

IoT Trends

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Overview / Background

- Tivix
 - Founded **2008**
 - 50+ person product development firm
 - Offices in the US and Europe
- We're building a **IoT data management solution** for firms with up to 100,000 devices in production
 - Lot of current ideas are proof of concepts demonstrating "platform" capability
 - IoTFoundry is built for on-prem/private cloud
 - Offering a **complete solution** rather than a generic platform
- Unique offering of a **solution backed by a consulting firm**. Ensuring future sustainability of the solution along with up-time / support / enhancements.



Industrial IoT (Industry 4.0 in Europe)

Two use-cases

- **Improve current process** and become more efficient
 - Will build something bespoke
 - Leverage something off the shelf
- Wants to **transform their business** by offering a free or paid IoT empowered offering to their end users.
 - Think industrial hardware/heavy machinery manufacturers in the F&B industry
 - Any medium to large hardware/industrial robots used in manufacturing or service industry



Industrial IoT - Digital Transformation Requirements

- Strong focus on building a solution for **tiered access / multiple user personas**.
- Focus on **Industrial IoT use-case** leveraging vendors/distributors to manage large installations.
- Capability to run **on-premise/private cloud** while at the same time leveraging an existing out of the box solution that gets them started fast (no science experiments!)
 - Solution be **fully customizable**
 - Be built on **open-source** technology or open standards and hence no vendor lock-in



Solution Owner

Vendor / Distributor



Customer



Customer



Vendor / Distributor



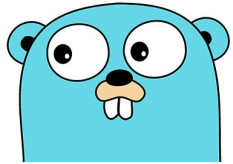
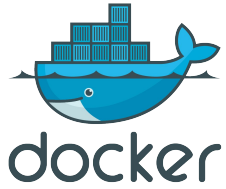
Customer



