IoT Academy Introduction

Dr. Farzad Ebrahimi

President

November 2024

www.linkedin.com/
in/farzadebrahimi

ebrahimi@iotacademy.ir

Dr. Farzad Ebrahimi

- President of IoT Academy (ITU Academia Member & ITU IoT Center of Excellence in Asia-Pacific)
- International Internet of Things (IoT) Speaker & Lecturer
- International Telecommunication Union (ITU) Expert
- Chairman, Member of the founding board and the board of trustees of Non-Commercial Institute (as a NGO) of “Promoting the Internet of Things and data science” at national level.
- Doctor of Business Administration from the University of Tehran, MBA, M.Sc in Electrical Engineering- Telecommunication systems, B.Sc in Electrical Engineering- Electronics.
- Faculty Member in ICT Research Institute

Other Records:

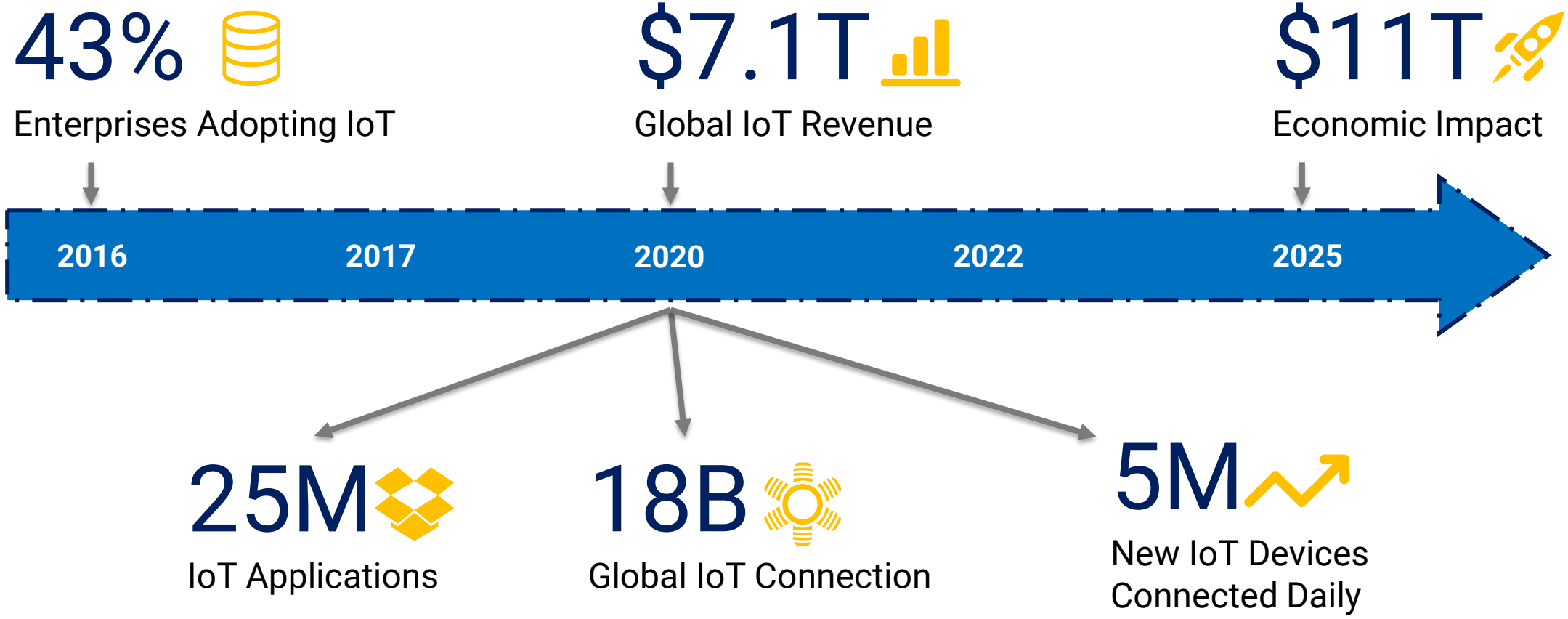
- Chairman of The corresponding ISO/IEC JTC1 SC41 (Internet of Things and related technologies Standards) in Iran
- Counselor of the Director of ICT Research Institute
- Superintendent of IT Faculty in Iran Telecom Research Center
- Deputy of IT Faculty in Iran Telecom Research Center
- Head of Multimedia Systems Research Group in Iran Telecom Research Center
- Project Manager, Consultant and Observer of more than 50 Regional and National ICT related Projects.

What is Internet of Things (IoT) ?

The International Telecommunications Union (ITU) defines IoT as follows: “The IoT can be viewed as a global infrastructure for the information society, enabling advanced services by interconnecting (physical and virtual) things based on existing and evolving interoperable information and communication technologies (ICT)” (Source: Recommendation ITU-T Y.2060).

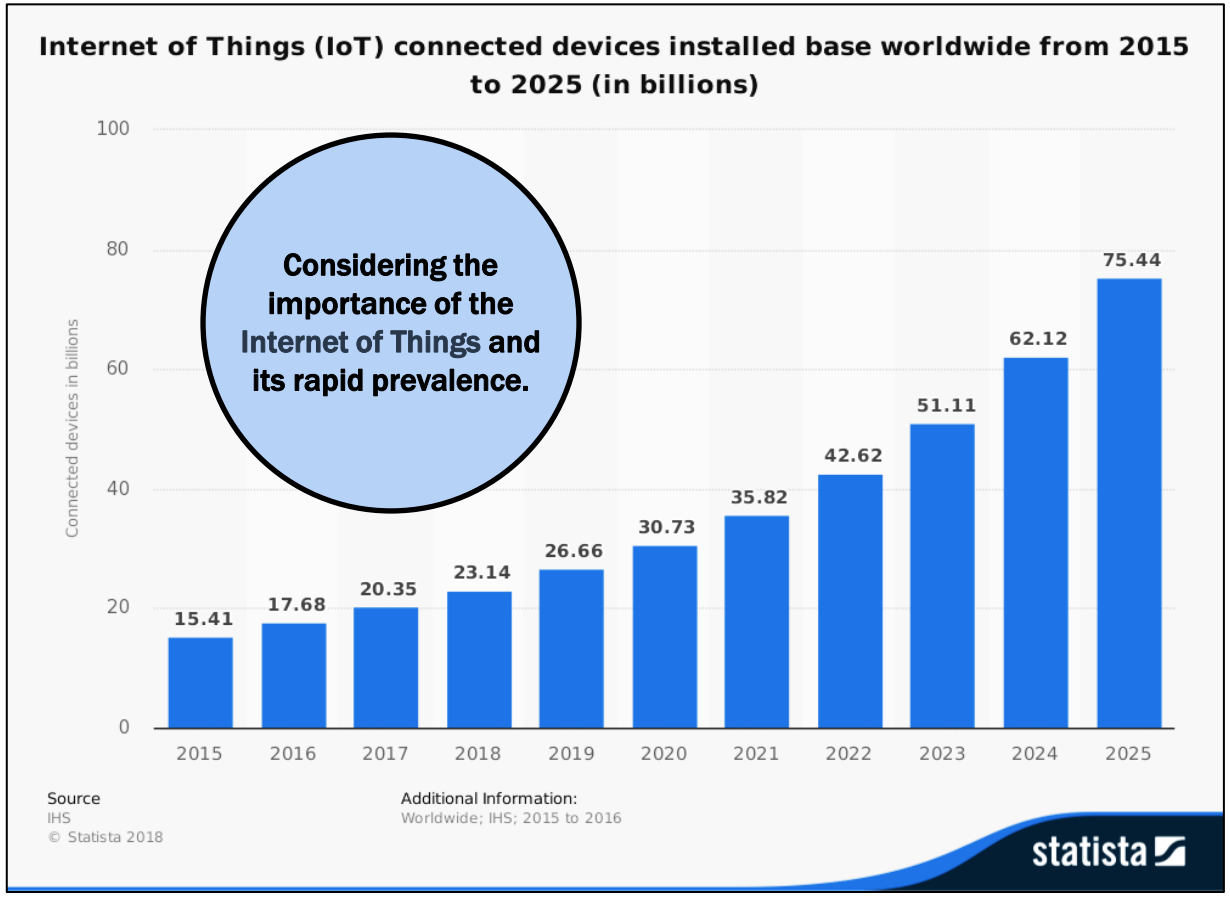
THE INTERNET OF THINGS

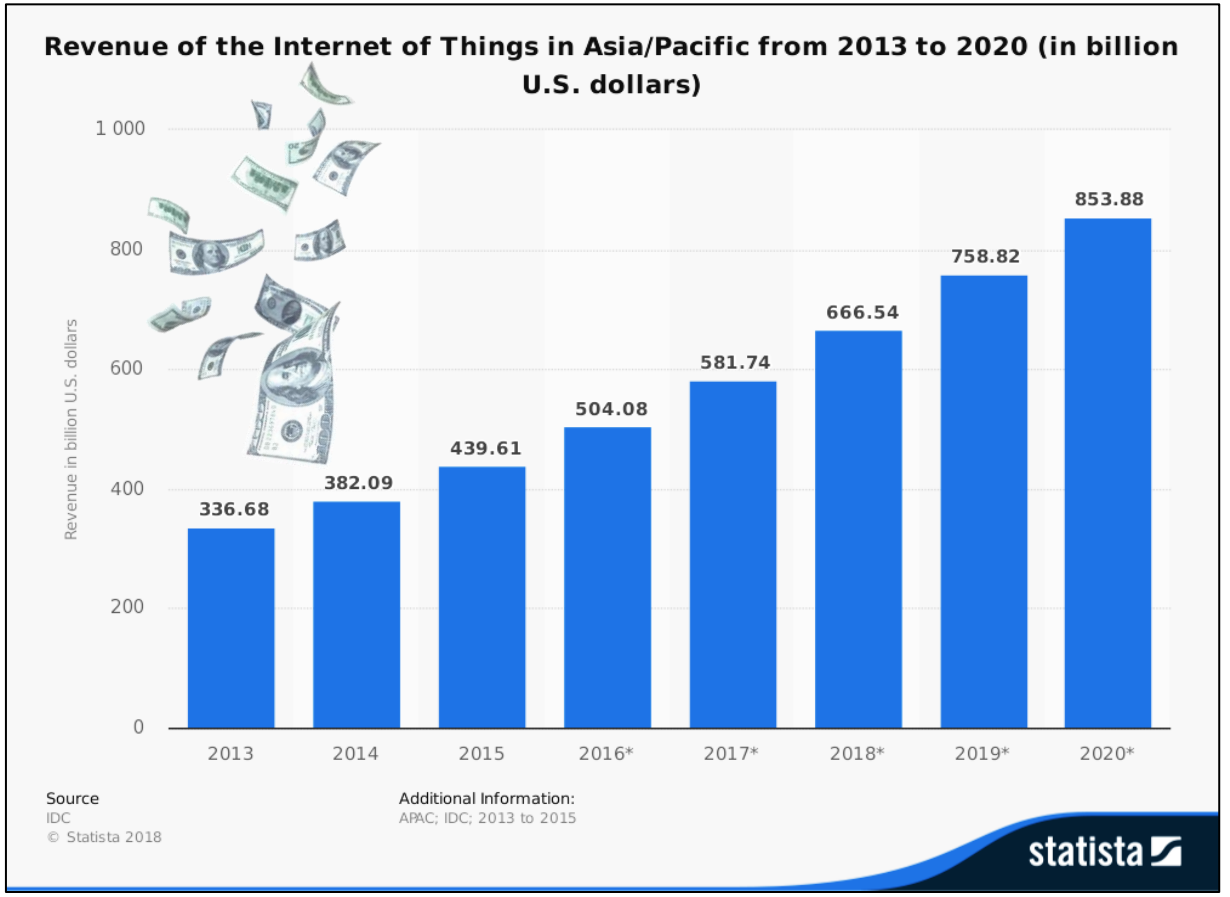
Towards an IoT Dominated World



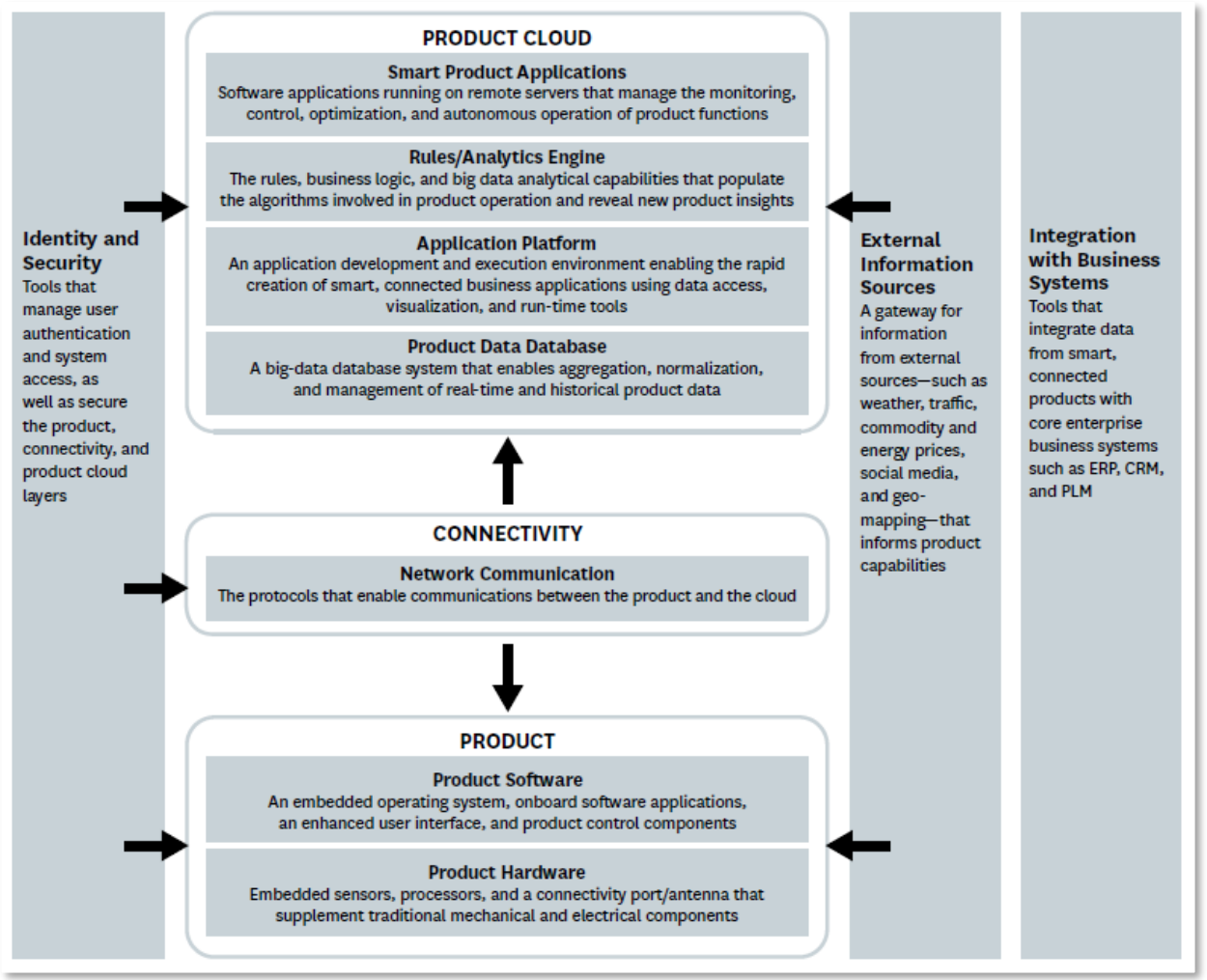
Source: Gartner, Ericsson, IDC, McKinsey, AT Kearney

THE INTERNET OF THINGS





IoT Architecture



IOT ACADEMY INTRODUCTION

IOT ACADEMY INTRODUCTION

VISION :

“Internet of Things Products and Solutions for Unique Living of World People”

MISSION :

“Increasing Citizen Awareness and Empowering Human Resources, Organizations and Industries in the field of Internet of Things and Related Technologies”

