

TH1NG signs agreement with Finland's largest fiber provider Valokuitunen and launches IoT services in Finland

As part of its expansion into the European market, TH1NG initiates a partnership with Valokuitunen in the Finnish market. The agreement grants Valokuitunen an exclusive right, for 18 months, to resell TH1NG's IoT services to property owners in Finland.

TH1NG and Valokuitunen have embarked on a unique collaboration, allowing Valokuitunen's customers the opportunity to access TH1NG's IoT services.

Valokuitunen is the leading player in the Finnish fiber market, investing heavily in expanding fiber networks throughout Finland. Valokuitunen sells, builds, and owns fiber networks nationwide while providing an open network to its customers.

In addition to offering broadband and TV services, Valokuitunen is now venturing into the sale of IoT services to property owners in collaboration with TH1NG. Examples of relevant IoT services include individual water metering (IMD), water leakage detection in kitchens and wet areas, connected smoke detectors, and temperature monitoring.

- We are excited about the opportunity to collaborate with Valokuitunen to address the property market in Finland with our IoT services. Finland is an interesting neighboring market, and Valokuitunen's significant sales force creates favorable conditions for increasing our sales, says **Klas Westholm**, CEO of TH1NG. This aligns with our planned expansion to gain new market shares, concludes Klas Westholm.

Valokuitunen's Commercial Director, **Fredrik Relander**, sees significant potential in developing services within their open network.

- The collaboration is a great opportunity for us, and I believe there is a real demand for these types of solutions among our customers. I am delighted that we now have the opportunity to offer our customers IoT services. This is the major advantage of the open network solution: the possibilities are limitless!" says Fredrik Relander.

Valokuitunen, owned by CapMan Infra and Telia, is Finland's largest open fiber provider. Currently, Valokuitunen's network covers over 270,000 households in Finland. In 2023, Valokuitunen raised approximately 400 million euros in funding, providing fiber access to over 400,000 households throughout Finland in the coming years.

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TH1NG DEVELOPS AND DELIVERS CRITICAL DIGITAL INFRASTRUCTURE ENABLING SMART AND SUSTAINABLE SOCIETIES. The IoT platform IoT Open, enables TH1NG, together with its partners, to connect all communicating devices and makes future services possible. Smart properties, industries, homes, smart healthcare and elderly care, as well as sustainable development, can all benefit from our technology and expertise to develop the emerging smart society. By connecting vast amounts of data from sensors and other devices, IoT Open can serve as the central hub in society. Digital connectivity is the foundation for creating these solutions and services, and TH1NG offers several different communication methods, such as 5G, Fiber och LoRaWAN. TH1NG was founded in 2018 with offices in Stockholm, Borlange, Gothenburg Sweden and in Reutlingen, Germany. Certified Adviser Redeye AB

Image Attachments

[Vladislav Vedenskii Dbirl56JjgM Unsplash](#)

Attachments

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