



# Ei Electronics assures customers that its smart fire and gas detection system is secure with the Kitemark for IoT



Ei Electronics is a leading manufacturer of high-quality domestic fire and carbon monoxide detection devices. Established in 1988, this Irish private company has grown continuously to achieve annual sales of over €300m. It employs about 1,100 people at its campus in Shannon, County Clare, with additional offices and staff in its chief markets, notably the UK where it operates through a wholly-owned subsidiary, Aico.

Innovative product design and development have always been core to Ei Electronics, driving the company's growth by enabling its products to keep pace with changing customer requirements.

In recent years, Ei has pioneered internet-enabled fire and gas detection devices and software applications based on mobile radio frequency (RF) technology. In developing these new connected products, the company was aware of consumers' growing concerns over internet security and, specifically, the dependence of the Internet of Things (IoT) on wireless internet. To build consumers' confidence that its products could not easily be hacked, Ei has focused on developing secure connectivity, which it demonstrates through BSI certification to the Kitemark for IoT.

Ei Electronics' early adoption of the Kitemark for IoT (Commercial Level) underpins customers' trust in its smart products, giving it a competitive edge and helping it drive future growth.



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**“Our products save lives, so their reliability is paramount. The BSI Kitemark has long been very important to us from a marketing perspective because it is so widely recognized and trusted. As we moved into RF connected devices, we saw that the Kitemark for IoT would reassure customers that the integrity of their data would be protected. This is important to them, so it gives them peace of mind.”**

Eric Duignan,  
Commercial Product  
Manager, Ei Electronics



### Ei Electronics' security challenge

Ei Electronics' multiple BSI certifications provide independent assurance to customers and stakeholders that it is committed to best practice. In terms of management system standards, it holds BSI certification to ISO 9001 (Quality), ISO 14001 (Environmental Management) and ISO 45001 (Health & Safety). In addition – because safety and reliability are the most important aspects of its devices – it holds BSI product certification to CE and UKCA marks and several BSI Kitemarks.

With the advent of the IoT, Ei's fresh challenge was to prove to its customers – mainly in the social housing sector – that the hardware and apps for its smart, RF-based fire and gas detection system could be trusted to provide a high level of cybersecurity, setting them apart from lower quality products.

### BSI's solution

BSI has collaborated with product manufacturers, network providers and government agencies to develop the Kitemark for IoT, an assurance solution that addresses customers' needs by providing a simple way for them to identify IoT devices they can trust.

Ei Electronics engaged with BSI during the design of its RF connected fire and gas detection devices, enabling BSI to test the products from an early stage to ensure they met demanding cybersecurity requirements. The Kitemark for IoT demonstrates that these smart products have passed BSI's rigorous certification process, reassuring customers that they can trust them to protect their data from hacking and other threats.

The Kitemark for IoT differentiates Ei's connected devices from lower-quality products, giving the company a competitive edge in key markets, and underpinning its continued growth.

### Why BSI?

Eric Duignan comments: “The BSI Kitemark is the premium quality mark in our industry, so The Kitemark for IoT is only going to enhance customers' trust in our connected devices.”