IoT Academy at a Glance

- Founded in **2014**
- Headquarter Currently Located in **Tehran, Iran**
- Join ITU as a **ITU Academia Member** in **2018**
- **ITU Asia-Pacific Center of Excellence (CoE)** in Priority area of **Internet of Things** (2019-2022)
- **Chairman** of The **corresponding ISO/IEC JTC1 SC41** (Internet of Things and Related Technologies Standards) in **Iran**
- **Deputy of IoT & Big Data Commission** in **Tehran ICT Guild Organization**

IoT Academy at a Glance

IoT Academy Structure:

- IoT Innovation and Research Center (IoTIRC)
- IoT Content Creation Department
  - IoE and Related Technologies Magazine (New)
- IoT Training Department
- IoT Standards Group
- IoT Market Research and Analysis Group (New)

IOT ACADEMY INTRODUCTION

International Telecommunication Union (ITU) Academia Member

Szechenyi Istvan University, Gyor
INDIA
Centre for Development of Telematics, NEW DELHI
Indian Council for Research on Int'l Economic Relations (ICRIER), NEW DELHI
Indian Institute of Management Kashipur, Kashipur, Uttarakhand
Indian Institute of Science, Bangalore
Indian Institute of Technology Hyderabad, Sangareddy, Telangana
Indian Institute of Technology Madras, Chennai
National Law University Delhi, NEW DELHI
Telecom Centres of Excellence (TCOE) India, NEW DELHI
Visvesvaraya National Institute of Technology (VNIT) Nagpur, Nagpur
IRAN (ISLAMIC REPUBLIC OF)
Amirkabir University of Technology, Tehran
Faculty of Applied Science of Post and Telecommunication, TEHRAN
ICT Research Institute, TEHRAN
IoT Academy, Tehran
Iran University of Science & Technology, NARMAK, TEHRAN
Tarbiat Modares University, Tehran
University of Tehran, Tehran
ITALY

Ref: https://www.itu.int/online/mm/scripts/gensel11?_memb=U

IOT ACADEMY INTRODUCTION

International Telecommunication Union (ITU) Business Partner

Back to pledges

Name of pledge

Empowering and raising awareness of citizens from the perspective of digital transformation and the fifth industrial revolution

Entity

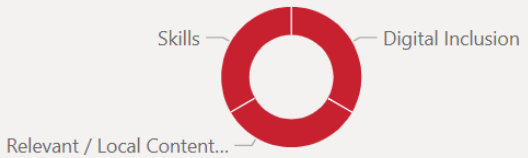
IoT Academy

Location

Iran (Islamic Republic of), Asia & the Pacific

$1M	1.00M	Programmatic	Single
Estimated financial value (USD)	Estimated number of people impacted	Pledge type	Pledge

Focus Areas



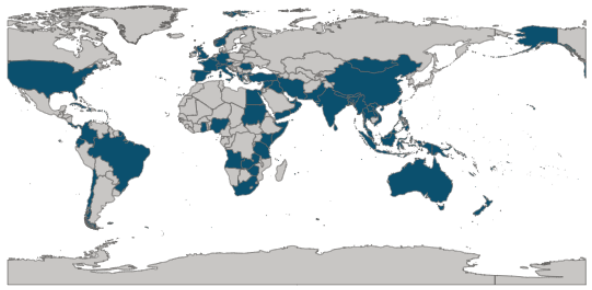
Target groups

Children
Indigenous peoples
Older persons
Other
Persons with disabilities
Women

7/1/2022
Start

7/1/2027
End

IoT Academy will provide international training courses, events and digital contents around the IoT and related technologies, smart cities, industry4.0, industry 5.0, and digital transformation for realizing the increasing citizen awareness, empowering HR & organizations, and research, and development. IoT Academy will empower human resources through its skill-based training program.



Source: UN, 2018

6/15/2022 1:05:21 PM

IOT ACADEMY INTRODUCTION

2024 World IoT Top 500 Summit

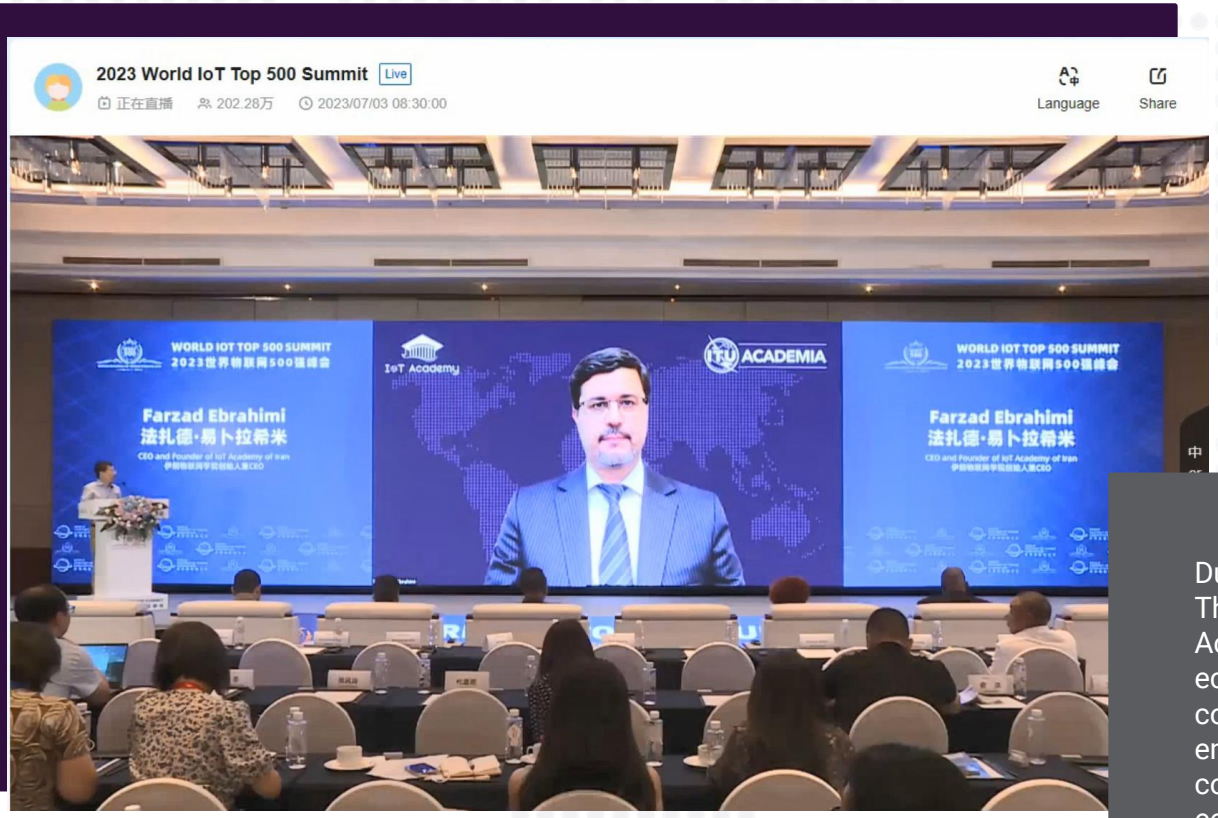
IoT Academy has maintained its position as a top global IoT company for **six consecutive years**.
The company has once again been ranked among the top 250 IoT companies worldwide.

http://www.wiotc.org/en/news/399.html

No.	Country/国家	Company Name/单位名称
1	China/中国	China Logistics 中国物流集团
2	USA/美国	GM 通用汽车
3	China/中国	Nokia Shanghai Bell 上海诺基亚贝尔
4	China/中国	PATEO 博泰车联网
5	Japan/日本	Honda 本田
6	Brazil/巴西	Telefonica Brasil 巴西电信
7	China/中国	Gosuncn 高新兴
8	Spain/西班牙	Telefonica 西班牙电话公司
9	USA/美国	360Zebra 斑马物联网
10	UK/英国	AstraZeneca 阿斯利康
11	Germany/德国	Auvesy
12	Australia/澳大利亚	Myriota
13	USA/美国	Rackspace
14	Japan/日本	Seiko Epson 精工爱普生
15	France/法国	Flowbird 飞鸟
16	USA/美国	Sensata 森萨塔
17	UK/英国	GSK 葛兰素史克
18	Iran/伊朗	IoT Academy
19	China/中国	FII 工业富联
20	China/中国	CIC 中国智能交通系统
21	China/中国	Dongfeng 东风汽车
22	UK/英国	CMR Surgical 希美安
23	UAE/阿联酋	Evrythng
24	Sweden/瑞典	Ericsson 爱立信
25	China/中国	Datang Telecom 大唐电信
26	France/法国	Coyote System 科约特系统
27	USA/美国	Ford 福特
28	Japan/日本	Denso 电装
29	South Korea/韩国	Nethom
30	Austria/奥地利	AVL 李斯特
31	Spain/西班牙	repsol
32	Sweden/瑞典	Hexagon 海克斯康
33	Germany/德国	Heliot Europe
34	USA/美国	Wigwag
35	Japan/日本	Canon 佳能
36	Germany/德国	HENSOLDT
37	South Korea/韩国	Handysoft
38	Japan/日本	Murata 村田
39	Saudi/沙特	aramco 沙特阿美
40	Iran/伊朗	Hooshmand Robotic Ayandeh
41	USA/美国	Microchip 微芯科技
42	Canada/加拿大	Transoft Solutions
43	Hungary/匈牙利	EPS Connect
44	China/中国	Sysware 索为系统
45	Austria/奥地利	tttech auto
46	Australia/澳大利亚	Nordic Semiconductor
47	Norway/挪威	Kongsberg Gruppen
48	France/法国	Inno Tsd
49	Iran/伊朗	Javidan Tajhiz Taban
50	Spain/西班牙	Cellnex Telecom
51	Canada/加拿大	Rogers 罗杰斯
52	Australia/澳大利亚	Telstra 澳大利亚电信
53	China/中国	Hollysys 和利时
54	China/中国	Qinchuan Iot 秦川物联网
55	France/法国	Cellectis
56	China/中国	Lierda 利尔达
57	China/中国	CSCN 中国星网
58	China/中国	DC Holdings 神州控股
59	Austria/奥地利	FerRobotics 菲洛博迪机器人
60	Germany/德国	ifm electronic 易福门电子
61	USA/美国	Ayla Networks 艾拉物联网
62	China/中国	CHERY 奇瑞汽车
63	China/中国	Horizon Robotics 地平线
64	China/中国	Hanwei 汉威科技
65	UK/英国	Pick Protection
66	France/法国	ADAXIS 阿达克西斯
67	USA/美国	Vicarious
68	Germany/德国	Eq-3
69	UAE/阿联酋	Dubai Technologies 迪拜科技
70	China/中国	Unitech Electronics 精联电子
71	China/中国	China Unicom Digital Technology 联通数科
72	USA/美国	Accenture 埃森哲
73	Norway/挪威	Klaveness Digital
74	UK/英国	Graphcore
75	Ireland/爱尔兰	Cubic Telecom
76	China/中国	Wangsu 网宿
77	Germany/德国	Festo 费斯托
78	Israel/以色列	Seebo
79	China/中国	CHINT Group 正泰集团
80	Russia/俄罗斯	Vega-Absolut
81	China/中国	Newland 新大陆
82	France/法国	Nimbits
83	Russia/俄罗斯	Sputnix
84	Poland/波兰	Kontakt.io
85	Spain/西班牙	Thethings.io
86	Russia/俄罗斯	WAVIoT
87	Canada/加拿大	kongsberg geospatial
88	South Korea/韩国	Logifocus
89	China/中国	Baichuan AI 百川智能
90	China/中国	XCMG 徐工集团
91	Russia/俄罗斯	thingenix
92	USA/美国	Mydevices
93	Philippines/菲律宾	IoT Philippines
94	Belarus/白俄罗斯	Integral
95	China/中国	Flymodem 飞猫智联
96	Finland/芬兰	Wirepas
97	Canada/加拿大	TeraXion
98	UAE/阿联酋	Aramex 阿拉美
99	China/中国	UISEE 驭势科技
100	UK/英国	Concirrus

IOT ACADEMY INTRODUCTION

2023 World IoT Top 500 Summit



During the Multilateral Cooperation Forum at the 2023 World Internet of Things Convention (WIOTC), Dr. Farzad Ebrahimi, CEO, and founder of IoT Academy, delivered a thought-provoking speech on the interconnected economy. Dr. Ebrahimi highlighted the critical role played by countries and companies in shaping the market pattern of the digital economy and emphasized the main direction of the investment for multilateral cooperation. His insights shed light on the evolving landscape of the global economy and provided valuable guidance for policymakers and business leaders alike.

IOT ACADEMY INTRODUCTION

World IoT Top 500 Summit 2019-2023

2019

2020

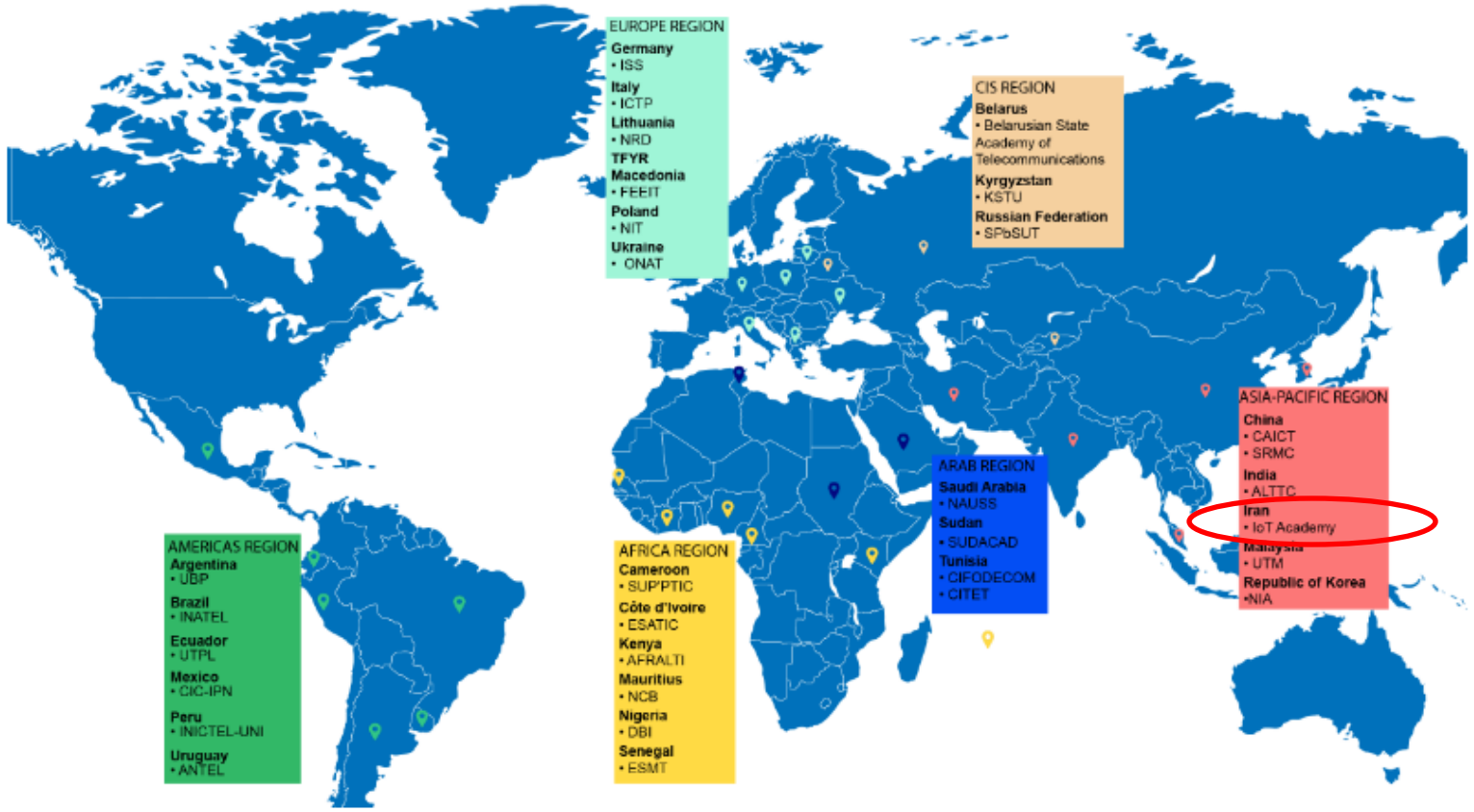
2021

2022

2023

IOT ACADEMY INTRODUCTION

IoT Academy is ITU IoT Center of Excellence in Asia-Pacific for 2019-2022



Ref: https://academy.itu.int/itu-d/projects-activities/centres-excellence/coe-cycles/coe-cycle-2019-2022

