

### **Advantech**

"We value our collaboration with Qualcomm Technologies, Inc. for their relentless innovation and deep commitment to advancing edge technologies," stated Miller Chang, President of Embedded IoT Group, Advantech. "Their expertise in AI, software architecture, and high-performance computing enables us to push the boundaries of what's possible, creating transformative Edge AI solutions that accelerate industrial transformation and shape the future of edge intelligence."

#### Arrow Electronics

"Arrow looks forward to the new products and AI capabilities Qualcomm Technologies, Inc. has developed for use in the industrial and embedded space. These new products will bring AI capabilities to the edge that will enable many beneficial use cases," stated Aiden Mitchell, SVP, Global Supplier Management, Arrow Electronics. "Arrow will support Qualcomm Technologies to bring these solutions to market, backed by our engineering service teams who work alongside our clients to design and develop bespoke products, applications and systems."

### **Axon**

"The collaboration between Axon and Qualcomm Technologies, Inc. has spanned across our camera products since 2019 from connected body-worn cameras to Fleet 3 in-car video solution featuring ALPR powered by AI in the cameras," stated Blake Bullock, VP Product Management, Axon. "Qualcomm Technologies' innovative & leading-edge solutions have enabled us to rapidly innovate and bring advanced capabilities to our solutions, and in turn help save more lives and keep our communities safe."

#### Canonical

"We have optimized Ubuntu for Qualcomm Technologies, Inc. IoT platforms to simplify access to their advanced AI capabilities, while providing Canonical's robust long term maintenance and support, which are crucial for successful and secure IoT deployments," stated Cindy Goldberg, VP of Silicon Alliances at Canonical. "The integration of Qualcomm Technologies and Canonical software accelerates the deployment of security focused, scalable edge AI solutions, empowering developers to innovate with confidence and transform the IoT landscape."

### **Epec**

"We at Epec are excited about the opportunity to work closely with Qualcomm Technologies, Inc.!" stated stated Jyri Kylä-Kaila, CEO, Epec. "Qualcomm Technologies and Epec's collaboration provide unique opportunities to drive NRMM machines electrification, driver assistance systems and enriched connectivity to drive productivity as well as sustainability."

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## Hitachi Energy

"At Hitachi Energy, we're driven by a clear purpose: advancing a sustainable energy future for all. We've been at the forefront of innovation, providing technologies to help our clients accelerate the energy transition in every corner of the world," stated Marco Sanguineti, Head of Technology and R&D, Automation and Communication, Hitachi Energy. "Qualcomm Technologies, Inc.'s new industrial IoT solutions show significant promise in improving edge performance and enabling new Al-driven features in energy management. We are excited to see how these technologies will help accelerate the digital transformation of the grid."

### **Hyundai Motor Group**

"Utilizing the Qualcomm® Robotics RB-series platform, we implemented real-world inspection service technologies provided by our developed AI based robots. We were impressed by the excellent computational performance and low latency connectivity in a minimal form factor," stated Dongjin Hyun, Vice President, Head of Robotics LAB @ Hyundai Motor Group. "Collaborating with Qualcomm Technologies, Inc. is always a delight because they consistently strive to understand customer needs. Their culture of innovation and commitment to delivering products that meet these needs is truly inspiring and fosters trust.

### **IBM**

"IBM is collaborating with Qualcomm Technologies, Inc. to accelerate the adoption of AI for hybrid cloud and edge use cases," stated Brendan Kinkade - Vice President, Strategic Technology Partnerships, IBM. "Through this collaboration, Qualcomm Technologies intends to integrate a broad set of IBM GenAI solutions including IBM watsonx™ AI and data platform, Red Hat® and IBM Maximo® asset lifecycle management, into its solutions to help customers develop and deliver trusted AI for their business.

# LandingAl

"Visual AI on the Edge is transforming Industrial and IOT processes with applications as diverse as visual inspection, virtual fencing and safety and security," stated Dan Maloney, CEO, LandingAI "LandingAI and Qualcomm Technologies, Inc. working together will lead this transformation and enable seamless Visual AI applications on Edge devices."

# Teledyne

"Teledyne FLIR has increasingly incorporated technologies from Qualcomm Technologies, Inc. in a number of products to advance AI at the edge," stated O.J. Seeland, Product Director PRS at Teledyne FLIR. "Qualcomm Technologies' computing solutions enable us to run AI workloads much faster, which allows us to innovate and develop more features that help our public safety and industrial customers solve their toughest challenges."

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### **SHARP**

"Over the years, Qualcomm Technologies, Inc. and SHARP have built a strong collaboration to enable SHARP to create cutting-edge and amazing products in every generation. Qualcomm Technologies' technology has evolved significantly, CPU and AI performance for LLM and rich multimedia capability SoC, and expand the business of the consumer IEOT in smart media industry infinitely," stated Kenji Maeda, GM of IOT business, Universal Network Group in SHARP. "SHARP's products continue to develop with Qualcomm Technologies' advanced technology, and this collaboration will create innovative value to help SHARP meet our customers' needs."

### Quectel

"Quectel is committed to innovating in the Industrial IoT space and our collaboration with Qualcomm Technologies, Inc. enables opportunities for a wide range of use cases in IoT," stated Norbert Muhrer, President and CSO of Quectel Wireless Solutions. "We value Qualcomm Technologies' commitment to our shared goals of rapid innovation and look forward to advancing industrial IoT together."