



**Adesto + Echelon**  
Empowering the Industrial IoT

## **Adesto Completes Acquisition of Echelon: Frequently Asked Questions**

September 14, 2018

### **Overview**

With the successful completion of its acquisition of Echelon® Corporation, Adesto continues to expand its offering of innovative solutions to help customers unlock the true potential of the IoT. The acquisition of Echelon, together with the recent acquisition of S3 Semiconductors, will add increased value for customers of all three entities, who now have access to a broader portfolio of semiconductors, software and systems that can help them build innovative products for IoT applications in industrial markets and beyond.

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### **What is Adesto announcing today?**

Adesto has successfully completed its previously announced acquisition of Echelon Corporation.

### **Who is Echelon Corporation?**

Echelon is a pioneer in the development of open-standard networking platforms for connecting, monitoring and controlling devices in commercial and industrial applications. See: [www.echelon.com](http://www.echelon.com).

### **What are the products and applications for Echelon?**

Echelon products include networking and communication semiconductors, solutions and systems. Target applications include building and lighting controls, transportation and manufacturing automation for end markets including IIoT, transportation, smart grid, and smart city.

**Why has Adesto acquired Echelon?**

Adesto is continuing to execute on its strategy of offering more complete solutions for customers across its core IoT markets, including the industrial IoT. Adesto now provides not only semiconductors, but also powerful systems, software and solutions for industrial systems and automation. Echelon's offerings for IIoT are complementary to Adesto's memory technology, as well as its analog/mixed-signal ASIC and IP technologies. With Echelon's long term, loyal customer base and Adesto's focus on IoT, the company will be able to continue to build out Echelon's roadmap and position itself for long term growth in IIoT.

**How will Echelon be integrated into Adesto?**

Echelon forms the basis of the new Embedded Systems Division of Adesto. Over the next few months, Echelon employees will move to Adesto's Santa Clara headquarters.

**Who will lead the Embedded Systems Division?**

The Embedded Systems Division will be led by Chris Jodoin, former SVP of Operations and Planning at Echelon.

**What are the benefits of the acquisition to customers?**

As a combined company, Adesto has greater scale and resources, which will enable the company to expand new product initiatives and provide enhanced support. Adesto will increase its focus on innovative IoT edge computing, data accumulation and abstraction, and application analytics, reporting, and control solutions. Adesto plans to continue to build out several areas including the IIoT product roadmap. In addition, Adesto's existing product lines of memory and mixed signal ASICs/IP will bring solid value to Echelon's customer base.

**Does Adesto see a combined product roadmap that suggests it will be able to address things that nobody else can?**

Yes; this is one of the underlying reasons Adesto made this acquisition. Adesto now has an impressive lineup of products and technologies all under one roof that can target the growing IoT applications in different verticals, particularly in the industrial and communications segments. Adesto's application specific memory solutions and analog/mixed signal ASICs and IP, together with Echelon's valuable solutions, will provide a unique value proposition to customers because the company will be able to optimize its technology assets to meet a wide variety of customer needs.

**Will there be any change in how customers engage with Echelon or Adesto?**

There is no change for customers of either company – it's business as usual. Customers should continue to deal with Adesto and Echelon they have been doing.