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Aquitas Establishes Relationship with Arrow Electronics to Simplify and Streamline Sensor Procurement Options in IoT
Agreement enables Aquitas to provide a wide range of sensors needed to monitor legacy equipment

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ROSWELL, Ga. – Aquitas Solutions, a leading provider of Enterprise Asset Management (EAM) and IoT solutions that optimize asset intensive industries, announced today that they have a new agreement with Arrow Electronics to bring sensor procurement and installation expertise into their IoT offerings. Arrow provides sensors and related hardware from several different manufacturers with various price points and sensor options. Working with Arrow, Aquitas will streamline their IoT implementation process by offering customers a single source for their IoT and Connected Maintenance projects.

Device connectivity is a crucial first step in the IoT implementation process, and many prospective clients lack the necessary equipment to support even this first step. Aquitas wanted a company that could provide a variety of sensor types as well as the expertise to physically install them for customers and is able to achieve this objective through Arrow's broad hardware portfolio and partner network.

"Most of our customers have a significant amount of old, disconnected equipment they would like to monitor; making sensor procurement and installation a key part of many of our IoT projects." Maddy Hawkins, Director of IoT Sales at Aquitas commented. "Arrow is the final piece enabling us to offer our customers a 'one-stop-shop' for IoT implementations. We frequently find that organizations still need help figuring out what type of sensors are needed as well as how to purchase and install – creating a bottleneck in the project. Now we have the options readily available if needed to meet any type of sensor requirements and avoid unnecessary project holdups."

Not only will this agreement help speed up the implementation process, but it will also simplify post-installation support procedures. Michael Hayes, Director of Development at Aquitas noted: "Rather than having multiple vendors involved in the project, Arrow will be the primary support contact to handle any issues on the sensor level." With the ability to streamline installation and support processes through Arrow, Aquitas can speed up the entire implementation for customers and help them see a faster Return on Investment.

Aligning with their goal of providing a sensor agnostic IoT solution, Aquitas is excited that this new relationship will break down common misconceptions about launching an IoT project and simplify the implementation process altogether. To read more about Arrow, visit their website.

About Aquitas Solutions

Aquitas Solutions is a provider of Enterprise Asset Management (EAM) and maintenance solutions for asset-intensive companies across all industries. Through an established network of strategic partnerships, we are uniquely positioned to support customers in their digital transformation endeavors. Our Connected Maintenance portfolio is comprised of Maximo, IoT and Augmented Reality technologies that advance current maintenance practices while leveraging existing systems.

Based in Atlanta, GA, Aquitas' leadership team and management consultants have industry leading enterprise asset management experience helping clients leverage their EAM system to optimize performance and improve productivity and service levels across the entire spectrum of their organization.