Customer



Implementation choice: Open-Source Technologies

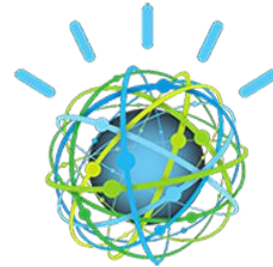


Implementation choice: Cloud Platforms/Services



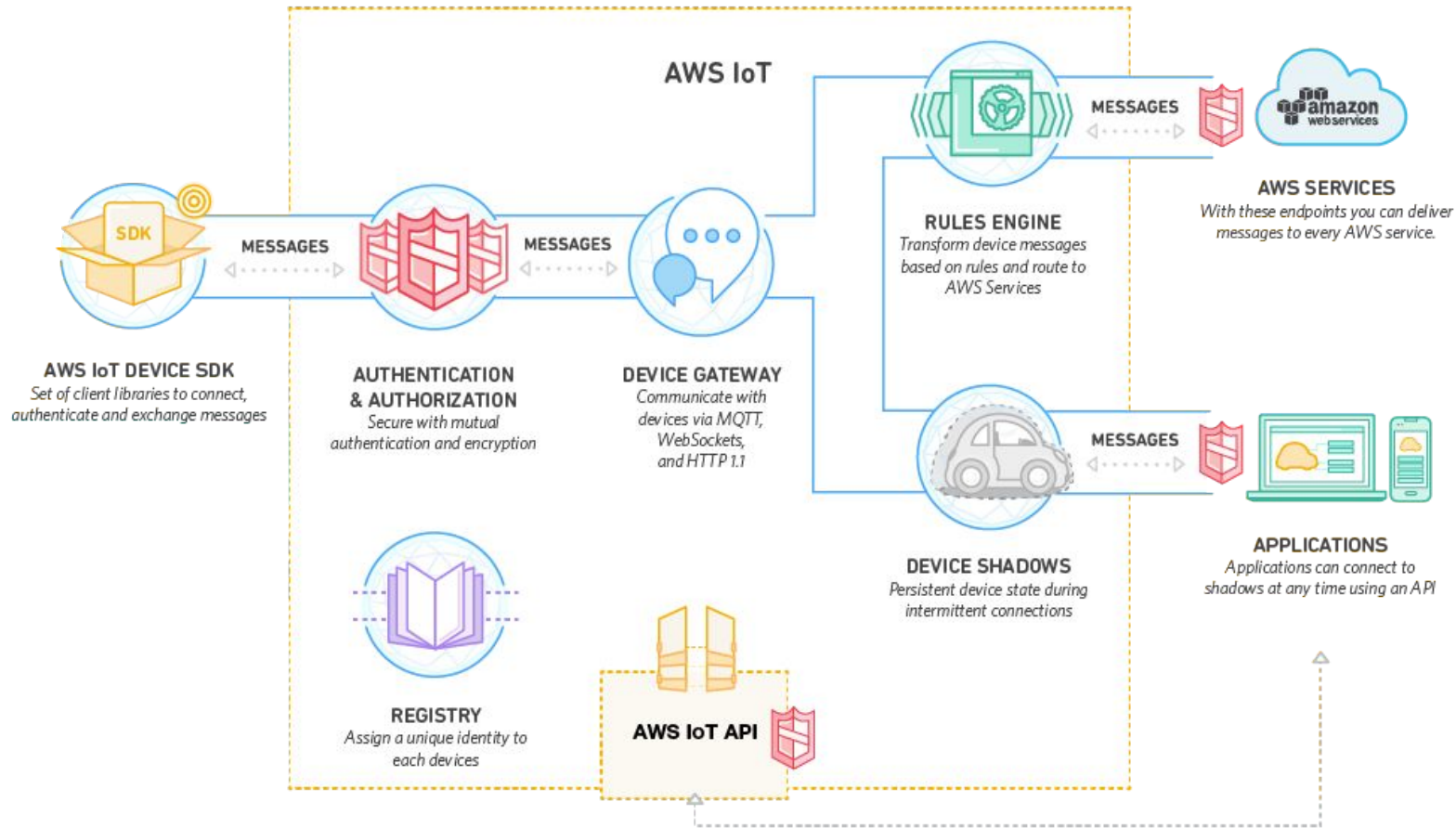
