2020

5

Top five trends to build a winning IIoT strategy

TEQNOVATION

Why this paper?

This whitepaper will show you the **best 2020 practices** for building the most effective IIoT solution for your business, improving the deep knowledge of your processes.

If you want to build a great and **successful business strategy** for your company you have to be aware of your company's process data.

The lack of this information can lead you to misleading understanding of the data that directly turns to wrong strategies.

This can be achieved through an Industrial IoT Platform.

In 2020 many industrial devices can share lots of data that can be turned into VALUE.

What is an IIoT Platform?

IIoT platform is a system for connecting **industrial field hardware with an end-user Application.**

It's a tool for storing, managing and generating value from the source data.

An IIoT Platform is the **key to the success** in generating process awareness and developing a great long term strategic vision.

A powerful IIoT Platform is the enabling element to reduce plant management costs, to **increase energy efficiency, to have preventive** control over the state of health of the machines, to control times and to create new services designed to meet customer needs switching from reactive paradigm to preventive (or predictive) one.

While facing the Digital Transformation Challenge, Hope can not be the strategy

Are you ready to discover a powerful and complete IIoT solution?

Hope IS NOT A STRATEGY



Just 5 (+5) Key Questions foryou

Before your company implements an Internet of Things platform, please read these Q&A:

QUESTION #1

How to avoid the cost of a custom approach for well-known needs?

Your business is NOT to build an IIoT platform, the time and money saved using **a ready-to-use cutting edge solution let you** having very straightforward advantages, **focusing on create new data-driven** business.

QUESTION #2

Do I need an on-premises platform or a cloud one?

If the cloud platform is simple enough to be used and has the most required features **that fit your need, the cloud is the right** choice.

QUESTION #3

Who is in charge of managing the platform?

The remote-management solution has to offer all the tools to let the customers manage their own data. So the platform manager is YOU!

QUESTION #4

What is your reaction to your machine issues?

Currently it is reactive, with lack of information and a lot of time consuming work

QUESTION #5

Are you aware that developing an IIoT project is extremely complex and expensive, and that you have neither the skills nor the mindset?

Yes I am! Moreover I can not find out which is the best solution on the market for my needs, even if I **perceive a potential great value in the data of my machines.**

But again, **I don't know how to proceed and in the meantime I want to stay focused on my business.**

And if you already are an Ewon (Flexy) user …..

QUESTION #1

Are you still collecting data via email and .csv files? Spending a lot of time every day to combine them?

> You can centralize all the data management, using DataMailBox and an IIoT platform, saving time (boring process) and some headaches!

QUESTION #2

How many processes/machines/plants, customers and users are you managing?

> 5? 100? 10.000? No problem, the IIoT platform will help you keep all in order and it is born to be scalable! **Unlimited users, multiple and profiled access, unlimited Ewon Flexy, unlimited tags.** No problem at all if your business boosts up!

QUESTION #3

Have you ever needed to access data and send commands from your smartphone?

And being notified through a push notification?

> These are common features available using the right IIoT solution.

QUESTION #4

Are you aware that remote access is the first step of a long journey towards innovation and servitization?

Using your existing Flexy which now is running at 10% power!

> Yes I know we are missing the higher layer to visualize, monitor and control our remote processes

QUESTION #5

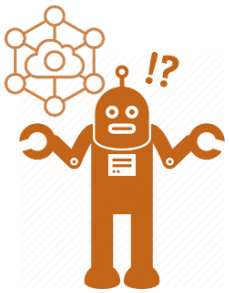
What is the most important feature that an IIoT solution should have?

> It has to be end-to-end and turnkey. My aim is to find something ready to use, in order to step into the market as soon as possible, and **learn how to build up a new data-driven business.** Even in brand label!