ARCTIC OCEAN
ARCTIC OCEAN
NORTH PACIFIC OCEAN
NORTH ATLANTIC OCEAN
NORTH PACIFIC OCEAN
SOUTH PACIFIC OCEAN
SOUTH ATLANTIC OCEAN
INDIAN OCEAN
SOUTH PACIFIC OCEAN
SOUTHERN OCEAN
IoT Academy
IoT Academy
Asia & Pacific Region
Iran
Leaflet | Produced by United Nations Geospatial

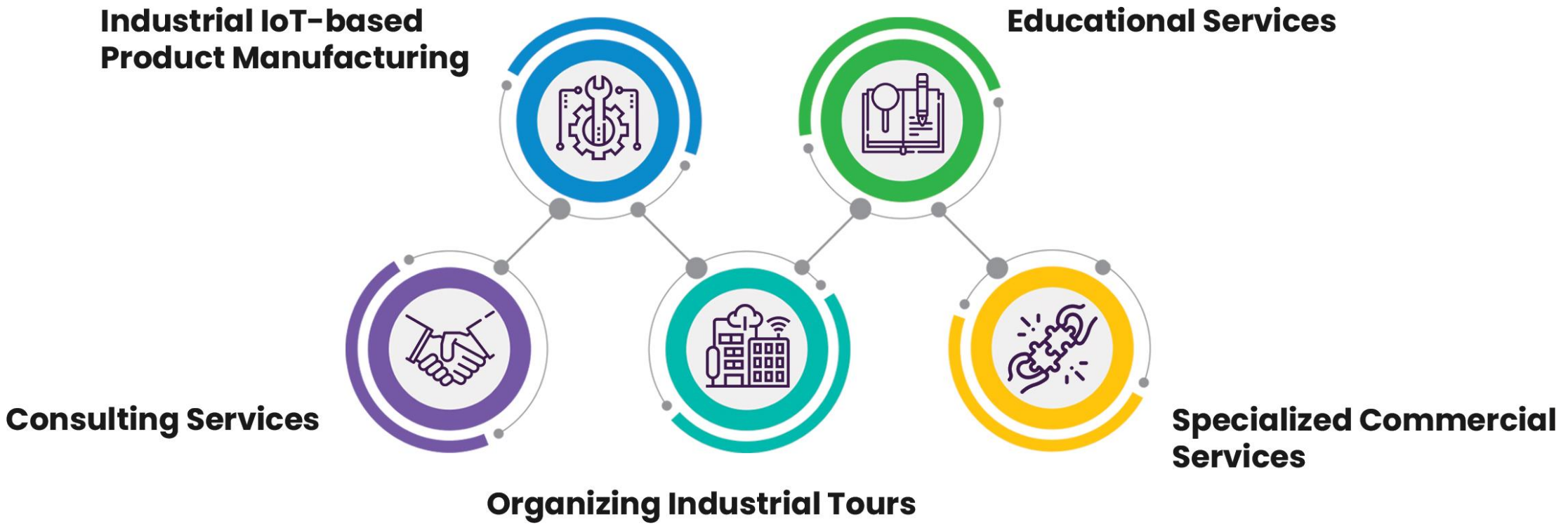
IOT ACADEMY INTRODUCTION

Chairman of The corresponding ISO/IEC JTC1 SC41

(Internet of Things and Related Technologies Standards) in Iran

IoT Academy Activities and Services

IoT Academy Activities and Services



IoT Academy Activities and Services

1. Increasing Citizen Awareness

Raise Awareness of Citizens for the use of Internet of Things (IoT) & Smart City Products and Services through content creation and holding events.

2. Empowering HR, Organizations and Industries

Hold IoT & Smart City Courses and Workshops with the approach for Empowering:

- Participants to promote a job position or enter the job market.
- Organizations and Industries to enter the IoT Market.

IoT Academy Activities and Services

National Training & Cooperation

- Holding more than **390** events in the field of IoT and Related Technologies
- IoT Academy has trained **8500+** individuals.
- Year 2019: **32** Course Titles
- For 2024: **100+** Course Titles

IoT Academy Activities and Services

Organizational Events

+200 Events

IoT Academy Activities and Services

Conversational meetings

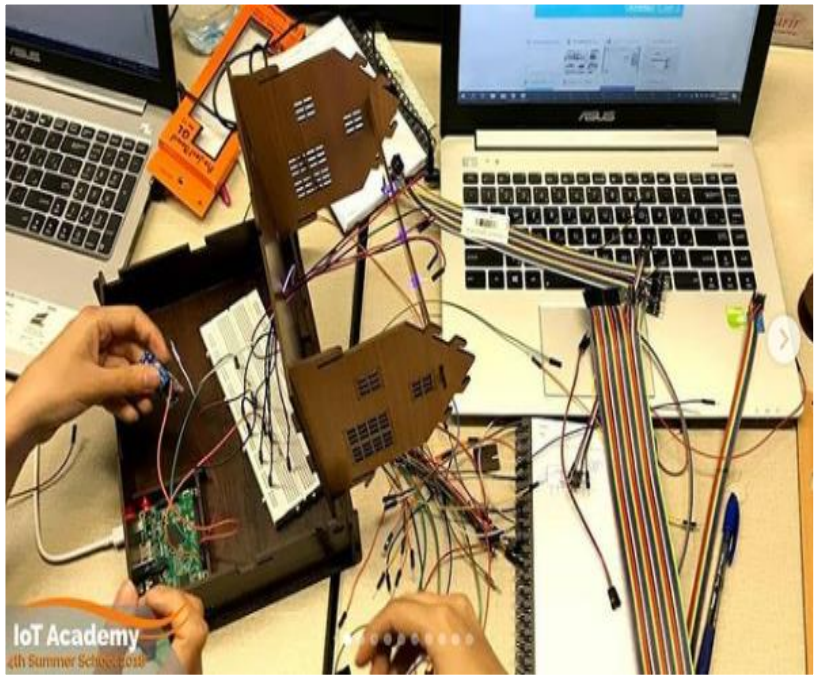
IOTogether

+30 Gatherings

IoT Academy Activities and Services

Workshops

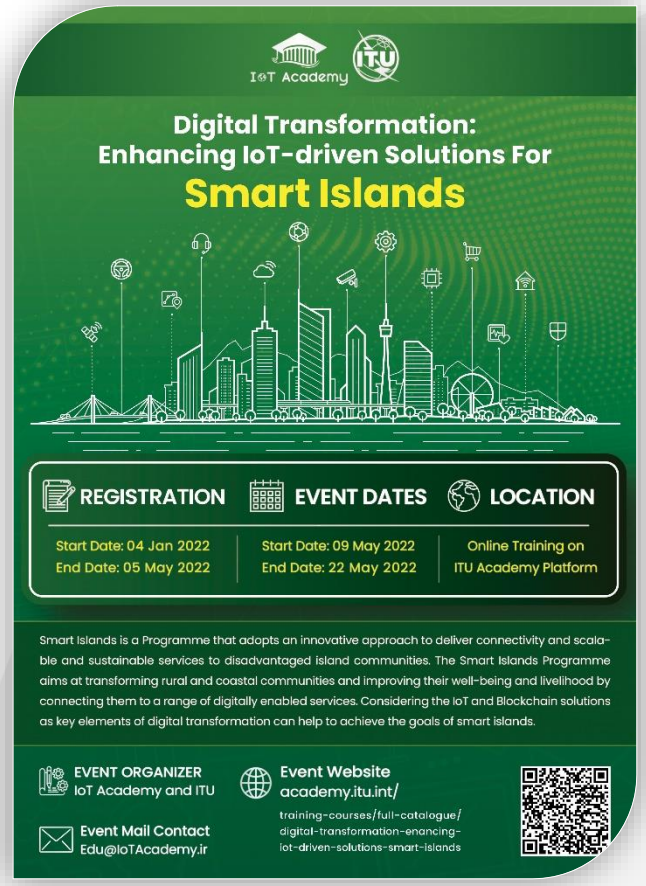
+120 Workshops

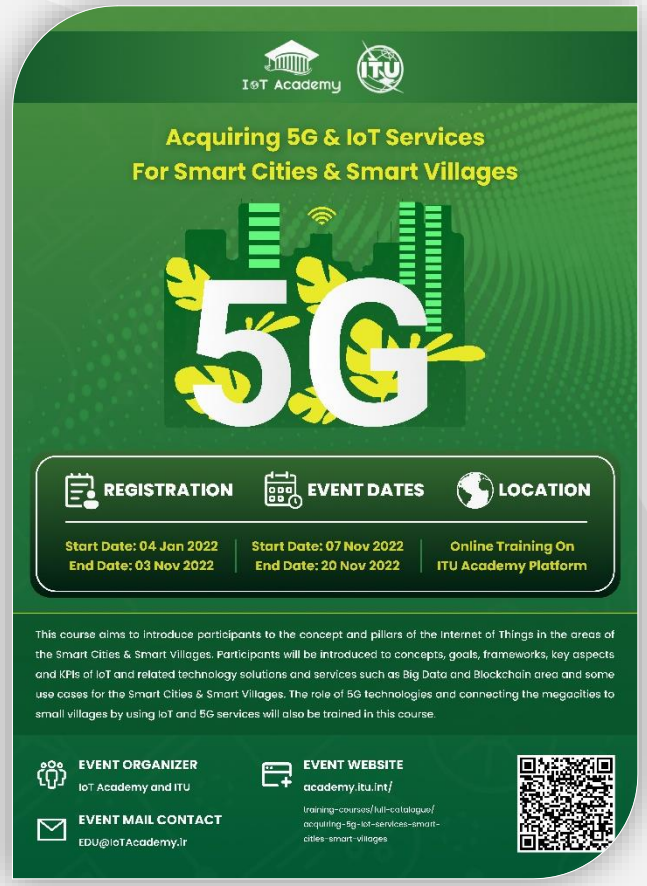


IoT Academy Activities and Services

International Training & Cooperation

ITU Asia-Pacific Centre of Excellence Training Courses 2022

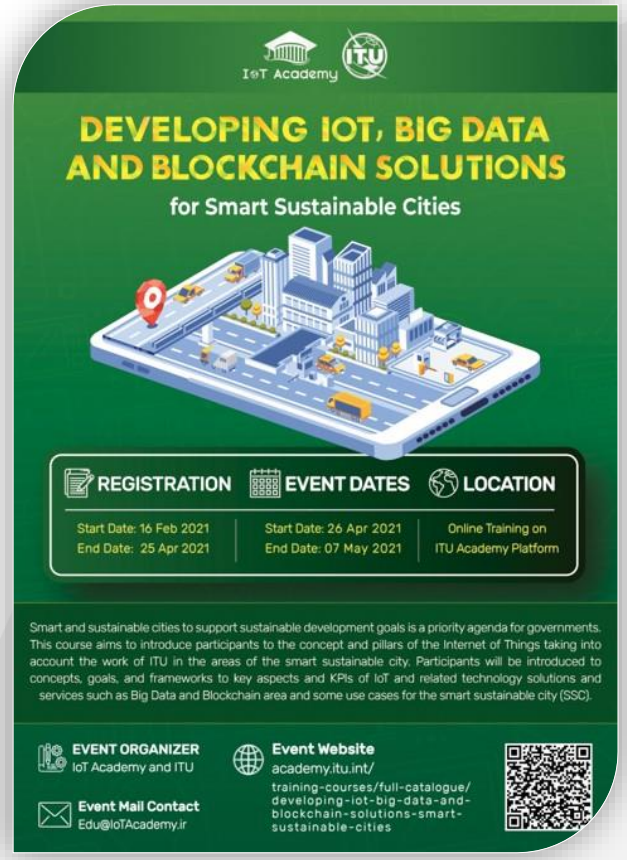


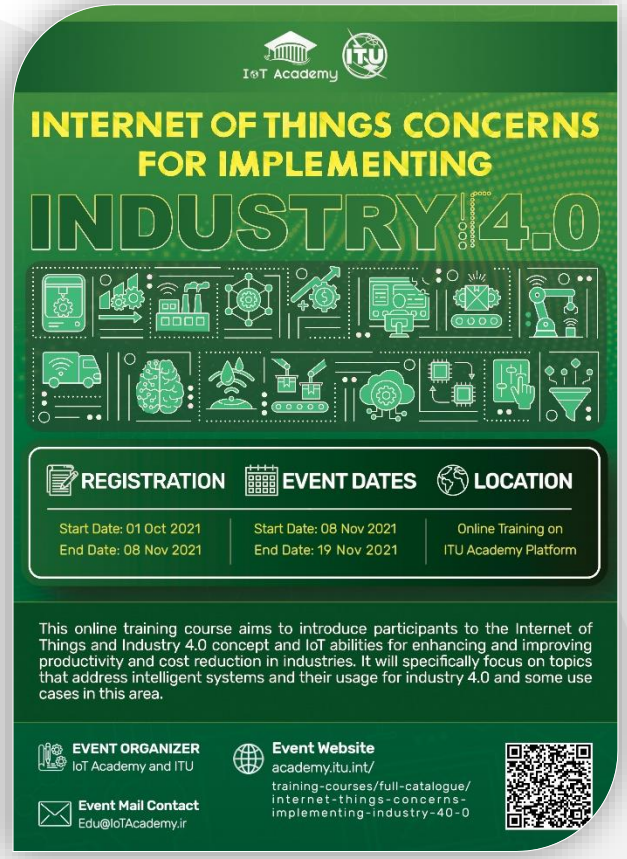


IoT Academy Activities and Services

International Training & Cooperation

ITU Asia-Pacific Centre of Excellence Training Courses 2021

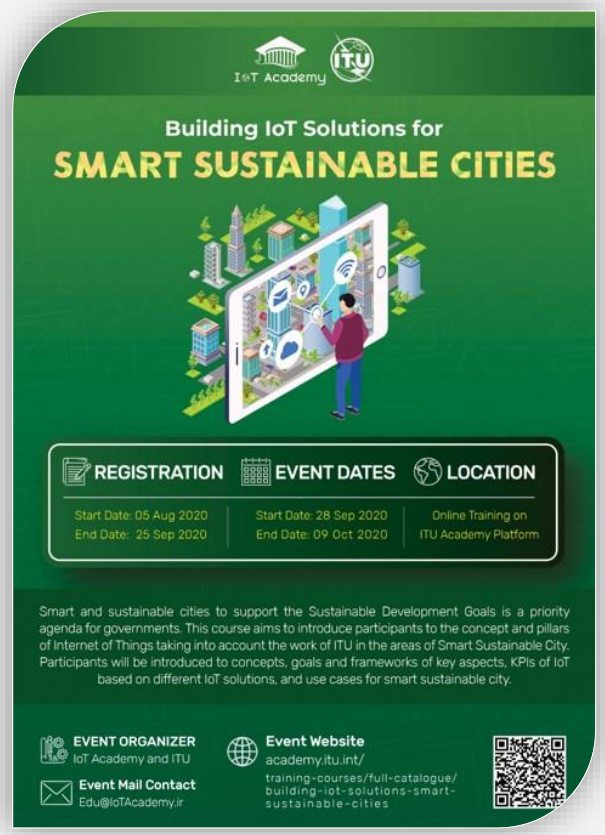




IoT Academy Activities and Services

International Training & Cooperation

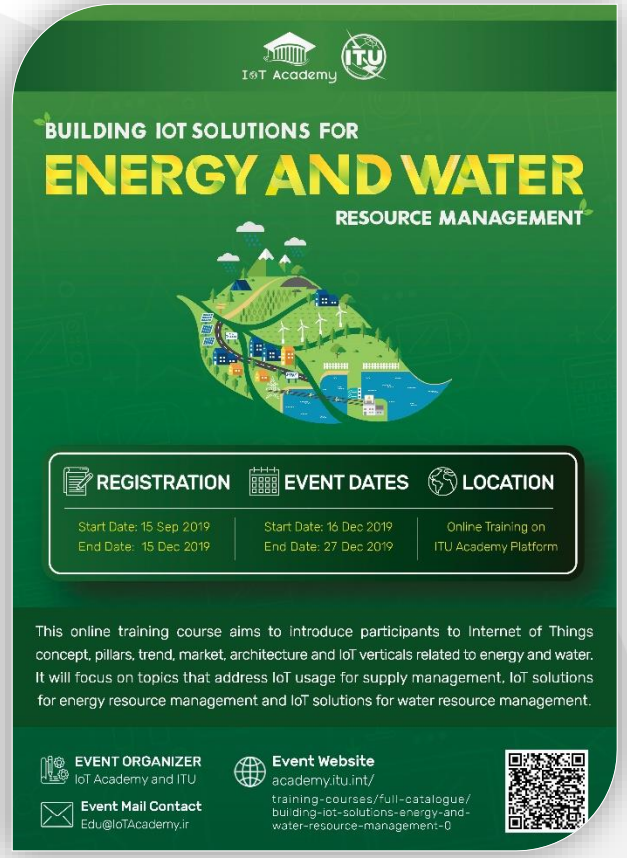
ITU Asia-Pacific Centre of Excellence Training Courses 2020



