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Oggetto : SECO and Raspberry Pi enter into a strategic
partnership to expand their Industrial IoT
offerings

Testo del comunicato

Vedi allegato



PRESS RELEASE

SECO AND RASPBERRY PI ENTER INTO A STRATEGIC PARTNERSHIP TO EXPAND THEIR INDUSTRIAL IOT OFFERINGS

**From CM5-Based HMI Development to Comprehensive Software Integration,
a Partnership focused on Driving Industrial IoT Innovation**

Cambridge/Arezzo, November 12, 2024 — SECO S.p.A. ("**SECO**") and Raspberry Pi Holdings plc ("**Raspberry Pi**") are pleased to announce a strategic commercial agreement aimed at expanding their business opportunities through collaboration on hardware and software development. This partnership combines SECO's expertise in IoT technologies with Raspberry Pi's versatile computing solutions, allowing both companies to address the growing demands of industrial applications through innovative, customized products.

SECO will leverage its hardware design expertise to bring a **10.1-inch Human-Machine Interface (HMI) solution** to market, based on Raspberry Pi's fifth-generation **Compute Module (CM5)** and supporting Raspberry Pi OS to simplify integration. SECO and Raspberry Pi will collaborate on hardware development to offer customized solutions tailored to industrial clients' specific needs.

In addition, **SECO's Clea IoT software suite** will be integrated into the Raspberry Pi OS, making it available on RPI products portfolio. This integration will leverage Raspberry Pi's hardware and software offerings to provide a seamless solution for device management, data orchestration, and AI/ML applications, thereby enhancing value for industrial users. Furthermore, **Raspberry Pi Connect**, a secure and user-friendly service enabling remote access to Raspberry Pi devices via a web browser using WebRTC technology, will be incorporated into SECO's software stack. This will make Raspberry Pi Connect part of Clea's commercial offering on Raspberry Pi devices, empowering users to access their device's desktop from anywhere. This integration simplifies management and interaction, particularly in industrial applications, and aligns with the focus on integrating Clea into the Raspberry Pi product portfolio and making RPI Connect available on the Clea store. Additionally, subject to SECO developing a Clea package, RPI commits to incorporating Clea into RPI's repository or a similar technical alternative.

The partnership will continue to explore opportunities in cutting-edge areas, including image recognition, edge AI, and the use of future Raspberry Pi microcontrollers to create innovative solutions. SECO has gained a long history and know-how in various industries such as energy management, smart building, healthcare, coffee and vending and industrial automation, and looks forward to manifesting, sharing and working on opportunities in these sectors with Raspberry Pi thanks to this partnership. Both SECO and Raspberry Pi are committed to working together to drive growth, efficiency, and innovation in the embedded and industrial markets.

*"This partnership represents a great opportunity for SECO to leverage Raspberry Pi's widely adopted hardware technology and combine the strengths of both companies in software development," said **Massimo Mauri, CEO of SECO**. "We are confident that our combined expertise will drive business growth and innovation in the industrial IoT space, delivering significant value to our stakeholders."*



PRESS RELEASE



Eben Upton CEO of **Raspberry Pi** said *"The IPO has opened up a number of partnering discussions with leading industrial OEMs and we are very pleased that one of our first agreements is with SECO. The combination of our combined hardware and software knowhow can deliver customized solutions for end clients that enable new user high performance applications at cost effective price points."*



PRESS RELEASE



SECO

SECO (IOT.MI) is a high-tech company that develops and manufactures cutting-edge solutions for the digitalization of industrial products and processes. SECO's hardware and software offerings enable B2B companies to easily introduce edge computing, Internet of Things, data analytics, and artificial intelligence to their businesses. SECO's technology spans across multiple fields of application, serving more than 450 customers across sectors such as medical, industrial automation, fitness, vending, transportation, and many others. Through live monitoring and smart control of in-the-field devices, SECO solutions contribute to low environmental impact business operations via a more efficient use of resources.

For more information: <http://www.seco.com/>

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Raspberry Pi

Headquartered in Cambridge, UK, Raspberry Pi's mission is to put high-performance, low-cost, general-purpose computing platforms in the hands of engineers and enthusiasts and all over the world. Raspberry Pi is a full-stack engineering organization, with research and development capabilities spanning the entire value chain, from semiconductor IP development, through semiconductor and electronic product design to software engineering and regulatory compliance. The high performance, low cost, and physical robustness of Raspberry Pi products make them suitable for a wide range of applications, across three distinct markets: Industrial and Embedded, Enthusiast and Education and Semiconductors. To date, over 60 million units have been sold.

For more information:

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