



# ACG Research Expands Coverage into Machine to Machine/Internet of Things

*Telecom analyst Dennis Ward brings subject matter expertise to the company*

GILBERT, ARIZONA, USA, May 5, 2014 /EINPresswire.com/ -- ACG Research announces the staff addition of [Dennis Ward](#), a respected consultant in the datacom and telecom industries. ACG



We can help vendors and service providers develop the right use cases that will help them move the needle on the profitability side.

*Ray Mota*

Research, analyst and consulting firm, provides market shares and forecasts in the carrier equipment space, business modeling and [TCO/ROI](#) consulting services, service creation and go-to-market strategies in managed services and cloud solutions.

Dennis Ward will extend ACG Research's strong presence in the service provider space by bringing an extensive multidisciplinary background in management consulting, industry analysis, and engineering in the Machine to Machine

and [Internet of Things](#) technology segment.

Mr. Ward will be responsible for ACG's Machine to Machine/Internet of Things division. His professional experience includes providing services to leading companies as Metaswitch Networks, Cisco Systems, Adaptive, NET, Sun Microsystems, Mitsubishi, CableLabs and Siemens. As an entrepreneur, he co-founded iThinkTest, Inc., a Test Engineering and Consulting firm. This firm successfully designed and implemented a suite of comprehensive protocol analyzers for the IP Communications and Packetcable networks. For example, the Flowcoder™ products were used by CableLabs to certify many of the Softswitches and Application servers used in core MSO, Telco and MNO industries.

"I'm looking forward to working with the ACG team," says Dennis Ward. "As the IoT and M2M smoke clears, I'll identify real and monetizeable use cases by analyzing key industry trends and evolving universal standards, which should ultimately stabilize this market sector."

"We are excited on two fronts, says Ray Mota, PhD. "We are expanding our coverage into M2M and Internet of Things so that we can help vendors and service providers develop the right use cases that will help them move the needle on the profitability side. We are very fortunate to have veteran Dennis Ward lead the Machine to Machine/Internet of Things practice area and consulting services. ACG will be on the cutting edge in providing the services to service providers and vendors that help them determine their economic value."

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