Google Cloud Platform

Microsoft Azure

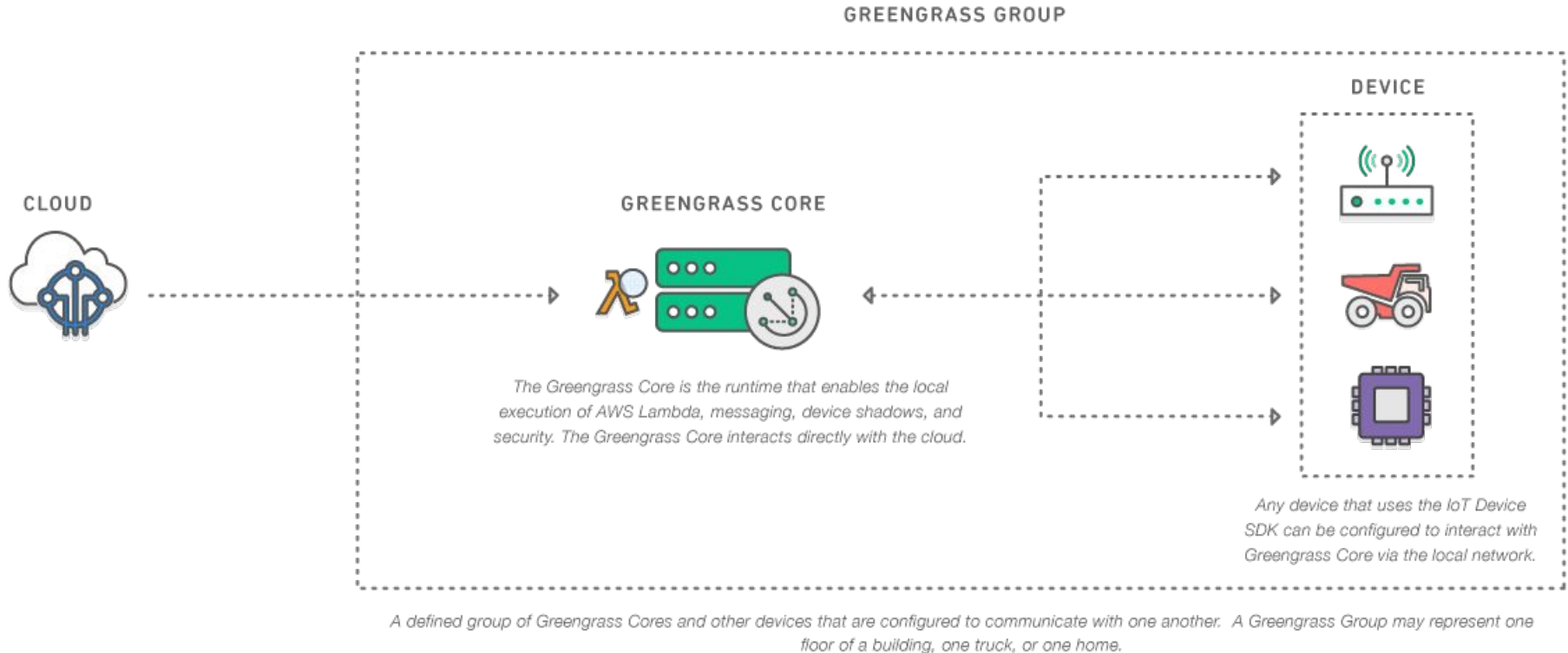


IBM Watson





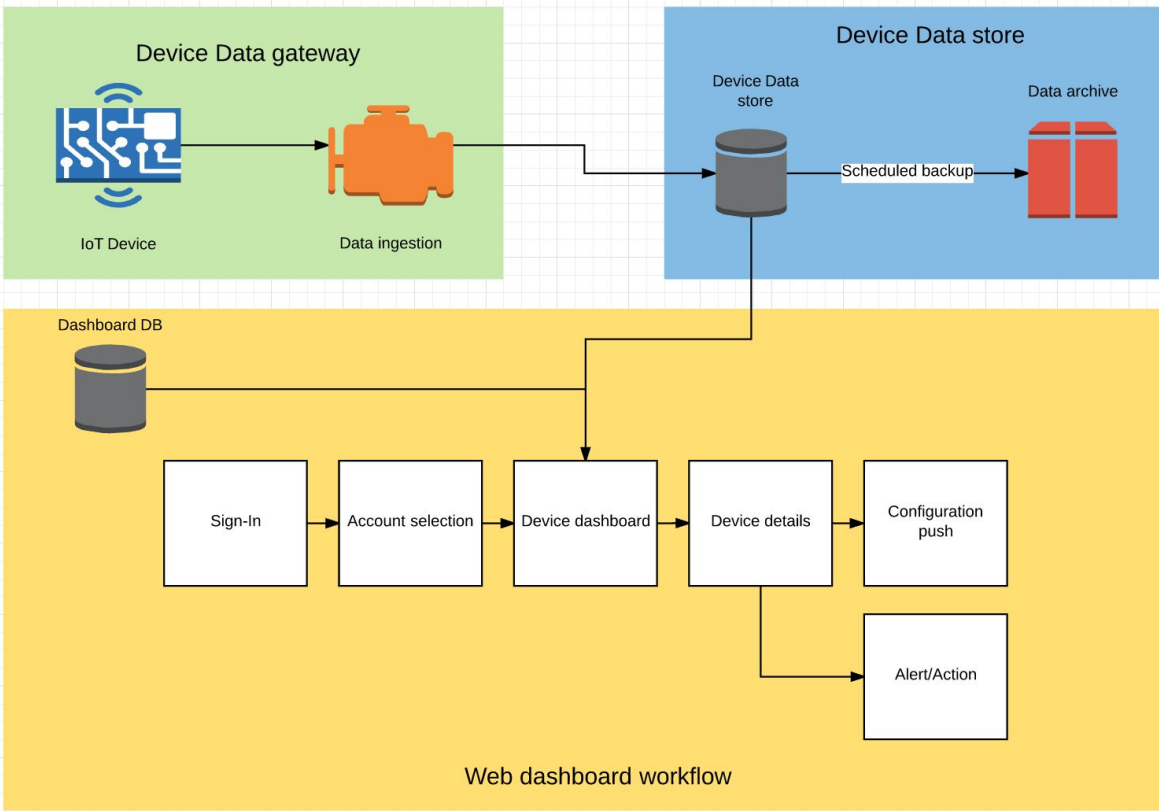
AWS Greengrass - Announced at AWS re:invent last week

