

[CARMA taps Lantronix for submetering connectivity solution](#)

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CARMA Industries says it will be able to deploy submetering solutions more easily and at a lower cost to much broader customer base now that the company is using the **AccessMyDevice** machine to machine (M2M) connectivity platform from **Lantronix**.

Speaking with **Canadian Green Tech** earlier this month, Jordan Hamilton, product development manager at **CARMA**, explained that the goal of the partnership is to simplify the deployment of the company's **METER MANAGER** product.

"It's just going to make it easier to do the work that we want to do. We just want to stick meters in, have the data come back to our central location and make it available to customers," he says. "So it gives us the ability to more reliably deploy a submetering system without the connectivity headaches. So that's going to give us an opportunity at more business."

Hamilton adds that the company, which has had a long relationship with many school boards in Ontario, can also leverage the wide area network connectivity provided by the AccessMyDevice system to target a broader customer base across all of Canada.

"CARMA can deploy its own wide area network to centrally retrieve all the information and then make it available en masse to any customer in real time and be able to monitor building performance," he explains.

The **AccessMyDevice** system eliminates one of the critical headaches encountered in previous deployments: the need for a PC and a VPN to be set up at each individual customer premise whether that be a commercial building with multiple tenants or multi-dwelling units such as condos or apartment buildings. The M2M platform provides an affordable, bundled solution and managed service, enabling secure remote access to equipment using existing network infrastructure. The enterprise-grade solution eliminates the need for additional equipment and provides a cost-effective, efficient way to remotely obtain and integrate critical data into everyday business.

The benefits of this type of architecture are two fold, says Paul Pishal, VP of product management at **Lantronix**, in an interview with Canadian Green Tech.

"One is we can extract the data, convert it from its native format into IP packets to be transported over the internet, and step two is you don't need any IT administration. It finds an outgoing port in the IP network and then makes the direct connection to the application residing somewhere in Canada," he explains. "We do it in such a way that you don't have to open up a VPN to tunnel through the firewall. We tunnel out of the firewall and provide the information directly to the applications where they can save on resources."

Hamilton explained that in some cases under the previous deployment scenario – the PC and the VPN at customer locations – the PC would go down and wouldn't start up again. That required the company to do a service call for what amounted to the flipping of a switch.

CARMA's METER MANAGER is part utility-grade submetering system, energy monitoring and data presentment system. The meter itself is a one foot by two feet panel that is attached to a wall. It simulates the existence of 12 polyphase meters in a commercial setting and 18 meters in a residential condo or apartment building environment.

"And then we have the whole data presentment part – the online graphing, the data validation, bill generation and more. The meters are an integral piece to our offering, but we provide a whole energy monitoring solution. And we also do connectivity to building automation systems if they want that kind of connectivity. We're not a controls company, we're a monitoring and metering company, but what we also provide is auditing or confirmation."

The AccessMyDevice platform can be as simple as a module providing connectivity over both wired and wireless networks or it can provide a full turnkey system where customer information can be stored in the cloud.