Company: KORE

Headquarters: Alpharetta, Georgia

Year Founded: 2003

Employees Worldwide: 550+

President and CEO: Romil Bahl

Website: https://www.korewireless.com/

IoT Innovator Grows in Rochester, NY

Have you heard of IoT (Internet of Things)? It's a reality that connects devices to the internet to collect and communicate data and translate it into action. With IoT, businesses can drive operational efficiency, transform patient care, increase revenue, and even drive down internal costs. From fitness trackers that collect data on one's calorie burn, to medical sensors that communicate patients' vitals to doctors, IoT is increasingly present in our lives.

Deploying, managing, and scaling IoT devices presents a great challenge for businesses and KORE can help simplify this complexity. Established in 2003, KORE is a global leader in IoT solutions and worldwide IoT Connectivity as a Service (CaaS). It orchestrates the tangled IoT ecosystem on behalf of KORE's 6,000+ customers, becoming an extension of those businesses.

KORE's main approach lies in their CaaS solutions: they tie together complex device management through a unified platform, turning fragmented IoT offering into services designed for simplicity and scale. KORE's comprehensive portfolio includes secure, managed connectivity, comprehensive IoT offerings, location-based services, and lifecycle management. Their customers come from multiple vertical markets worldwide, ranging from connected health and fleet management to industrial and smart applications.

In 2022, KORE expanded its operations in the Greater Rochester, NY region. Growing its manufacturing capabilities, KORE created 52 new jobs and retained 108 jobs in the process.

Case study prepared by Greater Rochester Enterprise.
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Why Rochester, NY?

KORE attests that Rochester, NY has become the heartbeat of their IoT managed service operations.

First, the company's local growth has been accelerated by acquiring Integron, a Rochester-based business, in 2019. From being a tech reseller in 1985, Integron grew to be an expert in complete managed IoT solutions in healthcare, pharmaceuticals, and life sciences fields. Thanks to the acquisition of this Rochester, NY IoT expert, KORE strengthened its presence in the Connected Health market and enhanced its go-to-market strategy.

Integron was not the only attraction for KORE. The Greater Rochester, NY region proved to be critical for KORE's operations because of the rich local talent pool. Proximity to the top universities paired with an advanced manufacturing expertise turned this area into a golden tech and manufacturing talent pipeline.

Since moving to Rochester, NY, KORE has tripled in size and is looking forward to more growth.

See how GRE can help your business tap into Greater Rochester, NY region's resources and expertise at https://rochesterbiz.com/.