IoT Academy Activities and Services

International Training & Cooperation

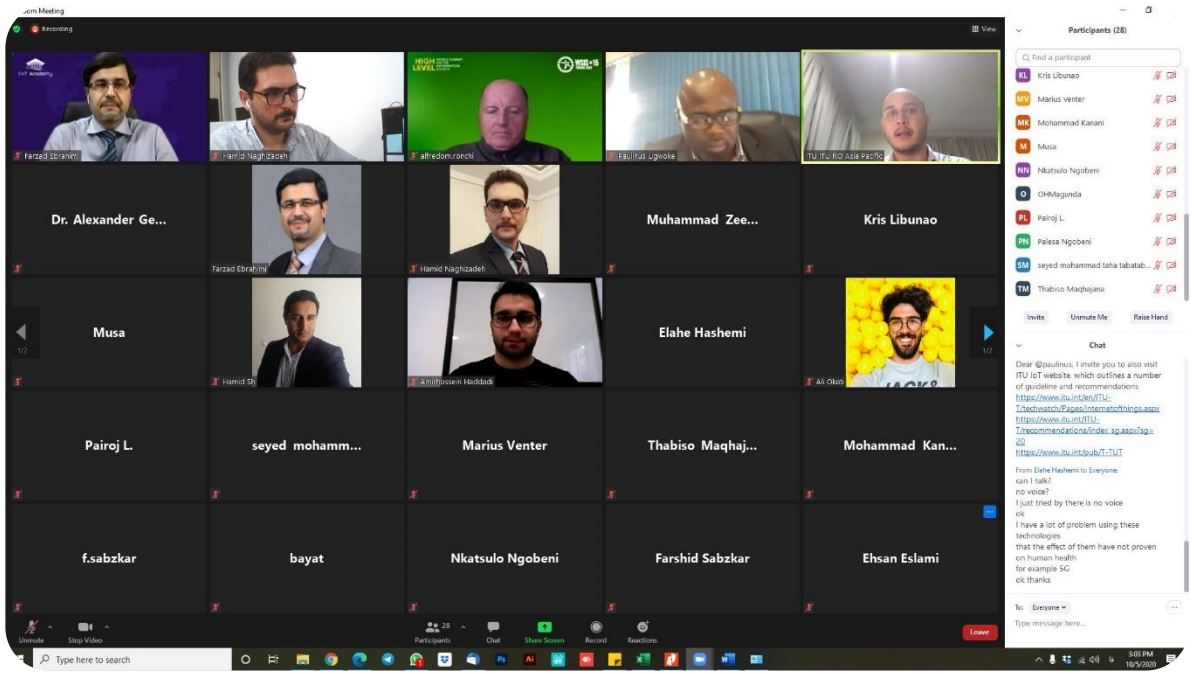
ITU Asia-Pacific Centre of Excellence Training Courses 2019

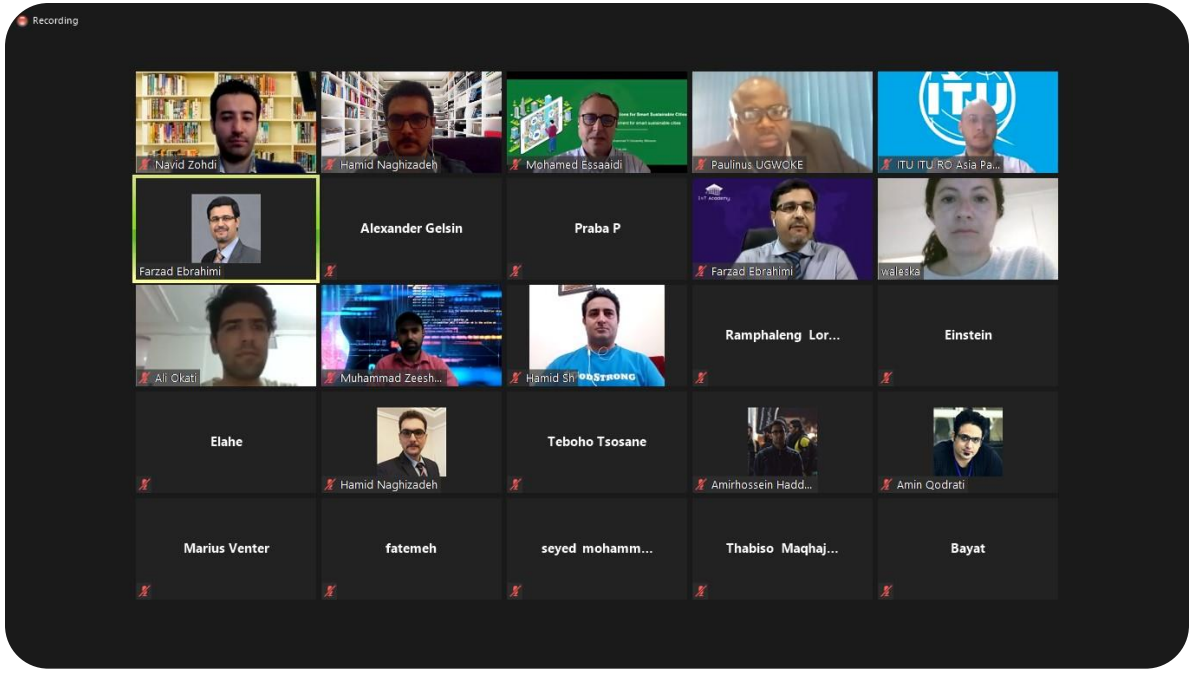


IoT Academy Activities and Services

International Training & Cooperation

ITU Asia-Pacific Centre of Excellence Training Courses atmosphere

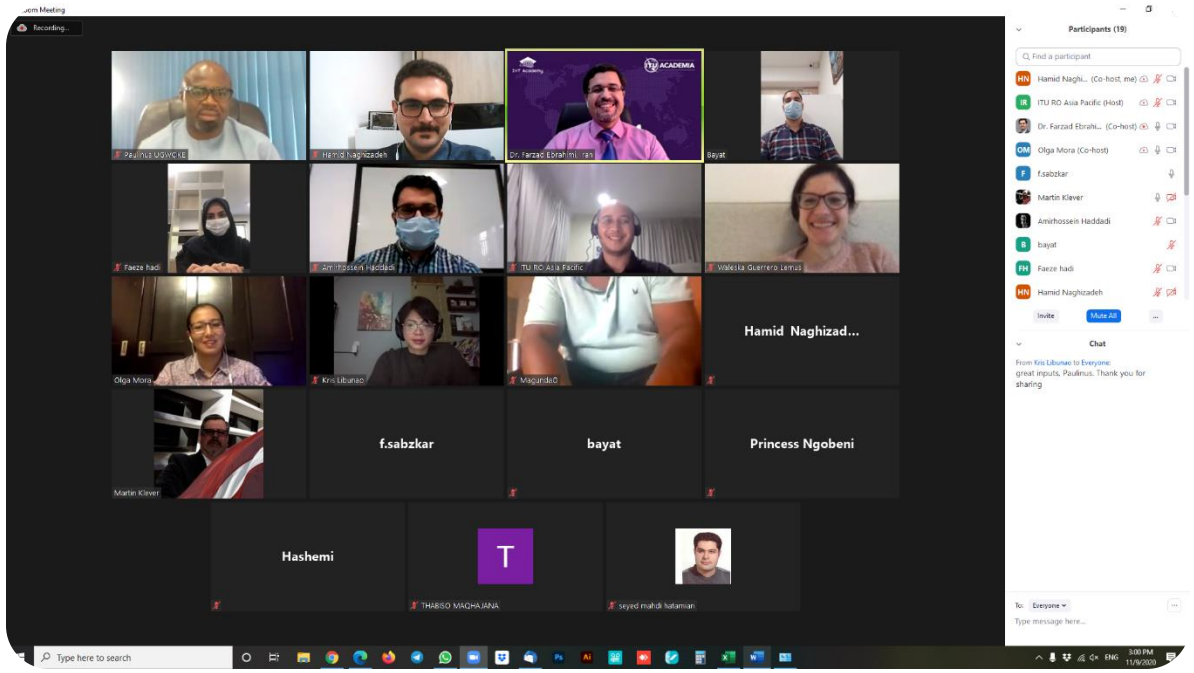


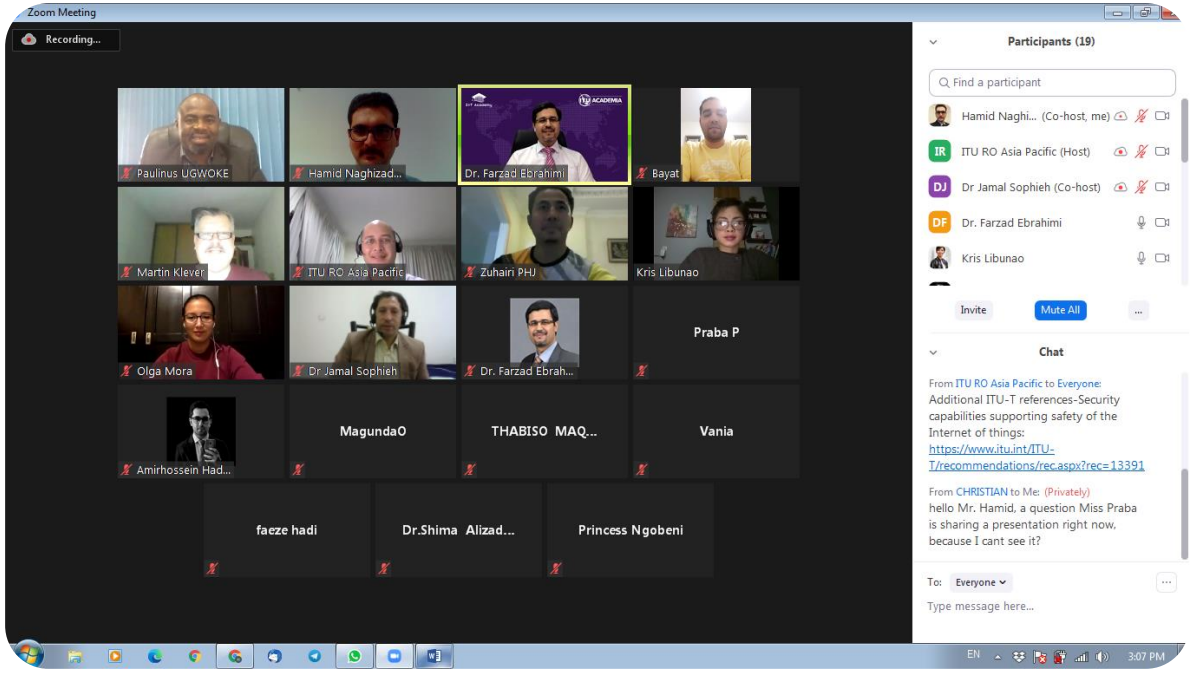


IoT Academy Activities and Services

International Training & Cooperation

ITU Asia-Pacific Centre of Excellence Training Courses atmosphere

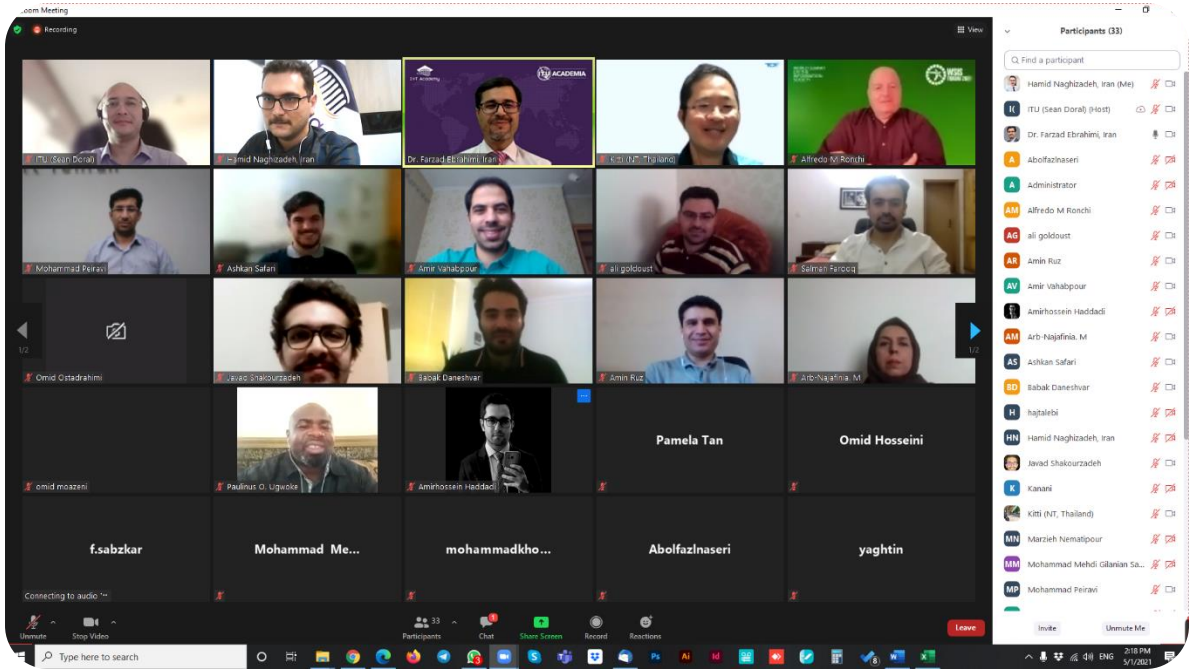


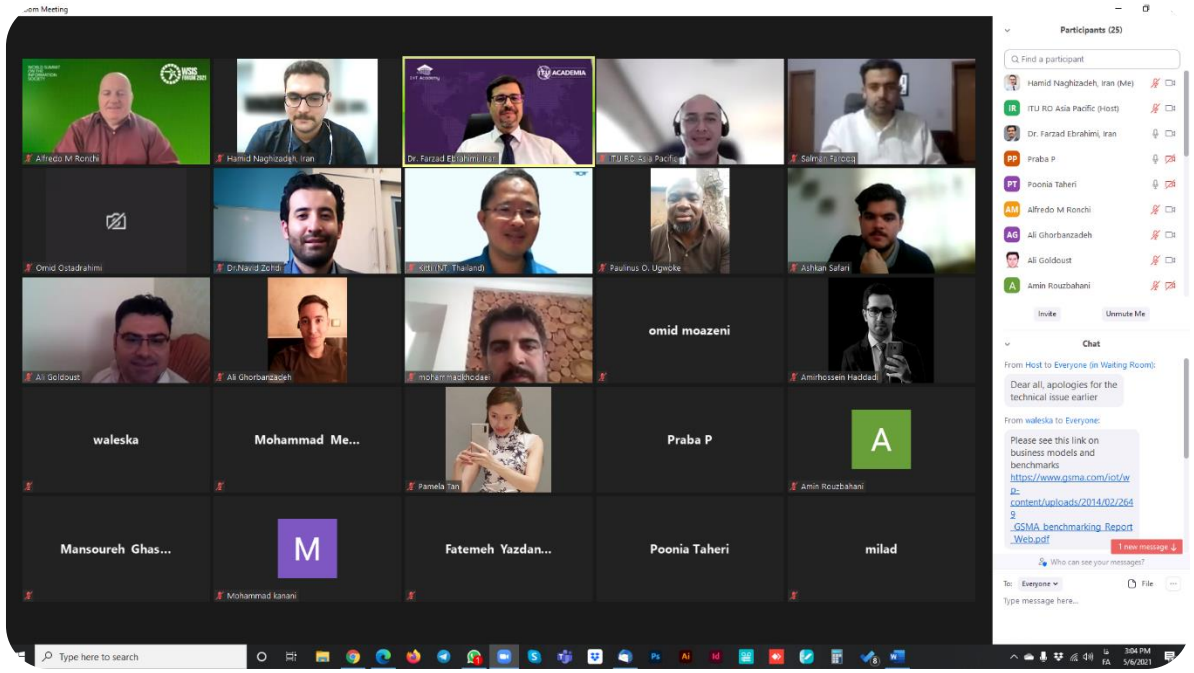


IoT Academy Activities and Services

International Training & Cooperation

ITU Asia-Pacific Centre of Excellence Training Courses atmosphere





IoT Academy Activities and Services

International Training & Cooperation

International Training Courses and Events in MENA

- **2019** Entering the Internet of Things World
- **2019** Internet of Things and Digital Transformation
- **2019** Building IoT Solutions for Smart Water Management

