



ACCELERATING COMMERCIALISATION

Morse Micro: reinventing Wi-Fi for Internet of Things (IoT)

Customer Story

Co-founders of Morse Micro Pty Ltd (Morse Micro), Andrew Terry and Michael De Nil were making microchips for phones and PCs for the Internet of Things (IoT) devices and realised there was a better way.

Their vision was to develop a microchip that allowed devices to connect securely with more stability, for a lower cost, with a longer range, and an extended battery life. The pair knew they could make a better low-power WiFi chip specifically for the IoT revolution.

An IoT system consists of sensors/devices which “talk” to the cloud through some kind of connectivity. Once the data gets to the cloud, software processes it and then decides whether to perform an action, such as sending an alert or automatically adjusting the sensors/devices without the need for the user.

What Andrew and Michael developed - with help from the Australian Government’s Entrepreneurs’ Programme’s Accelerating Commercialisation (AC) grant in 2017- was the industry’s first WiFi HaLow silicon chip that securely connects smart devices over long distances. Their chip is ten times faster than any existing WiFi, reaches up to a kilometre, and can operate for 5 years on a coin-sized battery.

The \$407,747 AC grant raised the company’s profile within the IT community It also helped accelerate prototype work, develop patents on initial WiFi chips, and identify potential customers.



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‘We are confident we will be selling these chips by the millions from mid-2020 onwards. China is the most aggressive mover on IoT devices and will initially be our biggest market where we already have customers as well as the US and Europe. We will sell soon but we are already working on second generation chips.’

CO-FOUNDER MORSE MICRO PTY LTD:
ANDREW TERRY

Morse Micro’s investors include the CSIRO Innovation Fund, the Clean Innovation Energy Fund, and angel investors such as Analog Devices, Blackbird Ventures, Main Sequence Ventures, Right Click Capital, Uniseed, and Skip Capital.

Morse Micro has expanded from an office in Sydney, NSW to offices in China and the US and as of late 2019 has gone from just two people to employing 45 staff.

Entrepreneurs’ Programme

The Entrepreneurs’ Programme is the Australian Government’s flagship initiative for business competitiveness and productivity.

The [Accelerating Commercialisation](#) element helps small and medium businesses, entrepreneurs and researchers to commercialise novel products, processes and services.

Check your eligibility by visiting the [Entrepreneurs’ Programme](#) or call **13 28 46**.