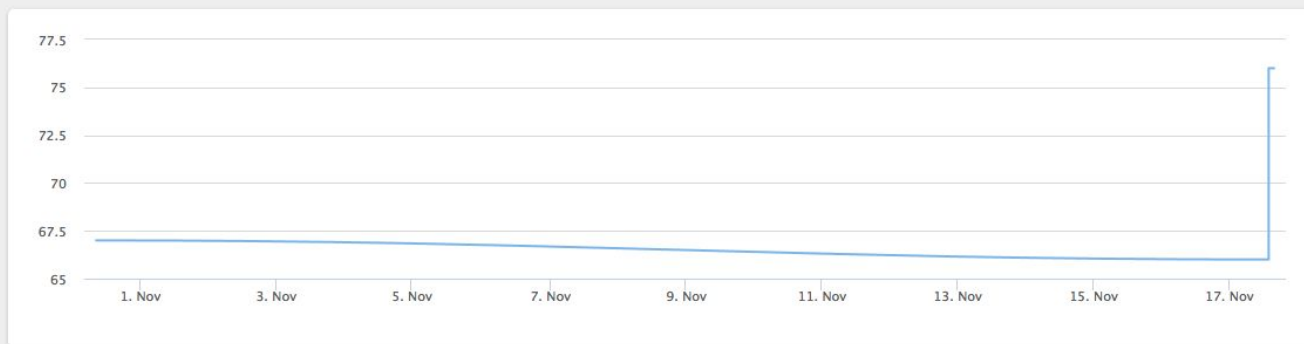




Confidential

IoT Foundry Platform





Recently Added Devices

- Device #1 *Lorem ipsum dolor sit amet, consectetur adipis...* ★
- Device #2 *Lorem ipsum dolor sit amet, consectetur adipis...* ★
- Device #3 *Lorem ipsum dolor sit amet, consectetur adipis...* ★

Recent Alerts

- Alert #2 *Description* ★
- Alert #3 *Description* ★
- Alert #4 *Description* ★



Active Alerts

Past Alerts

Alert #1 *Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.*



Alert #2 *Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.*



Alert #3 *Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.*



Alert #4 *Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.*



Active Alerts

Past Alerts

Alert #1 Lorem ipsum dolor sit at

Alert #2 Lorem ipsum dolor sit at

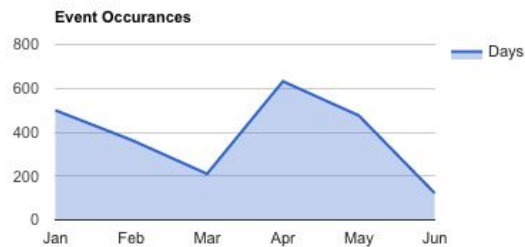
Alert #3 Lorem ipsum dolor sit at

Alert #4 Lorem ipsum dolor sit at

Alert #1

Status: **Warning**

Device: XYZ



IGNORE

RESOLVE

CLOSE

Relevant recent M&A transactions



BITSTEW
SYSTEMS
From GE Digital



Conclusion: Opportunities in IoT

- Device and Data Management
- Reporting and analytics
- Machine Learning for predictive maintenance and failover strategies/BCP.
- Consulting/Integration opportunities for Brownfield IoT deployments
- Industrial IoT / Industry 4.0
- End-to-end solution rather than a “platform”



Thanks!

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