IoT Academy Activities and Services

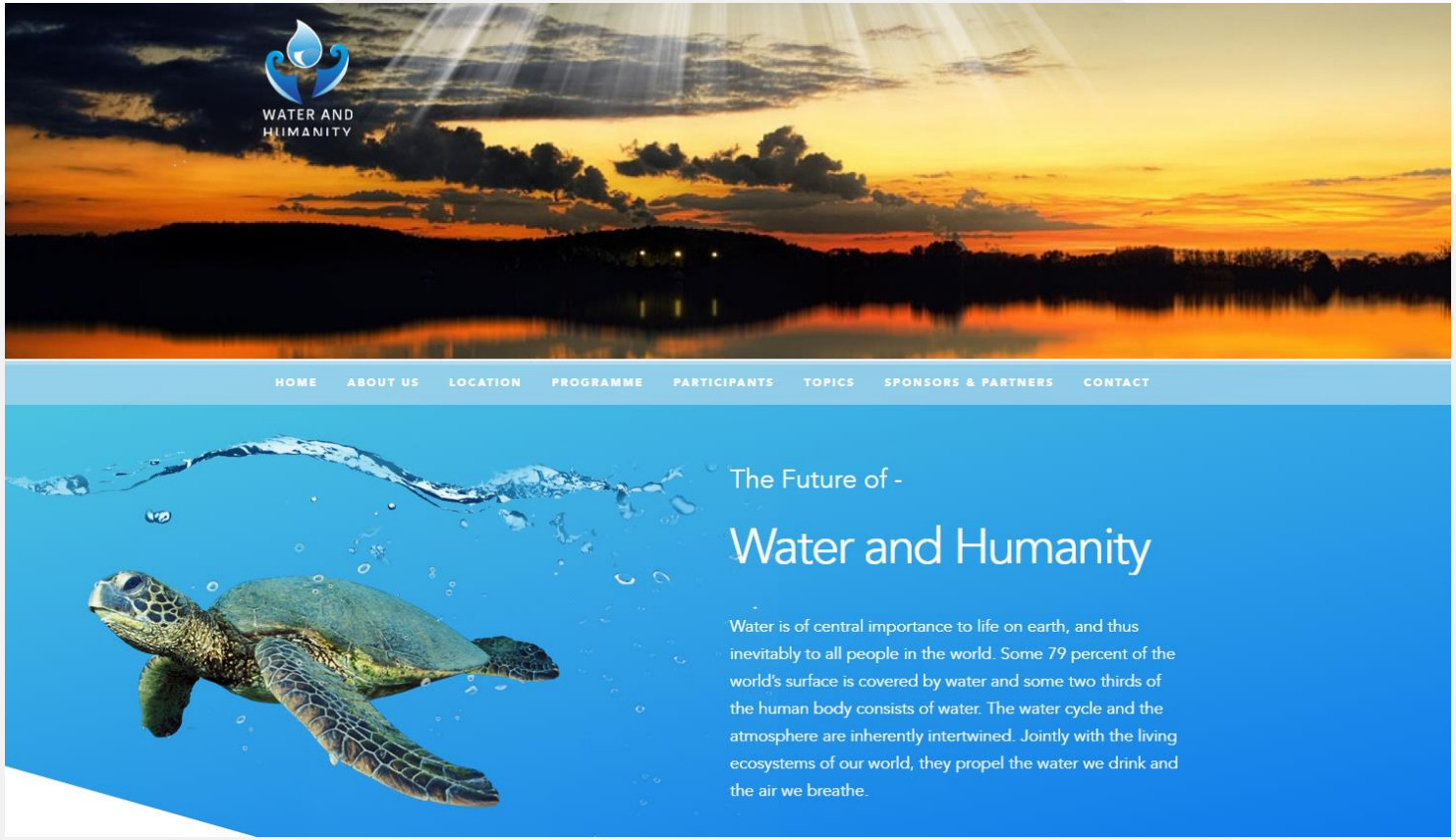
International Training & Cooperation

International Training Courses and Events in MENA

IoT Academy Activities and Services

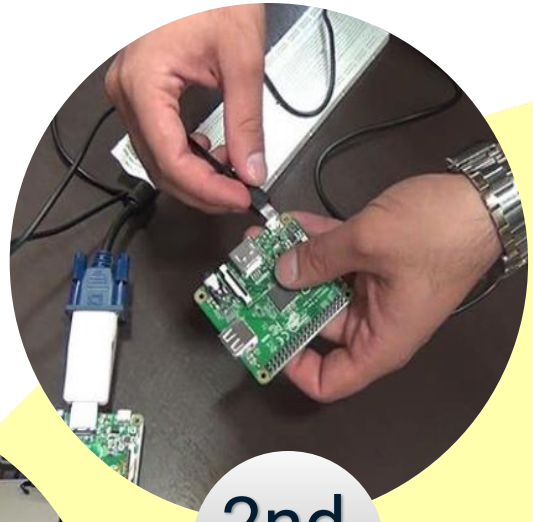
International Training & Cooperation

International Training Courses and Events in MENA



IoT Academy Activities and Services

1st
2015



2nd
2016

3rd
2017

4th
2018

5th
2019

IoT Academy Internet of Things Summer Schools
(Based on Seminars, Labs and MVP Creation)

IoT Academy 5th IoT Summer School, 10-19 Aug 2019

Energy Resource Management in Peak Power Consumption with Internet of Things

IoT Academy 5th IoT Summer School, 10-19 Aug 2019

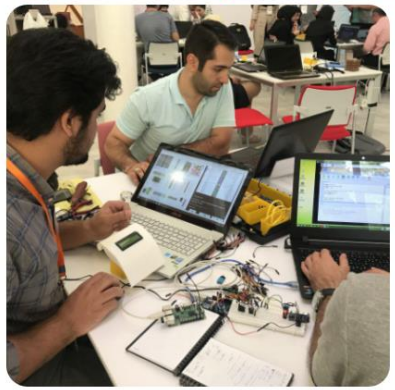
Energy Resource Management in Peak Power Consumption with Internet of Things

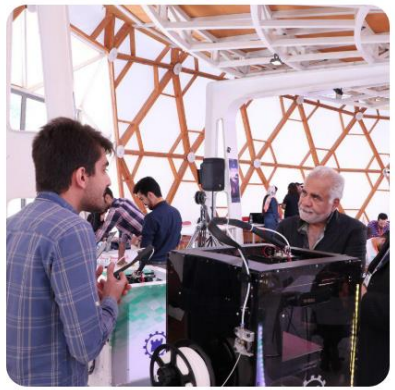
IoT Academy 5th IoT Summer School, 10-19 Aug 2019

Energy Resource Management in Peak Power Consumption with Internet of Things

IoT Academy 5th IoT Summer School, 10-19 Aug 2019

Energy Resource Management in Peak Power Consumption with Internet of Things





IoT Academy 5th IoT Summer School, 10-19 Aug 2019

Energy Resource Management in Peak Power Consumption with Internet of Things

Scan the following QR to review the IoT Academy's Summer School Atmosphere

3. IoT & Smart City Consulting Services

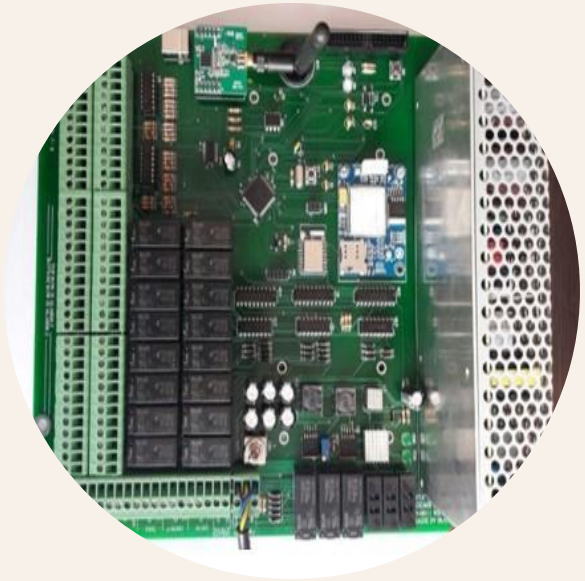
Providing Consulting Services to Industries, Organizations, Companies and Universities in the field of IoT & Smart City.

4. IoT & Smart City lab

Design, Equipping and Setting up Specialized IoT & Smart City Laboratories for Rapid Prototyping and MVP Services

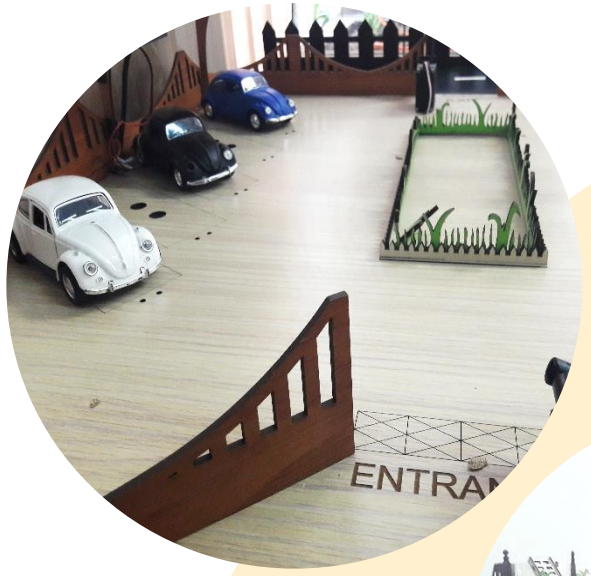
5. Research and Development

R&D in the field of IoT & Smart City; includes Embedded Systems, Networks, IoT Platforms and Products & Services.



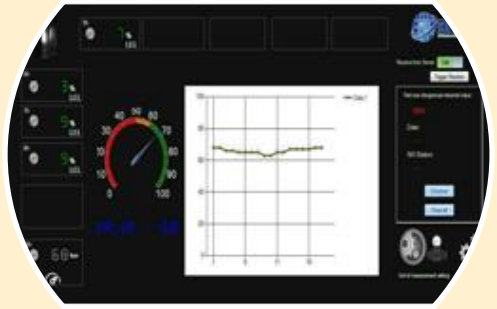
6. Collaboration with Business Accelerators

Training & Mentoring of
Pilot Projects and Startup Activities in
IoT Verticals and Smart City.



7. Design and Implementation of Industrial IoT Projects

Design and Implementation of Industrial IoT Projects in IoT Verticals and Smart City like: Oil & Gas, Smart Agriculture, Smart Building and …



Conclusion: IoT Academy …

has been held 5 IoT Summer Schools.

has been trained more than 8500 individuals in the field of IoT.

designed and implemented more than 390 Seminars, Workshops and Events.

Is one of the 166 members of the ITU ACADEMIA around the World.

Is International Telecommunication Union (ITU) IoT Center of Excellence in Asia-Pacific (2019-2022)

has been providing consulting services for more than 50 Organizations, Companies and Industries.

has started empowering 100,000 individuals to improve their digital skills under the ITU Partner2Connect Digital Coalition alliance.

IoT Academy is looking for …

Schools & Universities that aim to empower their students with the skills they need on IoT & smart City.

Graduate students who want to enter the job market and need to increase their skills in the field of IoT & smart City.

Organizations, Companies and Industries and their Employees that work on IoT & Smart City or want to work and need to become more empower.

Ministries, Government Agencies, NGOs, Municipalities and Institutions whose concern is increasing Citizen Awareness on IoT & Smart City.

IoT Academy Objective is: Empowering Human Resources, Organizations & Industries and Increasing Citizen Awareness in the field of IoT, IIoT and Smart City.

IOT ACADEMY CERTIFICATES

IoT Academy Certificates

The Secretary-General

Geneva, 13 June 2018

Dr Farzad Ebrahimi
Chairman
IoT Academy
16th Street, North Karegar St.
Tehran University of Science and
Technology Park
TEHRAN
Islamic Republic of Iran

Dear Dr Ebrahimi,

It is my great pleasure to officially welcome IoT Academy to the ITU family as an Academia participant in the work of all three ITU Sectors: Radiocommunication, Telecommunication Standardization and Telecommunication Development.

As the United Nations specialized agency for information and communication technology, ITU brings together 193 Member States and more than 700 Sector Members and Associates from industry, NGOs, international and regional organizations, as well as some 150 academic institutions. In doing so, ITU provides a unique, trusted and global multi-stakeholder platform for partners from the public and private sectors to address major ICT issues.

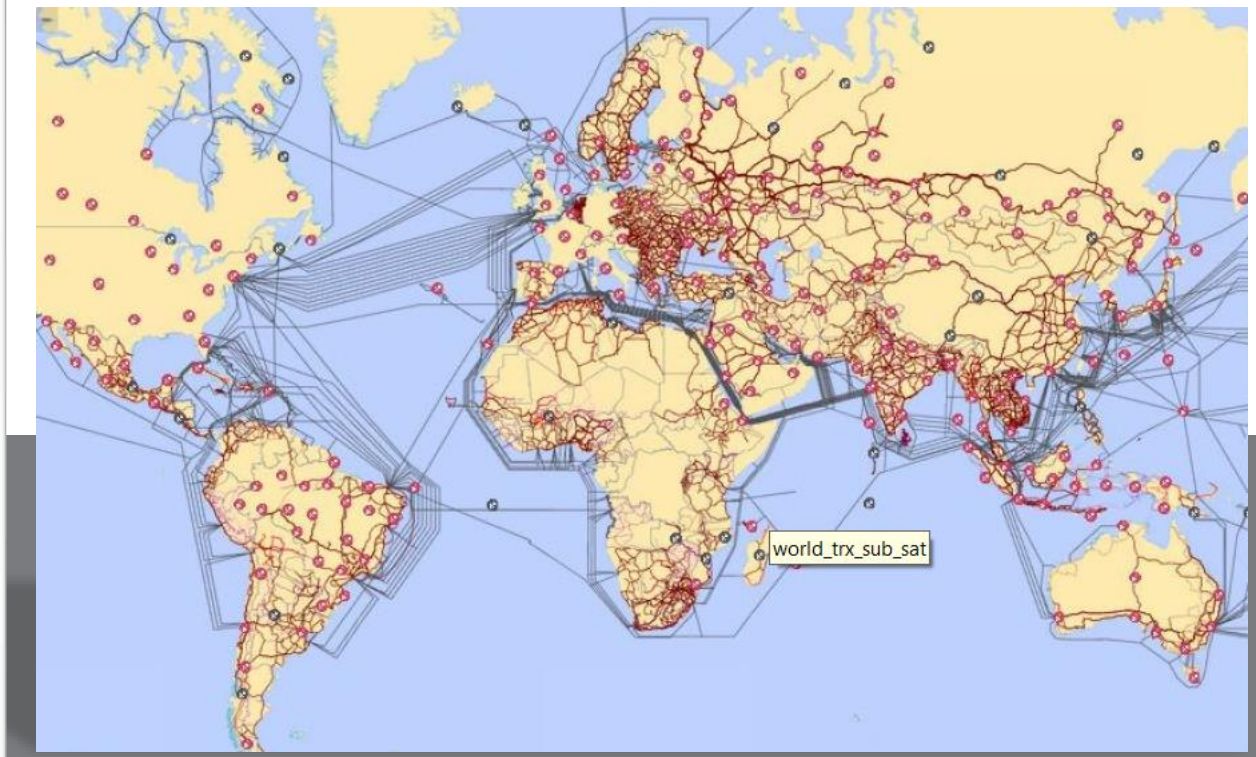
Our Membership and Partner Relations Division (academia@itu.int) will contact your team to provide additional details regarding opportunities for your institution's participation.

