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| Informazione<br>Regolamentata n.<br>2358-56-2024 | Data/Ora Inizio Diffusione<br>25 Novembre 2024 06:52:13 | Euronext Star Milan |
|--|---|---------------------|

Societa' : SECO

Identificativo Informazione  
Regolamentata : 198622

Utenza - Referente : SECON04 - -

Tipologia : REGEM

Data/Ora Ricezione : 25 Novembre 2024 06:52:13

Data/Ora Inizio Diffusione : 25 Novembre 2024 06:52:13

Oggetto : SECO and Hitachi Energy collaborate to launch  
a family of innovative Utility Smart Boxes

*Testo del comunicato*

Vedi allegato



PRESS RELEASE

## SECO and Hitachi Energy collaborate to launch a family of innovative Utility Smart Boxes

Arezzo, Italy, November 25, 2024 – SECO S.p.A. (“SECO”), a leading provider of end-to-end technological solutions for industrial digitalization and Hitachi Energy, a global technology leader that is advancing a sustainable energy future for all, have signed an agreement to develop a new cutting-edge product line under the Utility Smart Box Family to enable seamless communication and data management across utilities infrastructure.

SECO will lead the design and development of the new product line and will be responsible for integrating its hardware solutions based on Qualcomm® IoT processors. Additionally, SECO will manufacture and supply the finished products to Hitachi Energy and ensure that they meet the highest standards of functionality and reliability while underscoring SECO's commitment to providing comprehensive services and delivering top-tier utility solutions.

Hitachi Energy will leverage its expertise to ensure the final products align with industry needs and standards. This milestone cooperation initially to produce over 200,000 devices over the coming years.

SECO and Hitachi Energy will also collaborate on a dedicated IoT platform based on Clea, enabling the management of all current and future connected devices through its retrofitting capabilities. Clea allows manufacturers, distributors, and integrators to monetize high-value-added services offered to the market through connected products, such as the Utility Smart Box Family. This shared platform will serve as the foundation for a joint go-to-market strategy.

*"This strategic agreement between SECO and Hitachi Energy highlights our shared commitment to innovation and excellence in utility solutions,"* said **Vincenzo Difronzo, Chief Sales Officer of SECO**. *"This product portfolio is set to revolutionize the industry by providing advanced capabilities and top-level reliability."*

*"At Hitachi Energy, we are thrilled to collaborate with SECO on this innovative journey,"* said **Marco Sanguineti, Head of Technology and R&D, Automation and Communication, Hitachi Energy**. *"By combining our expertise in energy automation with SECO's cutting-edge IoT solutions, we are creating a new generation of Utility Smart Boxes that will drive digital transformation and enable smarter, more sustainable energy systems for the future."*



## PRESS RELEASE

The Utility Smart Box Family represents a significant step forward in meeting the evolving needs of the energy sector. By combining SECO's expertise in hardware design and IoT solutions with Hitachi Energy's deep knowledge of utility applications, this innovative product line will empower utilities to optimize operations, enhance grid reliability, and accelerate the transition to a sustainable energy future. This collaboration underscores a shared commitment to delivering cutting-edge solutions that address the challenges of today while laying the foundation for tomorrow's smarter, more connected energy systems.



## 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/>

### **Contacts**

SECO S.p.A.  
Clarence Nahan  
Head of Corporate Development & Investor Relations  
Tel. +39 0575 26979  
[investor.relations@seco.com](mailto:investor.relations@seco.com)

Fine Comunicato n.2358-56-2024

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