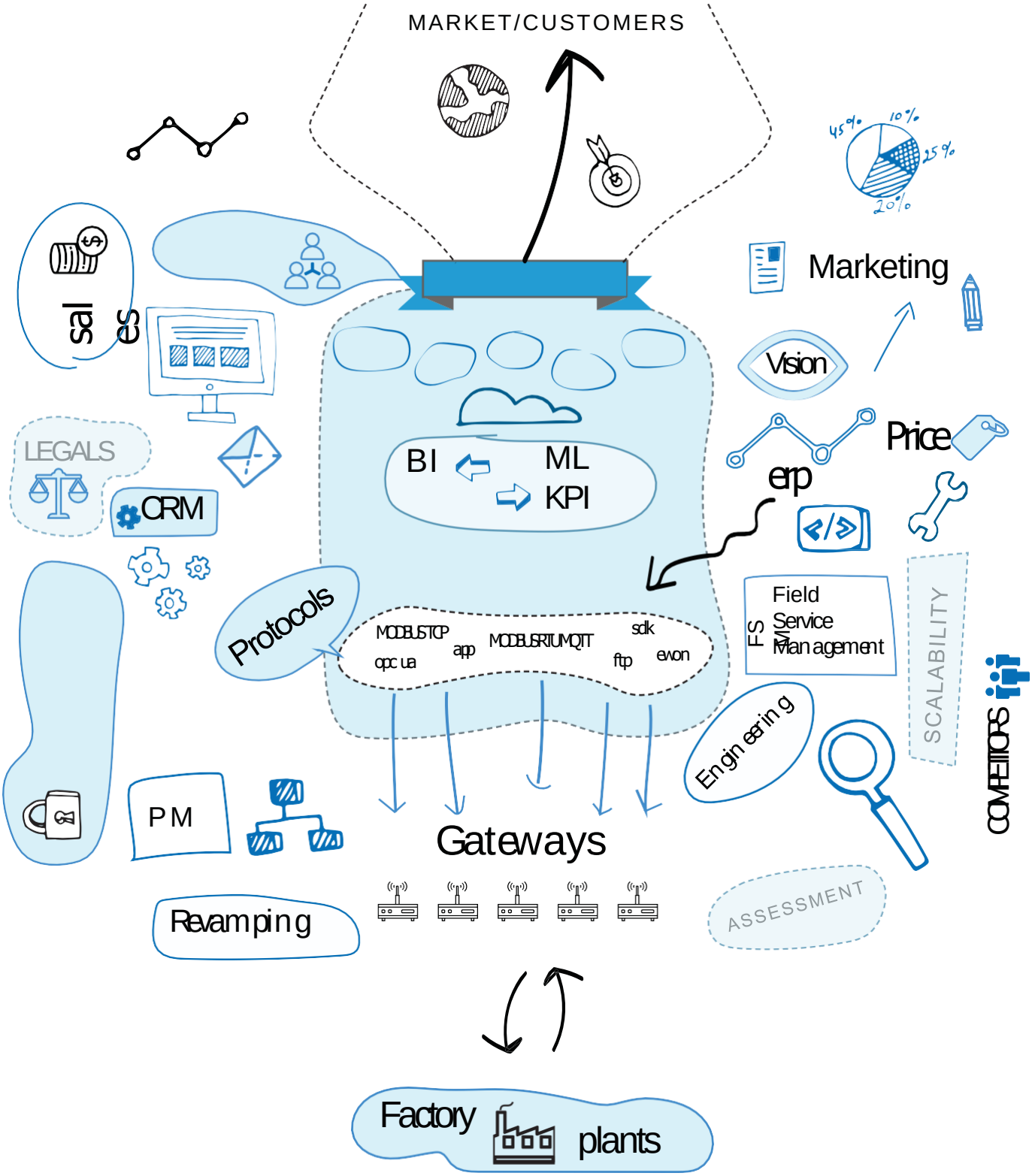
Turn your data in Actionable Data, now!

If you identify yourself in these situations, you can continue reading ...





Developing an IIoT project is extremely complex and expensive, unless you don't have the right partner to streamline the process.



Top 5 IIoT trends in 2020

To be disruptive an IIoT solution should offer features that let you use it immediately just in a few mouse clicks, so you can go forward generating value and keeping focused on your business.

#1

Software-as-a-Service will be standard

As for IoT application trends, **Software-as-a-Service** is seen as a hot topic of discussion. SaaS is a service model. In this model, the service provider provides the desired application and makes a library of bricks available to clients via the Internet. This helps organizations to outsource IT applications.

These **Internet of Things** trends provide companies with a marketing platform to promote their products. To this end, Stewart Butterfield, co-founder of Slack, a cloud-based instant messaging platform, said:

> *"Every interaction with the customer is a marketing opportunity. When you go beyond the customer service page, people are more likely to recommend you"*

SaaS is the preferred choice for the IT gaming industry due to the low investment cost. The emergence of SaaS has significantly contributed to the development of technology. When this trend of the **Internet of Things** appears on the market, people's lives are better than ever.

The new business is the service to guarantee the processes efficiency.