I am certain that you will find great value in being part of ITU, and I look forward to a long and prosperous relationship.

Yours sincerely,

Houlin Zhao

International Telecommunication Union • Place des Nations, CH-1211 Geneva 20, Switzerland
Tel: +41 22 730 5111 • Fax: +41 22 733 7256 •
E-mail: itumail@itu.int • www.itu.int •



Ref: https://www.itu.int/online/mm/scripts/gensel11?_memb=U

IoT Academy Certificates

Iranian Profound Searchers (IPS)
(Protection and Safety Equipment and Services)
KAVOSH شرکت کاوشگران ژرفای ایرانیان(مسئولیت محدود)

تاریخ : ۹۹/۰۶/ ۱۰
شماره: ۹۹۲۰ -K-۳۰۶۹
پیوست : ندارد

جناب آقای دکتر فرزاد ابراهیمی

مدیرعامل محترم شرکت دانش‌مان اینترنت اشیاء

موضوع: گواهی تایید صلاحیت محصولات تولیدی

با سلام،

احتراماً، بدینوسیله به اطلاع میرساند در چارچوب همکاریهای مشترک با آن شرکت محترم ، ضمن اعلام رضایت فنی و تخصصی از طراحی، ساخت و عملکرد کنترل پنل‌های آشکارساز گاز (آنالایزر) برای شناسایی گازهای H_2S ،CH_4 ،CO و CO_2 مدلهای ABI 400، ABI 800 و ABI 1200 بعد از حدود دو سال کار در پروژه‌های حفاری مناطق جنوب کشور، توفیقات روزافزون آن مدیریت و مجموعه را خواستاریم.

امید است که در راستای بومی‌سازی محصولات بعدی حوزه نفت و گاز نیز موفق و سربلند باشید.

حسن شریفی
مدیر عامل و نائب رئیس هیئت مدیره

• No. 2, Ground Floor, Block 8, Phase 2, Ekbatan Town, Tehran, Iran
• Tel : +98 21 44650566-44630030
• Fax: +98 21 44650570
• www.ips-oil.com • info@ips-oil.com
• تهران ، شهرک اکباتان ، فاز ۲ ، بلوک ۸ ، شماره ۲-۸
• تلفن : ۴۴۶۵۰۵۶۶ ۲۱ ۹۸+ - ۴۴۶۳۰۰۳۰ ۲۱ ۹۸+
• فکس : ۴۴۶۵۰۵۷۰(۰۲۱)

IoT Academy Certificates

سازمان نظام صنفی رایانه‌ای استان تهران

مجوز فعالیت

سازمان نظام صنفی رایانه‌ای کشور
استان تهران

شماره: ۳۴۲۲/ص ت ۱۴۰۰
تاریخ عضویت اولیه: ۱۳۹۶/۰۳/۲۱
تاریخ انقضای عضویت: ۱۴۰۱/۰۳/۲۱

بدینوسیله به شرکت دانش مان اینترنت اشیاء (سهامی خاص) به مدیریت آقای/خانم فرزاد ابراهیمی و شناسه ملی ۱۴۰۰۶۵۸۳۵۴۱ با شماره نظام صنفی رایانه‌ای ۲۱۰۱۲۸۱۶ اجازه داده می‌شود که طبق قانون حمایت از پدیدآورندگان نرم‌افزارهای رایانه‌ای مصوب ۱۳۷۹/۱۰/۴ مجلس شورای اسلامی و آیین‌نامه اجرایی شماره ۲۱۱۸۵/ت۲۶۰۸۹هـ مورخ ۱۳۸۳/۰۴/۲۴ مصوب دولت جمهوری اسلامی تحت پوشش نظام صنفی رایانه‌ای استان تهران در زمینه فناوری اطلاعات و ارتباطات در نشانی

تهران، خیابان کارگر شمالی، خیابان ۱۶(فرشی مقدم)، پارک علم و فناوری دانشگاه تهران، ساختمان شماره ۱، واحد ۱۲۷

به فعالیت بپردازد .

صحت این مجوز در سایت tehran.irannsr.org قابل مشاهده است.

علیرضا کشاورز جمشیدیان
دبیر سازمان

حسین اسلامی
رئیس هیات مدیره

IoT Academy Certificates

IoT Academy Certificates

تاریخ صدور: ۱۳۹۸/۰۱/۰۱
شماره عضویت: ۱۴۸

RPICS

سندیکای شرکت‌های شناسایی و مکان‌یابی رادیویی
با مجوز اتاق بازرگانی، صنایع، معادن و کشاورزی ایران
شماره ثبت: ۲۸۰

اتاق بازرگانی صنایع معادن و کشاورزی ایران

گواهی عضویت

با استناد به اساس‌نامه سندیکا، گواهی می‌شود **شرکت دانش‌مان اینترنت اشیاء** با نمایندگی **آقای دکتر فرزاد ابراهیمی** با سمت مدیر عامل به عنوان عضو رسمی سندیکای شرکت‌های شناسایی و مکان‌یابی رادیویی پذیرفته شده و از کلیه حقوق و مزایای مربوطه برخوردار می‌باشد. این شرکت در یک یا چند مورد از حوزه فعالیت‌های پیش‌بینی شده در اساسنامه سندیکا که به شرح ذیل می باشد فعالیت دارد به صورتی که منجر به راه حل یا محصول/سامانه قابل ارایه به بازار باشد.

حوزه های مورد نظر عبارتند از: اینترنت اشیا (Internet of Things: IoT)، رادیو شناسه (RFID)، سامانه های ارتباطات اشیا (Machine to Machine Systems: M2M)، کارت هوشمند (Smart Card)، پرداخت الکترونیک (Electronic Payment)، سامانه های موقعیت یاب جهانی (Global Navigation Satellite Systems:GNSS, GPS, BeiDou, Glonass, Galileo)، سامانه های حمل و نقل هوشمند (Intelligent Transport(ation) Systems:ITS)، سامانه های مکان محور (Location Based Systems: LBS)، سامانه های مدیریت ناوگان (Fleet Management Systems: FMS)، مکان یابی خودرو (Automatic Vehicle Location: AVL)، مسیر یابی (Navigation)، ردیابی (Tracking)، شهر هوشمند (Smart City) و زندگی هوشمند (Smart Life)، سامانه های اطلاعات جغرافیایی (Geospatial Information Systems: GIS)، سنجش از دور (Remote Sensing: RS).

این گواهی از تاریخ صدور تا پایان سال ۱۳۹۸ اعتبار دارد.

دبیر سندیکا
سحر بنکدارپور

سندیکای شرکت‌های شناسایی و مکان یابی رادیویی
RPICS

رییس هیات‌مدیره
افشین کلاهی

IOT ACADEMY INTERNATIONAL COOPERATION

IoT Academy International Cooperation's

IoT Academy Carl Duisberg

MEMORANDUM OF UNDERSTANDING

between

IOT Academy

and

Carl Duisberg Centren gGmbH

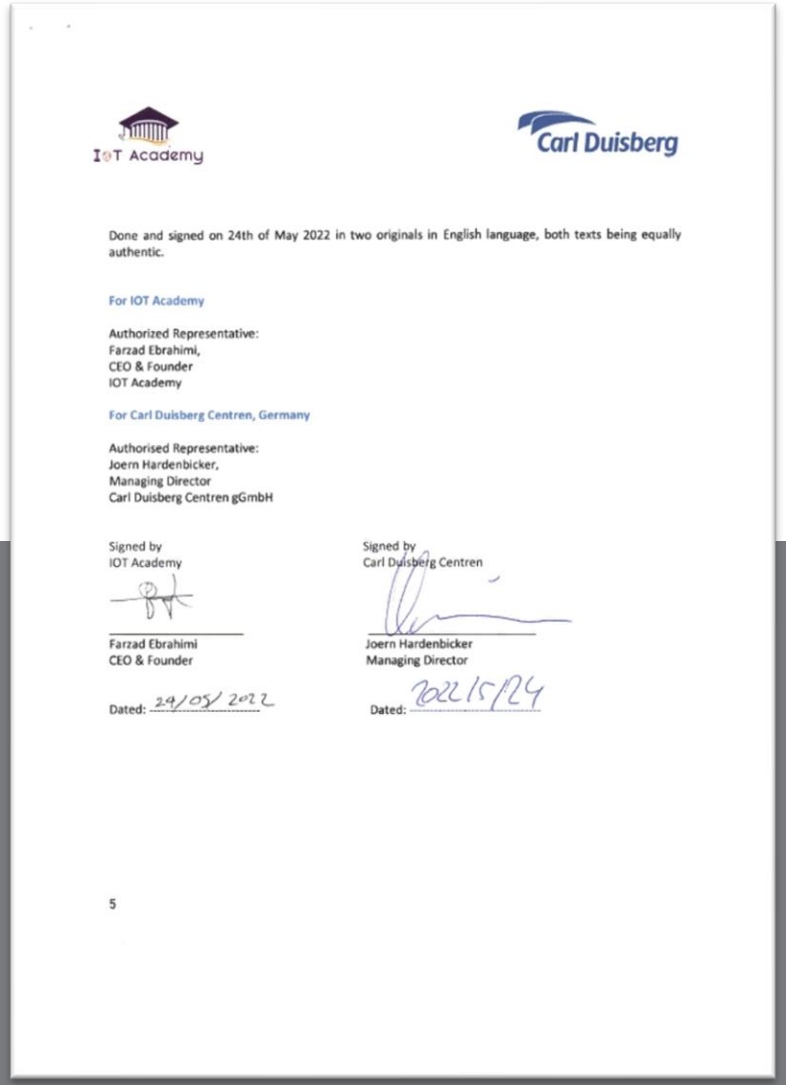
1. Parties

This Memorandum of Understanding (hereinafter referred to as "MoU") is made and entered into by **IoT Academy (IOTA)**, a company incorporated under the laws of the Islamic Republic of Iran, duly represented by Mr. Farzad Ebrahimi as CEO and Founder and registered under the number 805978 in Islamic Republic of Iran, having its registered office at Bldg. No.1 Tehran University Science & Technology Park, 16th St, North Karegar St., Tehran, Iran. Postal code: 1439813231, hereinafter referred to as "**Party A**". Party A, established and registered in 2017, is a leading Academy in the field of Internet of Things (IoT), Industrial IoT, Industry 4.0, Industry 5.0, Digital Transformation and Smart City services and training. Party A is an internationally well-known company, an International Telecommunication Union (ITU) Academia member and ITU Center of Excellence in priority area of Internet of Things in Asia-Pacific.

AND

Carl Duisberg Centren gGmbH (CDC) is a leading international training service provider, offering professional training programs and management trainings, high-quality language courses, intercultural training, valuable experiences abroad and industry-specific professional training. Carl Duisberg Centren offers programs aimed at people of all ages and career stages, e.g. students venturing out into the world for the first time, working professionals seeking to improve their career perspective or companies on the road to global success. CDC is headquartered at Hansaring 49-51, 50670 Cologne and is represented by its Managing Director Mr. Jörn Hardenbicker. Hereinafter referred to as "**Party B**".

1



IoT Academy Carl Duisberg

Done and signed on 24th of May 2022 in two originals in English language, both texts being equally authentic.

For IOT Academy

Authorized Representative:
Farzad Ebrahimi,
CEO & Founder
IOT Academy

For Carl Duisberg Centren, Germany

Authorised Representative:
Joern Hardenbicker,
Managing Director
Carl Duisberg Centren gGmbH

Signed by
IOT Academy

Farzad Ebrahimi
CEO & Founder

Dated: 24/05/2022

Signed by
Carl Duisberg Centren

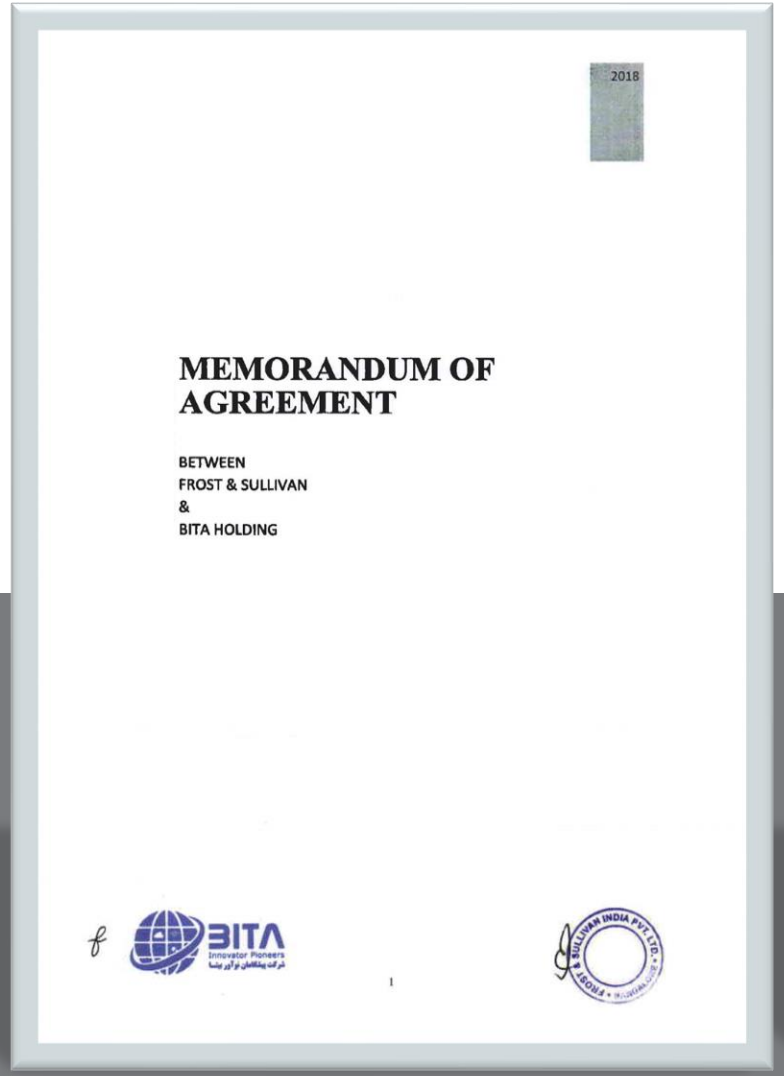
Joern Hardenbicker
Managing Director

Dated: 2022/5/24

5

IoT Academy International Cooperation's

IoT Academy International Cooperation's



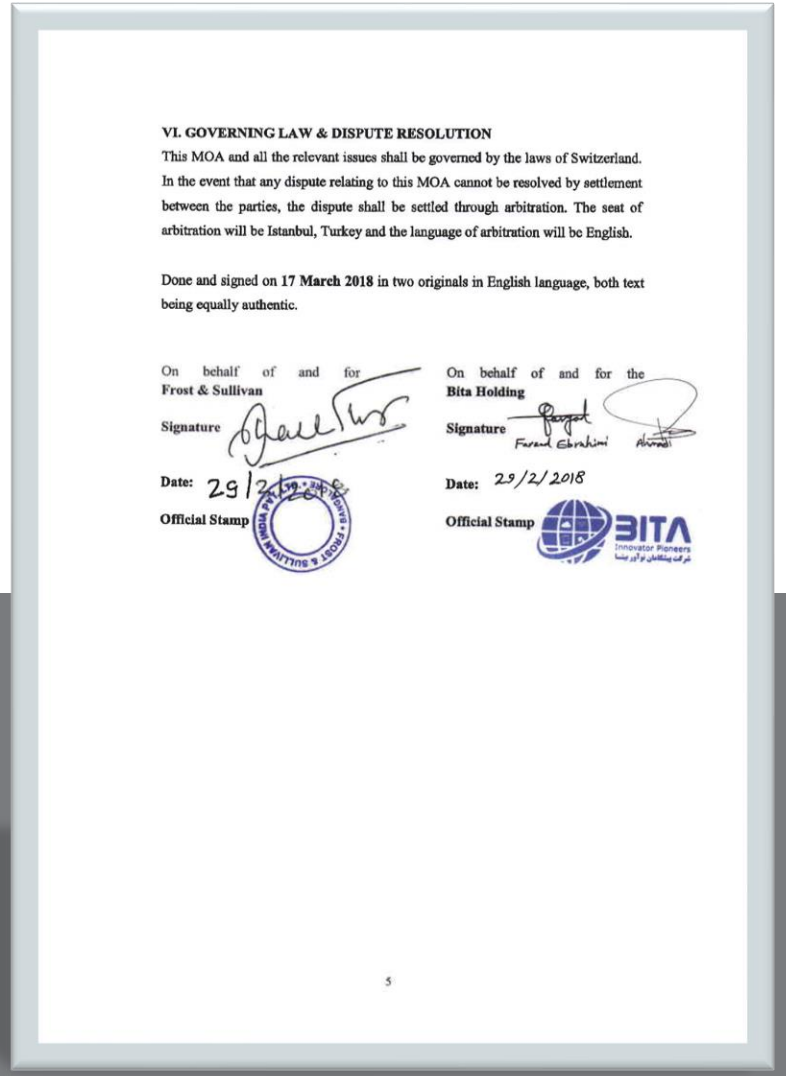
2018

MEMORANDUM OF AGREEMENT

BETWEEN
FROST & SULLIVAN
&
BITA HOLDING

BITA Innovator Pioneers

1



VI. GOVERNING LAW & DISPUTE RESOLUTION

This MOA and all the relevant issues shall be governed by the laws of Switzerland. In the event that any dispute relating to this MOA cannot be resolved by settlement between the parties, the dispute shall be settled through arbitration. The seat of arbitration will be Istanbul, Turkey and the language of arbitration will be English.

