitor Corporation, a leading provider of multi-protocol gateways that connect field devices to the ThingWorx platform for smart building, smart facility, and smart city applications; and ViziApps, a leading platform for rapidly developing engaging business apps that use ThingWorx data. BETSOL, a leading provider of enterprise technology products and services, has also joined the PTC Partner Network as a ThingWorx authorized services provider and will make its IoT services available on the ThingWorx Marketplace.

The ThingWorx Marketplace is the single source for third-party IoT solutions, technologies, and services built on or specifically for the ThingWorx IoT Platform. Targeted at both industrial IoT solution builders and buyers, the ThingWorx Marketplace aims to simplify the process of bringing together ThingWorx with third-party tools and services by providing a large inventory of pre-integrated, pre-certified products, extensions and starter kits that are easy to access and use by customers and partners to build their own solutions and accelerate their time to market.

"Collaboration is one of the keys to success in today's IoT market," said Kevin O'Brien, vice president of IoT partner sales, PTC. "The continued expansion of the ThingWorx partner ecosystem reinforces the value of the platform approach to building new IoT solutions. Combining the world-class components of ThingWorx with the complementary technologies and market and solution knowledge of these partners will further enable IoT innovation and adoption."

"Using an IoT platform is quickly becoming the go-to approach for developing IoT solutions. Partnering with PTC not only allows us to leverage the standout capabilities of the ThingWorx platform, but also enables us to offer our solution through the ThingWorx Marketplace," said Michael Finegan, director of business development, MultiTech. "This combination enables us to simplify our customers' experience and to gain greater exposure to the broader market."

The ThingWorx IoT platform is comprised of rapid application development functionality, connectivity, machine learning, augmented reality, and integration with leading device clouds. These capabilities combine to deliver a comprehensive IoT technology stack that enables companies to securely connect assets, quickly create applications, and innovate new ways to capture and deliver value.

PTC has built a robust and diversified ThingWorx partner ecosystem that brings together IoT solution builders to collaborate on IoT opportunities. ThingWorx is designed for IoT solution builders that have expertise in specific markets or verticals, such as manufacturing, oil and gas, or smart cities. Solution builders know the types of IoT solutions that these industries require, but they need the underlying IoT technology—such as connectivity, application development, and augmented reality—to make these solutions possible. ThingWorx provides a robust set of technology components in a fast, easy-to-use, and secure platform, allowing solution builders to focus on the end solutions that will bring value to their customers.

Additional Resources

- Harvard Business Review: "How Smart, Connected Products are Transforming Companies," authors PTC CEO Jim

Heppelmann and Harvard Professor Michael Porter

- [PTC Delivers Standout Year of Success in Its Internet of Things Business](#)
- [ThingWorx IoT Platform](#)
- [ThingWorx Partner Ecosystem](#)
- [ThingWorx Marketplace](#)
- [HMS Industrial Networks](#)
- [MultiTech Systems](#)
- [Sierra Monitor Corporation](#)
- [ViziApps](#)
- [BETSOL](#)

About PTC (NASDAQ: PTC)
PTC has the most robust Internet of Things technology in the world. In 1986 we revolutionized digital 3D design, and in 1998 were first to market with Internet-based PLM. Now our leading IoT and AR platform and field-proven solutions bring together the physical and digital worlds to reinvent the way you create, operate, and service products. With PTC, global manufacturers and an ecosystem of partners and developers can capitalize on the promise of the IoT today and drive the future of innovation.

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Source: PTC

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