



# news release

18 August 2016

## **VODAFONE UK SIGNS NEW 10-YEAR DEAL WITH CSL TO PROVIDE IOT PLATFORM FOR CRITICAL CONNECTIVITY**

Vodafone UK announces today that it has signed a 10-year extension to its existing agreement with CSL Dualcom (CSL), a UK market leader in mission-critical alarm services for fire, security and health, to provide a managed Internet of Things (IoT) connectivity platform. The new service will support CSL's expansion into new vertical sectors, including retail and utilities.

CSL manages the connectivity to more than 400,000 IoT connected devices, including alarms, in residential and commercial buildings throughout Europe. This new deal, which extends a 20-year relationship, sees Vodafone IoT supplying managed connectivity to CSL through the Vodafone Managed IoT Connectivity Platform. The reliable, widespread coverage delivered by Vodafone is mission critical to CSL whose pioneering dual signal (DualCom) alarm units use both wired (telephone or internet) and wireless (GPRS/GSM) connections to maintain availability. This enables a wired alarm system, if cut by would-be intruders, to remain connected to an Alarm Receiving Centre at all times.

The Vodafone platform provides a complete, hosted solution for managing IoT assets wherever they are deployed, enabling CSL to have real-time data about the status of its devices and connections and centralised control for managing any configuration changes, while maintaining the highest levels of security and reliability.

Cyril Deschanel, Head of Northern Europe for Vodafone IoT, said: "Vodafone is delighted to be working with CSL. We have a strong, long-established relationship with CSL and this latest venture really cements our partnership. It's a great investment and example of how we can provide mission-critical level connectivity for the alarm security sector through the capabilities we now offer via our network."

Ed Heale, Managing Director of CSL commented: "We are adding 6,000 connections to our base a month, all of which provide complete end-to-end connectivity solutions for security, fire, health and other mission critical IoT applications. By extending our partnership with Vodafone, we have the expertise of a total communications provider that recognises the importance of maintaining investment into critical network services and is able to support our growing service and IoT needs."

- ends -

### **Vodafone UK**

Vodafone House, The Connection, Newbury, Berkshire RG14 2FN, England  
[www.vodafone.co.uk](http://www.vodafone.co.uk)

### **Vodafone UK Media Relations**

Telephone: +44 (0) 1635 693 693



# news release

For more information please contact:

Vodafone UK Media Relations

Tel: 01635 693693

Email: [ukmediarelations@vodafone.com](mailto:ukmediarelations@vodafone.com)

Notes to Editors

## About Vodafone Group

Vodafone is one of the world's largest telecommunications companies and provides a range of services including voice, messaging, data and fixed communications. Vodafone has mobile operations in 26 countries, partners with mobile networks in 55 more, and fixed broadband operations in 17 markets. As of 30 June 2016, Vodafone had 465 million mobile customers and 13.7 million fixed broadband customers. For more information, please visit: [www.vodafone.com](http://www.vodafone.com).

## About CSL

Our solutions, platform and partnerships with Mobile Network Operators across Europe allow us to provide complete end-to-end connectivity solutions for Security, Fire, Health and other mission critical M2M applications.

CSL was founded in the UK in 1996 and today, the CSL Group is a market leader in providing M2M and Internet of Things (IoT) solutions in the Security and Health Sectors with operations in the UK, Ireland, Sweden and the Netherlands. After a successful management buy-out in 2006, led by Group CEO, Phil Hollett and Simon Banks, founder and Group Managing Director, the company has established itself as a leading provider of dual signalling systems.

CSL pioneered the move from wired to wireless communication in the electronic security and Telehealthcare sectors with the introduction of the multi-network WorldSIM which provides maximum uptime. The company is now the trusted choice to provide the Critical Connectivity for nearly half a million devices throughout Europe. The Security range provides simple and reliable alarm signalling for domestic, commercial and retail premises whilst the Health range enables wireless Telecare Services for vulnerable residents. In addition many manufacturers now choose our WorldSIM for use inside their own M2M devices. For more information visit: [www.csldual.com](http://www.csldual.com)

## Vodafone UK

Vodafone House, The Connection, Newbury, Berkshire RG14 2FN, England  
[www.vodafone.co.uk](http://www.vodafone.co.uk)

## Vodafone UK Media Relations

Telephone: +44 (0) 1635 693 693