



# HARDWARIO

Reference number	HPA.230219.01-EN
Date	February 20, 2023
Place	Liberec

## EKOTERM Will Digitalize Boiler Rooms With HARDWARIO – Together They Want to Bring Further IoT Innovations to the Heating Industry

**EKOTERM is a supplier of heat and operator of gas boiler rooms and heat-exchanger stations with more than 30 years of history. During its existence it has deployed many innovative solutions for its customers. It has now agreed an IoT partnership with HARDWARIO. The latter provides its partners with a comprehensive solution of hardware, services and expert support to facilitate IoT adoption. It will help EKOTERM with the implementation of IoT technologies in its products and services.**

The two companies have agreed on a cooperation in which HARDWARIO will help EKOTERM with the implementation of IoT technologies in managed boiler rooms and heat exchangers. The aim is to significantly improve the quality of services offered by remote monitoring and control of boiler room technologies and to significantly simplify service work.

*“We have hundreds of boiler rooms and heat-exchanger stations under our management all over the Czech Republic and their number is growing rapidly. This is mainly due to our pro-customer and innovative approach to the whole industry. We believe that connecting boiler room technologies to the Internet of Things will bring savings to our customers, contribute to the environment and substantially increase the efficiency of our work and the quality of our services, as well as enable us to respond more quickly to emergencies. We also believe that a prerequisite for successful implementation of IoT in our products is to work with a reliable partner who can meet our needs and help us with the delivery of hardware, connectivity and integration with our unique cloud-based monitoring system. HARDWARIO is undoubtedly such a partner for us.”*

— Petr Kuhn, CTO of the company

*"EKOTERM is a project close to our heart. What we appreciate about their entire team is their open approach to innovation in this relatively conservative industry. Together, we want to bring great innovative products that will help EKOTERM win more customers while maintaining the current quality of service without significantly expanding the service team. It will be a long-standing partnership that will benefit both companies, but most importantly EKOTERM's customers."*

— Alan Fabik, co-founder of HARDWARIO

## About HARDWARIO

HARDWARIO is a Czech technology company that focuses on IoT – Internet of Things. It provides its customers with configurable IoT devices, connectivity and cloud services. Together with its partners, it successfully implements IoT projects in manufacturing, energy, agriculture, retail, healthcare and asset management. For more detailed information, please visit [www.hardwario.com](http://www.hardwario.com).

## About EKOTERM

EKOTERM is a Czech family-owned company with more than 30 years of experience in the field of heat supply, management, operation, construction and reconstruction of boiler rooms and heat-exchanger stations. It operates hundreds of boiler rooms in residential buildings and companies. It has recently also begun focusing on hybrid boiler rooms with photovoltaics and heat pumps. All operating technologies, from boiler rooms to cooling and air handling equipment, are monitored 24/7 by a unique cloud-based monitoring system. For more information, visit [www.ekoterm.cz](http://www.ekoterm.cz).

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