Done and signed on **17 March 2018** in two originals in English language, both text being equally authentic.

On behalf of and for
Frost & Sullivan
Signature
Date: 29/2/2018
Official Stamp

On behalf of and for the
Bita Holding
Signature
Farzad Ebrahimi Ahmadi
Date: 29/2/2018
Official Stamp
BITA Innovator Pioneers

5

IoT Academy International Cooperation's

In the Name of God

Cooperation Agreement

This Agreement is made on the 31st of May, 2017 between the following parties:

A joint venture consist of Iranian Profound Searchers Ltd. (here in after called as Holding companies duly organized and existing under the laws of Islamic Republic of called as **IPS-Bita** represented by Mr Saeid Maghari and Mr Farzad Ebrahimi Mani Companies with the following Address:
No. 8-2, Block 8, Phase 2
Ekbatan Town
Tehran – Iran
Tel: +98-21-44650566, 44630030
Fax: +98-21-44650570
www.ips-oil.com
info@ips-oil.com
emaghari.dpg@gmail.com

in one side and,

A2S Advanced Safety Solutions, a company duly organized and existing u represented by Mr. Nicolas Sevestre with the address provided in below, h
350 Avenue JRGG de la Lauzière
31 Parc du Golf - CS 90519
13593 Aix en Provence Cedex 3
FRANCE
Tél: +33 (0)4 88 78 21 81
Fax: +33 (0)4 42 16 35 09
www.a2s-mteg.com

On the other side

IPS-Bita and **A2S** are collectively referred to as **"parties"** and

Whereas:

1- **A2S** is engaged in designing, developing, and measuring instrument for use in harsh or hazardou
2- **A2S** is the seller of above mentioned equipment offshore.
3- **A2S** is the manufacturer of Detection Systems
4- **IPS-Bita** is engaged in such services and techniques and services in Iran Territory.
5- **IPS-Bita** has the strong relation with NIOC this Agreement.
6- Parties are willing to enter into an agreem of their cooperation.

KAVOSH

them by amicable arrangement the Laws of IR Iran shall govern the implementation, interpretation and enforcement of this Agreement. The venue of arbitration shall be in Tehran Courts.

Article 10 – Miscellaneous

10.1. All communications between the Parties, such as correspondence notices, etc. in connection with this Agreement shall be sent first by fax and then by registered mail or delivered to the above addresses.

10.2. This Agreement is signed by the duly authorized representatives of each of the parties hereto in two original copies with equal force, one for each member of the parties.

Iranian Profound Searchers
S. Maghari

Bita Holding
Farzad Ebrahimi

BITA

A2S Advanced Safety Solutions
Nicolas Sevestre

A2S Advanced Safety Solutions SARL

IPS
Iranian Profound Searchers

IoT Academy International Cooperation's

کاوشگران ژرفای ایرانیان
IRANIAN PROFOUND SEARCHERS
I.P.S

BITA
Innovator Pioneers
شرکت پیشگامان نوآور بینا

۴. تسهیم مسئولیت‌های تعیین شده مطابق مفاد موافقت‌نامه با هریک از قراردادهای خاص مربوط به انجام خدمات موضوع موافقت‌نامه می‌تواند طی قراردادهایی که بدین منظور میان طرفین همکاری تنظیم می‌گردد تغییر یابد مشروط بر آن که حسب ضرورت، موافقت کارفرما نیز کسب گردد.

۵. در صورت موافقت کتبی طرفین، هر یک از طرفین این اختیار را خواهند داشت که بخشی از تعهدات خود را بصورت دست دوم و یا قرارداد همکاری به مشاوران، پیمانکاران و یا ارائه‌کنندگان خدمات واگذار نمایند، مشروط بر اینکه مسئولیت آن تعهدات کماکان بر عهده طرف مربوطه باقی بماند.

۶. هیچ‌یک از طرفین نمی‌تواند بدون اخذ موافقت کتبی طرف دیگر با استفاده از این موافقت‌نامه در مناقصه‌ای شرکت، یا اجرای خدمات موضوع موافقت‌نامه را قبول نماید.

۷. هرگونه تبلیغ، توزیع بروشور و اطلاعیه، مطالب روزنامه‌ای یا انتقال اطلاعات راجع به این موافقت‌نامه به اشخاص ثالث ممنوع بوده و در صورت نیاز طرفین به اتفاق در مورد آن تصمیم‌گیری خواهند نمود.

ماده ۱۰– تعداد نسخ موافقت‌نامه

موافقت‌نامه حاضر در ۱۰ ماده، ۵ صفحه و ۳ نسخه تنظیم و به امضای طرفین قرارداد رسیده است و تمام نسخ حکم واحد را دارند.

طرفین در تایید مراتب فوق مبادرت به امضاء این موافقت‌نامه نمودند.

شرکت کاوشگران ژرفای ایرانیان

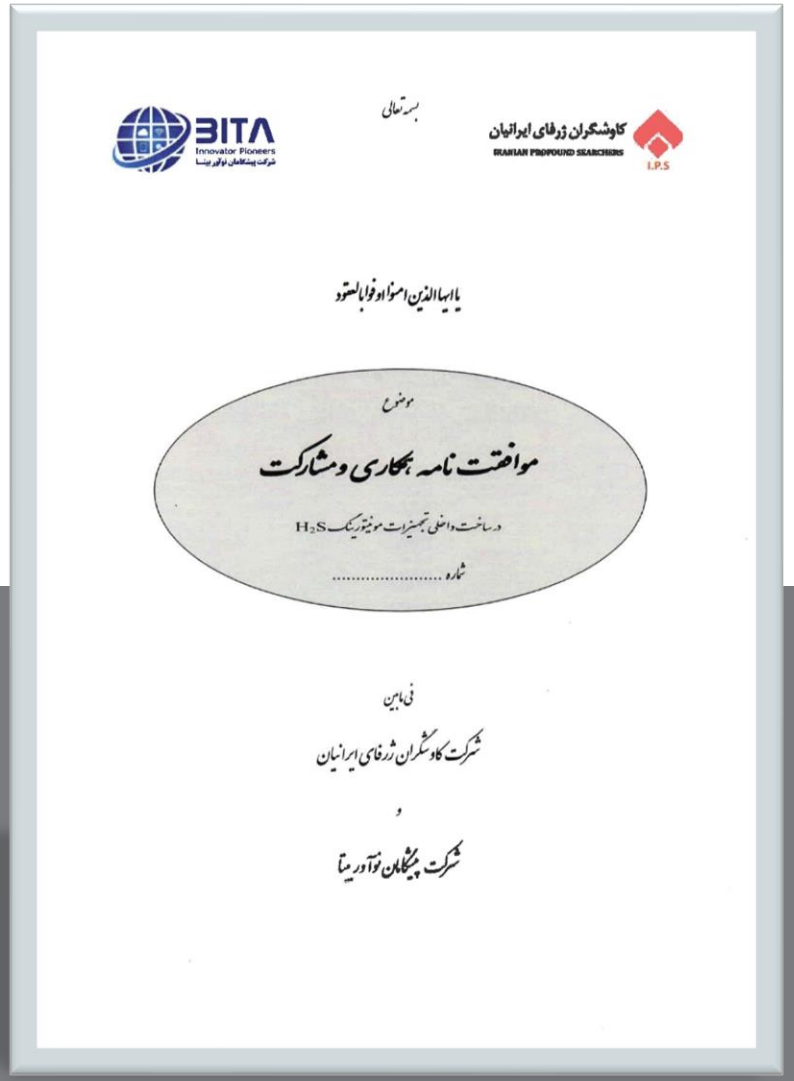
سعید مقاری
رئیس هیئت مدیره

حسن شریفی
مدیرعامل

شرکت پیشگامان نوآور بینا

فرزاد ابراهیمی
مدیرعامل و مؤسس

شیما احمدی
رئیس هیئت مدیره



کاوشگران ژرفای ایرانیان
IRANIAN PROFOUND SEARCHERS
I.P.S

BITA
Innovator Pioneers
شرکت پیشگامان نوآور بینا

بسمه تعالی

یا ایها الذین امنوا اوفوا بالعقود

موضوع

موافقت نامه همکاری و مشارکت

در ساخت داخلی تجهیزات مونیتورینگ H_2S

شماره .....

فی مابین

شرکت کاوشگران ژرفای ایرانیان

و

شرکت پیشگامان نوآور بینا

IoT Academy International Cooperation's

2019

MEMORANDUM OF AGREEMENT

BETWEEN
IOT ACADEMY - IRAN
&
QUALIES AND INNOVATION STRATEGIES - OMAN

1

IoT Academy

QUALIES

V. Good Faith & Fair Dealing

The Parties' relationships to achieve the objectives fixed by this MOA and any question that may arise thereunder shall be subject to and interpreted according to the principles of good faith and fair dealing.

VI. GOVERNING LAW & DISPUTE RESOLUTION

This MOA and all the relevant issues shall be governed by the laws of Switzerland. In the event that any dispute relating to this MOA cannot be resolved by settlement between the parties, the dispute shall be settled through arbitration. The seat of arbitration will be Muscat, Oman, and the language of arbitration will be English.

Done and signed on **24 July 2019** in two originals in English language, both text being equally authentic.

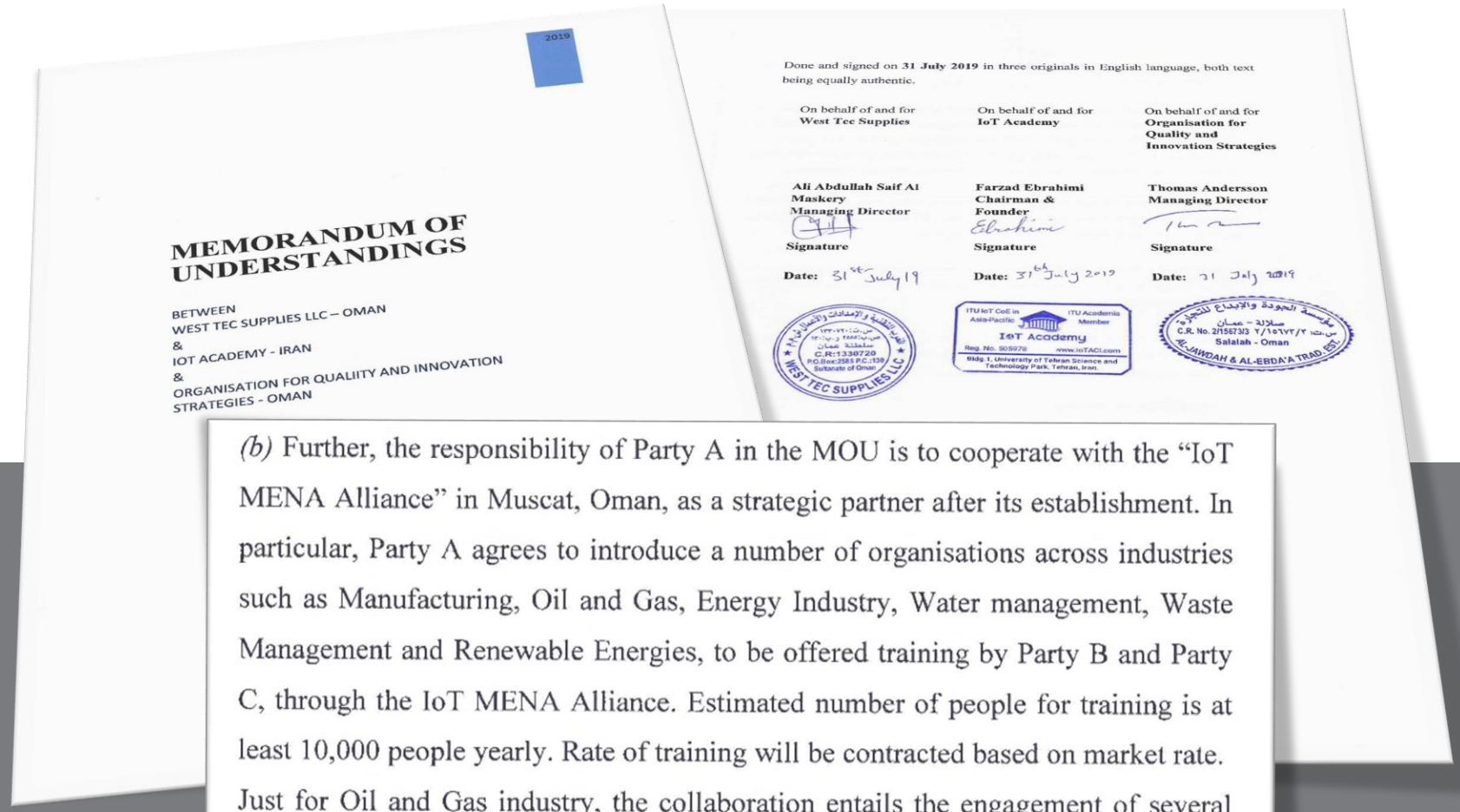
On behalf of and for **IoT Academy**	On behalf of and for the **Qualies and Innovation Strategies**
Ebrahimi	
Farzad Ebrahimi **Chairman & Founder**	**Thomas Andersson** **Chairman**
Signature	**Signature**
Date: July 24th, 2019	**Date:** July 24th, 2019
Official Stamp	**Official Stamp**

ITU IoT CoE in Asia-Pacific — ITU Academia Member
IoT Academy
Reg. No. 505978 www.IoTACI.com
Bldg.1, University of Tehran Science and Technology Park, Tehran, Iran.

مؤسسة الجودة والإبداع للتجارة
صلالة - عمان
س.ت: ٢/١٥٦٧٣/٣ C.R. No. 2/15673/3
Salalah - Oman
AL-JAWDAH & AL-EBDA'A TRAD. EST.

6

IoT Academy International Cooperation's



2019

MEMORANDUM OF UNDERSTANDINGS

BETWEEN
WEST TEC SUPPLIES LLC – OMAN
&
IOT ACADEMY - IRAN
&
ORGANISATION FOR QUALIITY AND INNOVATION STRATEGIES - OMAN

Done and signed on **31 July 2019** in three originals in English language, both text being equally authentic.

On behalf of and for **West Tec Supplies**	On behalf of and for **IoT Academy**	On behalf of and for **Organisation for Quality and Innovation Strategies**
Ali Abdullah Saif Al Maskery	**Farzad Ebrahimi**	**Thomas Andersson**
Managing Director	**Chairman & Founder**	**Managing Director**
Signature	**Signature**	**Signature**
Date: 31st July 19	**Date:** 31th July 2019	**Date:** 31 July 2019

WEST TEC SUPPLIES LLC

ITU IoT CoE in Asia-Pacific — ITU Academia Member
IoT Academy
Reg. No. 505978 www.IoTACI.com
Bldg.1, University of Tehran Science and Technology Park, Tehran, Iran.

C.R. No. 2/1567313
Salalah - Oman
AL-JAWDAH & AL-EBDA'A TRAD. EST.

