



Bell, Huawei and BeWhere bring new Internet of Things solution to Ontario winery

Pilot project with Henry of Pelham Family Estate Winery an important step forward in developing IoT smart technology solutions for agriculture

PELHAM, ON, November 9, 2017 – [Bell](#) today announced it has partnered with [BeWhere Technologies](#) and [Huawei](#) to implement an automated Internet of Things (IoT) solution for the [Henry of Pelham](#) vineyard to help improve planning and sustainability programs. The announcement took place this morning with the three partners, alongside Ontario Premier Kathleen Wynne, who highlighted the partnership ahead of her trade mission to China.

“Ontario’s technology sector is leading the way when it comes to developing solutions that can promote sustainability, grow our economy and create opportunities for our people,” said Kathleen Wynne, Premier of Ontario. “This new IoT pilot shows the innovation that can be achieved when internationally recognized companies like Huawei partner with world-class Ontario businesses like Bell Mobility, BeWhere and Henry of Pelham and leverage the incredible talent of our province’s highly skilled workers.”

By using wireless environmental sensors connected to Bell’s LTE-M wireless network, the winery will be able to remotely monitor temperature and water levels, prevent vine disease, and ultimately improve the health of its plants, lowering operating costs and providing for years of maintenance-free data gathering.

“Unexpected adverse weather conditions can impact quality, yield and mortality of our crops,” said Matthew Speck, Owner/Viticulturist of Henry of Pelham Family Estate Winery. “Bell’s solution will increase the density of our environmental monitoring. We’ll be able to automatically act on temperature inversions by turning on fans when temperatures change, ensuring the health of our grapes and an optimal product for our customers. The solution is not only economical and scalable, it gives growers a good view of the vines’ temperature needs to improve quality and drive sustainability.”

“Bell’s leadership in LTE-M wireless technology and in the [IoT](#) space is a result of our continued investment and innovation in broadband communications networks and services,” said Claire Gillies, Vice President, Bell Mobility. “The LTE-M network enables smart sensors to collect and send data over a wider range and with much better battery life – a perfect fit for Henry of Pelham, wineries and growers across the country and many other industries.”

In June, Bell announced it will launch an [LTE-M](#) (Long Term Evolution, category M1) wireless network in 2018 to support the rapidly increasing use of IoT devices on low-power, wide-area networks (LPWANs) in Canada.

LTE-M improves the operating efficiency of IoT devices by enabling very low power consumption and better coverage in underground and other hard-to-reach locations. In partnership with Huawei, Bell has successfully demonstrated these benefits in its Mississauga wireless innovation lab and in network field trials.

“This project represents the best of what we can achieve when working with our long-term partner Bell and emerging Canadian IoT companies like BeWhere,” said Steve Lu, President of



Huawei Canada. “We are excited about the future of IoT and the benefits that smart agriculture solutions will bring to farms and vineyards across the country.”

“Bell’s LTE-M network combined with BeWhere’s environmental sensors and cloud-based applications will provide Henry of Pelham with a perfect solution to help them do what they do best – produce fine wines,” said Owen Moore, CEO of BeWhere. “We are thrilled to have the opportunity to work with Bell, Huawei and Henry of Pelham on this project.”

LTE-M will support a broad range of large-scale IoT solutions, including smart city services, smart metering, home automation, weather and environmental monitoring, asset tracking, supply chain management, security monitoring, transportation and logistics, as well as personal wearables for healthcare and accessibility applications.

About Bell

Bell is Canada's largest communications company, providing broadband wireless, TV, Internet and to consumers and business customers. Bell Media is Canada's premier multimedia company with leading assets in television, radio, out of home and digital media. To learn more, please visit Bell.ca or BCE.ca.

The Bell Let's Talk initiative promotes Canadian mental health with national awareness and anti-stigma campaigns like Bell Let's Talk Day, and provides significant Bell funding of mental health care and access, research and workplace leadership initiatives. To learn more, please visit Bell.ca/LetsTalk.

About BeWhere

BeWhere (TSXV: BEW) (OTCQB: BEWFF) is an Industrial Internet of Things (IIOT) solutions company that designs and manufactures hardware with sensors and software applications to track real-time information on movable assets. The company develops mobile applications, middle-ware and cloud based solutions that stand-alone or that can readily integrated with existing software. Its solutions enable end-users a level of operational visibility that is more easily accessible and significantly easier to implement than in the past.
www.facebook.com/bewhereinc/; www.linkedin.com/company/bewhere-inc-

About Huawei

Huawei is a leading global information and communications technology (ICT) solutions provider. Huawei's 177,000 employees worldwide are committed to developing innovative products that support operator, enterprise and consumer customers around the world. Founded in 1987, Huawei is a private company fully owned by its employees, and has been named by Interbrand as one of the world's top 100 brands – the first Chinese company to receive this recognition.

Huawei Canada has been in operation since 2008, and now employs over 700 people in Canada. Huawei's innovative wireless products and services support many of Canada's leading telecommunications companies, and the Huawei Canada Research Centre is a national leader in advanced communications research, including 5G. Huawei is proud to be a key part of Canada's ICT Ecosystem, and is recognized as one of the Top 30 investors in research & development.



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