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Embedded M2M Solutions - Janus Making its Dent in the M2M Space



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Janus Remote Communications ([News - Alert](#)) has one message it wants to get out loud and clear: “We do M2M – from idea through integration.”

[Janus](#), a provider of state-of-the-art wireless products and services as well as custom design solutions for the global M2M marketplace, has [deployed its solutions](#) with a variety of customers in areas including energy monitoring and control; healthy, safety and security; and in a whole host of commercial products. Janus solutions span the six pillars of M2M: remote monitoring, RFID, sensor networking, smart services, telematics and telemetry.

“Janus Remote Communications provides custom and off-the-shelf hardware, middleware, and application solutions to the worldwide M2M (machine-to-machine) marketplace,” Dave Jahr, general manager at Janus, told TMCnet. “We continue to be excited about the M2M market space because of the technological advances and continued growth in this area.”

Janus brings 50 years of designing and building electronics in the telecom sector to its business, something which has greatly helped the company move into the wireless technologies space, according to company officials.

“We noticed immediately that we could offer more cost-effective solutions to the M2M market than had been previously available,” Jahr said. “We concentrated our time and engineering efforts on creating a user-friendly M2M product line that would meet the needs of engineers and novice users alike”

“Nearly 10 years of hard work by a dedicated group of individuals is what it took to bring Janus to the respected position in the M2M community it now holds,” he added. “Literally, tens of thousands of hours to make Janus what you see today.”

And what you see today is a company that is dedicated to bringing the most cost-effective, technologically advanced solutions to the M2M market, according to officials.

One company that is helping Janus accomplish just that is Sprint ([News - Alert](#)), an [embedded M2M solutions](#) company. For Janus, the decision to team with Sprint was an easy one.

“Our [friends at Sprint](#) understand the M2M space and have been a great support to us in helping customers integrate wireless technology into their applications,” Jahr said. “Sprint M2M product certification process is very easily navigated and completed, much more so than other network providers.”

With a little help from Sprint and its own innovations, Janus has been able to open up new possibilities because of the technological advances made by the company and the industry.

In particular, new generation product development is driving the M2M space to “exciting places,” according to Jahr.

“Wireless technology will soon be resident within every area of our lives,” he said. “As much as the cellphone changed the nature of voice communication, M2M products are changing the very core of data communication. The way we do business and live is being shaped for the better by new and improving wireless technologies.”

Recently, [Janus announced](#) that the CDMA864D Standard Terminus received Verizon ([News](#) - [Alert](#)) certification. The Terminus CDMA864D is a dual band, CDMA-1xRTT wireless communication terminal specifically designed for worldwide M2M network deployment, according to company

officials. It boasts seven configurable GPIOs, 1 DAC, 1 ADC ([News](#) - [Alert](#)) and an operating voltage of 7 to 26 VDC. USB or Serial UARTs can be used to communicate with the device.

With this certification, end users are now able to have access to an all-in-one cellular communication terminal for use on Verizon networks expanding the potential market and opportunities with new and existing customers, according to Jahr.

So what's next for Janus and the embedded M2M solutions industry?

“All projections expect the M2M space will continue to grow in both number of users and volumes of data over the coming years,” Jahr said. “Continued growth will stimulate both innovation and competition. Solutions will get better and cheaper and suppliers will benefit. We look forward to the coming years.”

Want to learn more about M2M technologies? Then be sure to check out the [M2M Evolution](#) conference, collocated with TMC's ([News](#) - [Alert](#)) [ITEXPO West](#) 2011, taking place Sept. 13-15, 2011, in Austin, Texas. The M2M Evolution Conference is for those industry professionals interested in capitalizing on a rapidly growing segment of the telecom industry. The M2M Evolution Conference embraces the any-to-any strategy of the Internet today. Co-sponsored by TMC Partner Crossfire Media, it showcases the solutions, and examines the data strategies and technological requirements that enterprises and carriers need to capitalize on a market segment that is estimated to grow to \$300 Billion in the year ahead. To register, [click here](#).

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