(b) Further, the responsibility of Party A in the MOU is to cooperate with the "IoT MENA Alliance" in Muscat, Oman, as a strategic partner after its establishment. In particular, Party A agrees to introduce a number of organisations across industries such as Manufacturing, Oil and Gas, Energy Industry, Water management, Waste Management and Renewable Energies, to be offered training by Party B and Party C, through the IoT MENA Alliance. Estimated number of people for training is at least 10,000 people yearly. Rate of training will be contracted based on market rate. Just for Oil and Gas industry, the collaboration entails the engagement of several prestigious companies, such as Petroleum Development Oman, Oman Oil Company, Occidental Oman, Daleel Petroleum, Petrochemical Refinery.

IoT Academy International Cooperation's

2019

MEMORANDUM OF AGREEMENT

BETWEEN
BEIJING HAOYEE AERONAUTIC SCIENCE AND TECHNOLOGY CO. LTD - CHINA
&
BITA HOLDING - IRAN

(e) Nothing in this MOA shall confer or be deemed to confer on either Party any right or license to use the information and IP rights other than for the explicitly authorized purposes during the term of this MOA.

V. Good Faith & Fair Dealing

The Parties' relationships to achieve the objectives fixed by this MOA and any question that may arise thereunder shall be subject to and interpreted according to the principles of good faith and fair dealing.

VI. The Detailed Items To Be Carried Out

Both sides agree to carry out a visit trip to China or Iran in the near months and make a further detailed plan of cooperation in Iran. A new contract will be discussed and signed by both sides based on this MOA.

This Memorandum of Agreement (MOA) signed on **24 January 2019** in two originals in English language, both text being equally authentic.

On behalf of and for
HaoYee Co. Ltd - China

Reagon Yang, Pengliang
CEO & Founder

Signature

Date: 2019-01-24

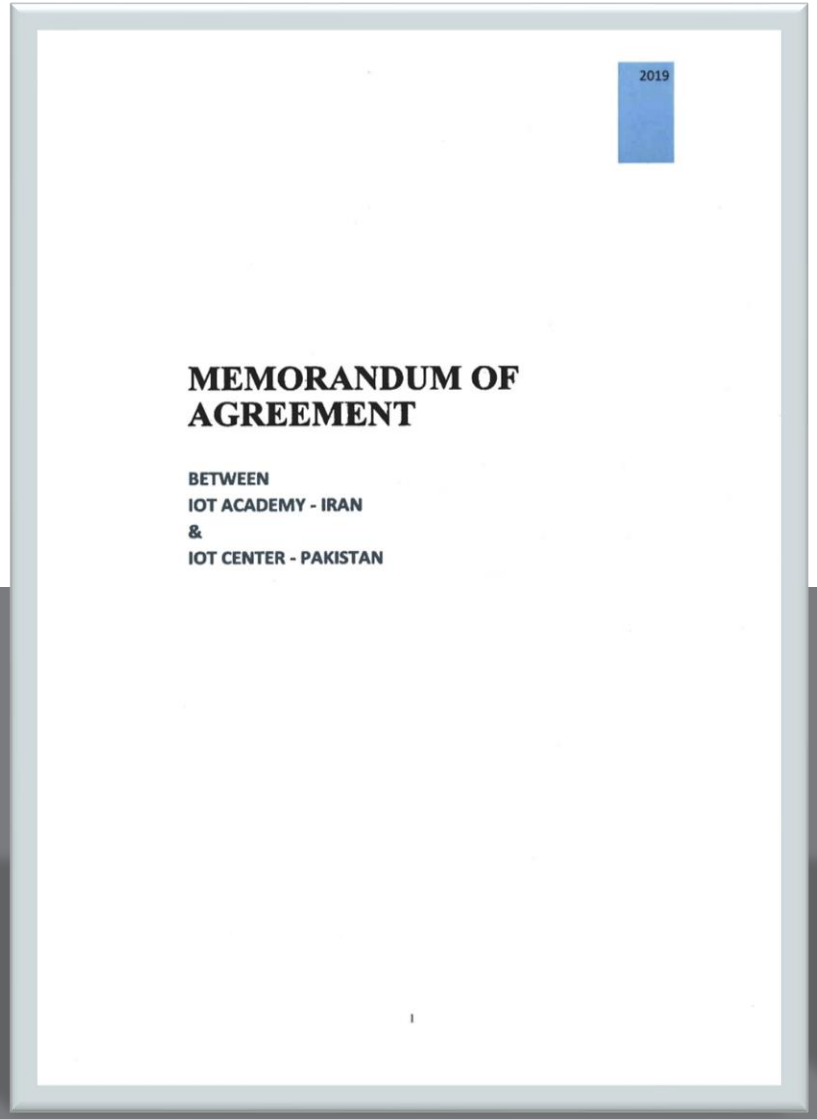
On behalf of and for the
Bita Holding - Iran

Farzad Ebrahimi
CEO & Founder

Signature

Date: 24/01/2019

IoT Academy International Cooperation's

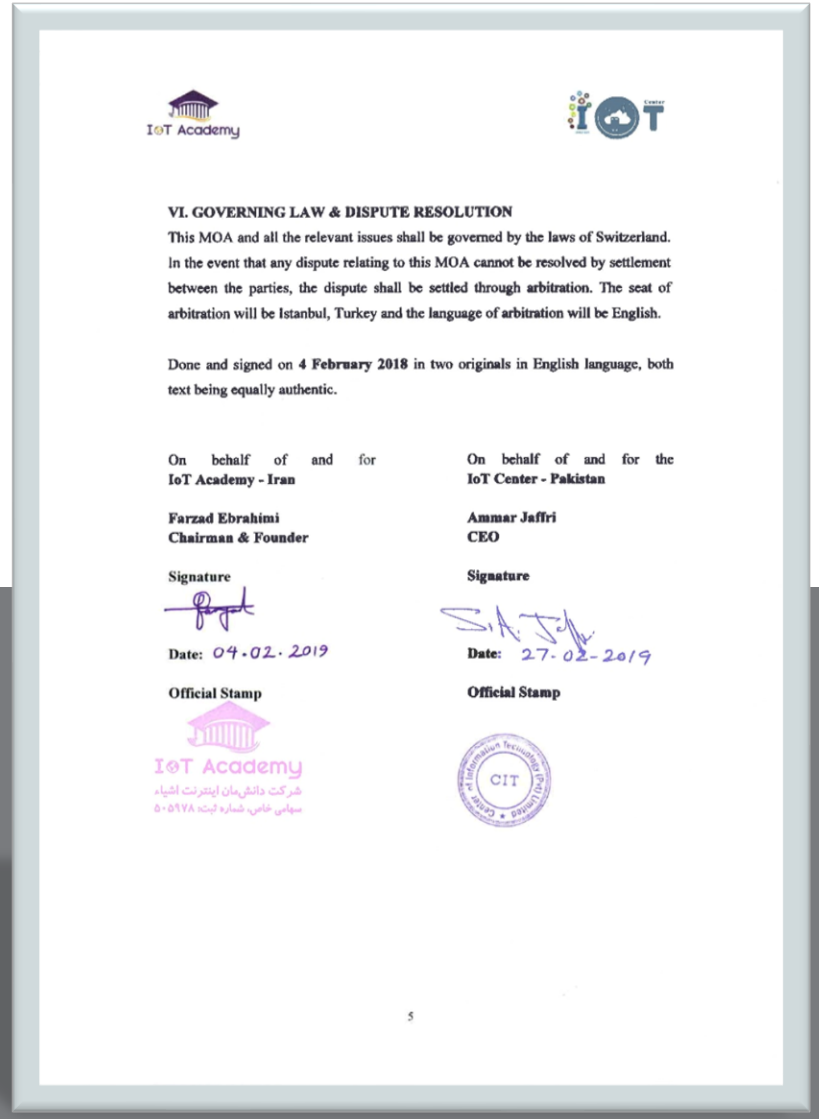


2019

MEMORANDUM OF AGREEMENT

BETWEEN
IOT ACADEMY - IRAN
&
IOT CENTER - PAKISTAN

1



VI. GOVERNING LAW & DISPUTE RESOLUTION

This MOA and all the relevant issues shall be governed by the laws of Switzerland. In the event that any dispute relating to this MOA cannot be resolved by settlement between the parties, the dispute shall be settled through arbitration. The seat of arbitration will be Istanbul, Turkey and the language of arbitration will be English.

Done and signed on **4 February 2018** in two originals in English language, both text being equally authentic.

On behalf of and for
IoT Academy - Iran

Farzad Ebrahimi
Chairman & Founder

Signature

Date: 04.02.2019

Official Stamp

IoT Academy
شرکت دانش‌مان اینترنت اشیاء
سهامی خاص، شماره ثبت ۵۰۵۹۷۸

On behalf of and for the
IoT Center - Pakistan

Ammar Jaffri
CEO

Signature

Date: 27-02-2019

Official Stamp

CIT

5

IoT Academy International Cooperation's

جمهوری اسلامی ایران

بسمه تعالی

اتاق بازرگانی ایرانیان مقیم چین – گوانجو

IRAN CHAM

تاریخ: ۱۳۹۷/۰۹/۰۸

شماره: ۲۰۱۸-۰۲۱ د.الف

پیوست: صلوات

ماده دو: مدت اعتبار تفاهم‌نامه

مدت اعتبار این تفاهم‌نامه دو سال از تاریخ امضاء می‌باشد.

تبصره۱: مدت اعتبار این تفاهم‌نامه با رضایت طرفین قابل تمدید می‌باشد.

ماده سه: نسخ تفاهم‌نامه

این تفاهم‌نامه در سه ماده، دو بند و در سه نسخه که تمامی نسخ آن از اعتبار یکسان برخوردارند، تنظیم و مبادله گردید.

مهندس سعید اعتصامی
رئیس هیئت مدیره اتاق بازرگانی ایرانیان مقیم چین-گوانجو

دکتر فرزاد ابراهیمی
مدیرعامل و مؤسس هلدینگ بیتا
ایران- تهران

pg. 3

جمهوری اسلامی ایران

بسمه تعالی

اتاق بازرگانی ایرانیان مقیم چین – گوانجو

IRAN CHAM

تاریخ: ۱۳۹۷/۰۹/۰۸

شماره: ۲۰۱۸-۰۲۱ د.الف

پیوست: صلوات

IRAN CHAM

BITA
IoT HOLDING COMPANY

تفاهم نامه
بین اتاق بازرگانی ایرانیان مقیم چین – گوانجو
و
هلدینگ بیتا

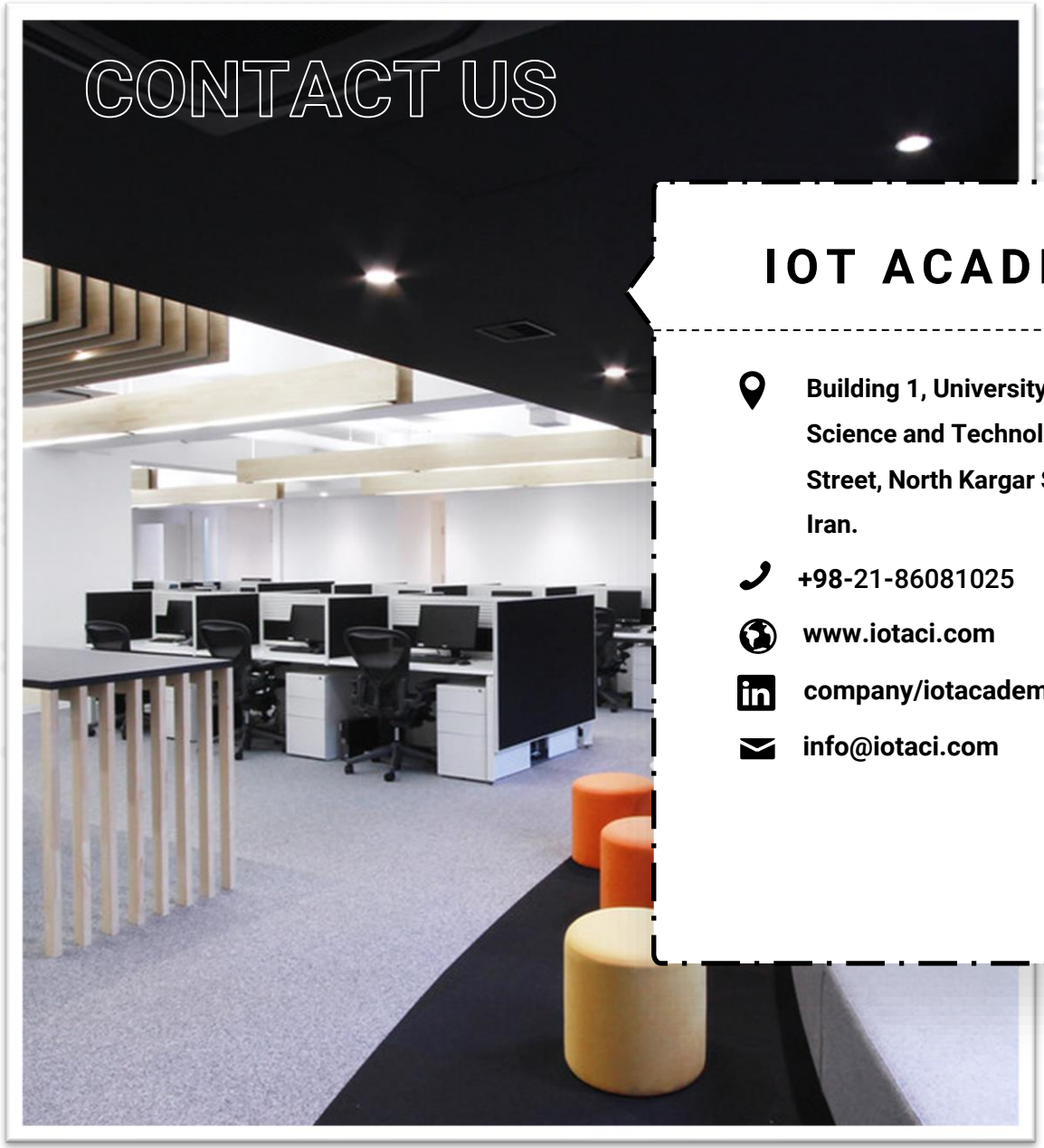
با توجه به بستر سازی و تبادل موضوعات علمی و فناوری بین اتاق بازرگانی ایرانیان مقیم چین – گوانجو که متشکل از شرکتهای رسمی و قانونی ایرانیان مقیم چین با بهره‌گیری از تجربیات کافی در راستای انجام خدمات انتقال فناوری، بازرگانی، سرمایه‌گذاری، تأمین کالا، تجهیزات، آموزش و ... و هلدینگ بیتا که در زمینه IoT (Internet of Things) فعال می‌باشد و عضو آکادمیای اتحادیه جهانی مخابرات (ITU Academia Member) است.

در راستای همکاری و مشارکت بازرگانی در ارتباط با موضوعات فوق الذکر، این تفاهم‌نامه بین " اتاق بازرگانی ایرانیان مقیم چین- گوانجو " به نمایندگی آقای "مهندس سعید اعتصامی" (رئیس هیئت مدیره) به نشانی:

No. 703, Saphire Building, No. 668 Ren min bro road, Yuexiu District, Guangzhou-China.

شماره تلفن: ۸۱۰۶۸۹۷۷-۰۲۰-۸۶+ و آدرس پست الکترونیکی: info@ccc-ir.com که از این پس اتاق نامیده می‌شود و "هلدینگ بیتا" به نمایندگی آقای "دکتر فرزاد ابراهیمی" (از شرکت پیشگامان نوآور بیتا – شرکت مادر هلدینگ – به شناسه ملی ۱۴۰۰۶۰۲۱۰۲۵) به نشانی: تهران، خیابان کارگر شمالی، خیابان بیستم (ابطحی غربی)، پلاک ۹۱۱ طبقه سوم و شماره تلفن: ۸۶۰۸۱۰۲۵-۲۱-۹۸+ و آدرس پست الکترونیکی: ebrahimi@IoTAcademy.ir که از این پس هلدینگ نامیده می‌شود به شرح موارد و بندهای ذیل تنظیم و مورد تفاهم قرار گرفت:

pg. 1



IOT ACADEMY

Building 1, University of Tehran Science and Technology Park, 16th Street, North Kargar St., Tehran, Iran.

+98-21-86081025

www.iotaci.com

company/iotacademy

info@iotaci.com