-It's a big change!-

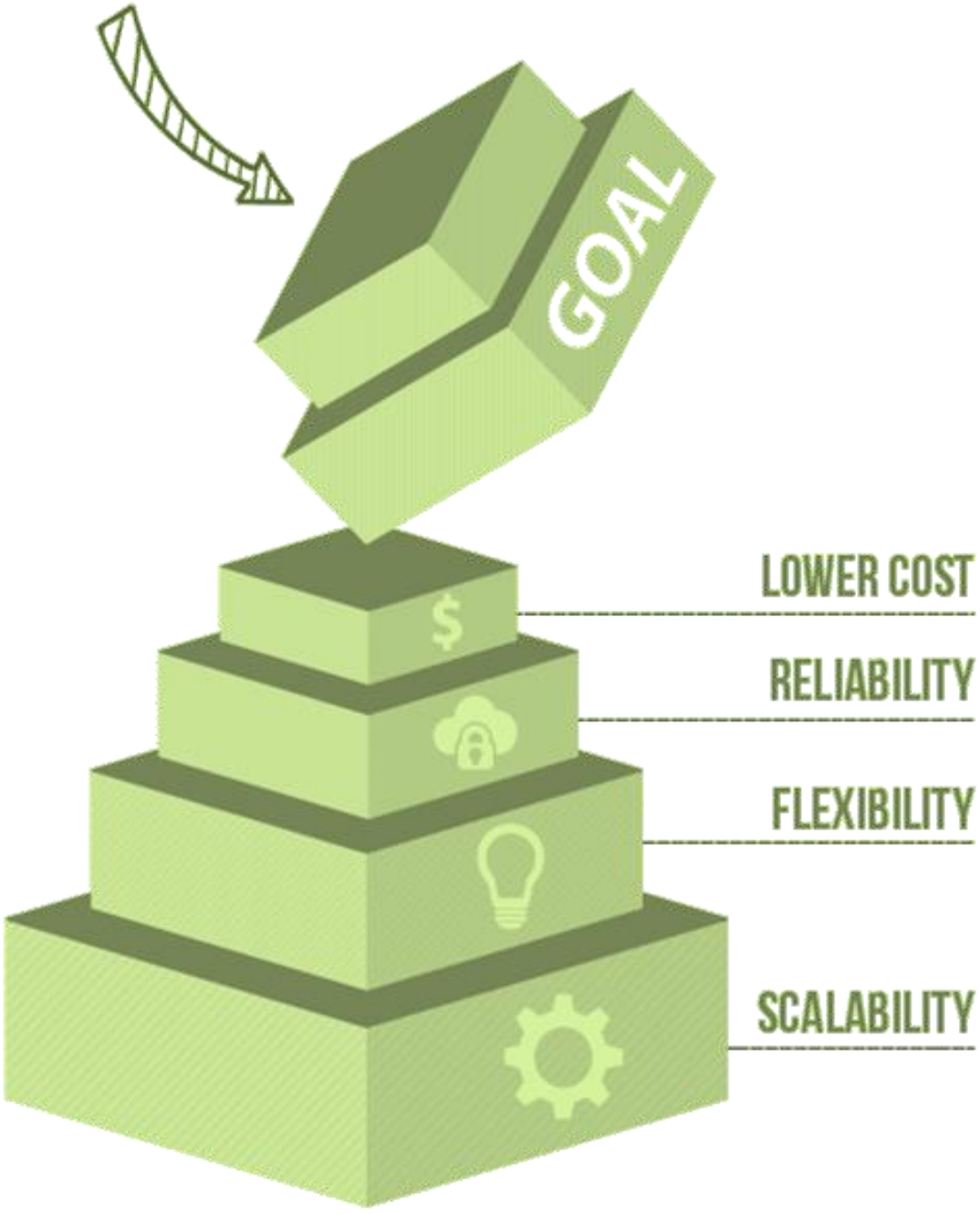
A cultural process targeting all the supply chains.

The development of the whole IIoT solution requires a lot of time and a lot of money before having it completed, the risk of failure is very high.

Choosing a SaaS solution means you can remain focused on your core business and developing new digital business models with high added value thanks to the features available.

Be aware about the difference between SaaS vs PaaS, you are probably looking for a turnkey solution (SaaS). Platform as a service (PaaS) instead is a complete development and deployment environment in the cloud, with resources that enable you to design and deliver basically everything. It needs time, mindset, strategy, skills and resources to build up an exploitable solution for the user.

A PaaS is the solution ready to use. You do not need to maintain and upgrade a SaaS,every future update is usually included in the service.


GOAL
LOWER COST
RELIABILITY
FLEXIBILITY
SCALABILITY

#2

End-to-End isstrategic

A complete IIoT solution must fit the needs of the full stack, from the field to KPI

Key elements in an end-to-end IoT solution:

When diving deeply into the world of IoT, one might easily find that different knowledge is required to build a solution. Key elements are:

1. Interface between the data source and the IoT hardware
2. IoT gateway
3. Transmission channel
4. Internet connection
5. Cloud backend
6. Cloud front end
7. Data visualization

The development of an IoT solution is complicated. That is the reason why **a validated combination between hardware and software is strictly recommended.**

Choose only tested solutions that can grant the peace of mind.

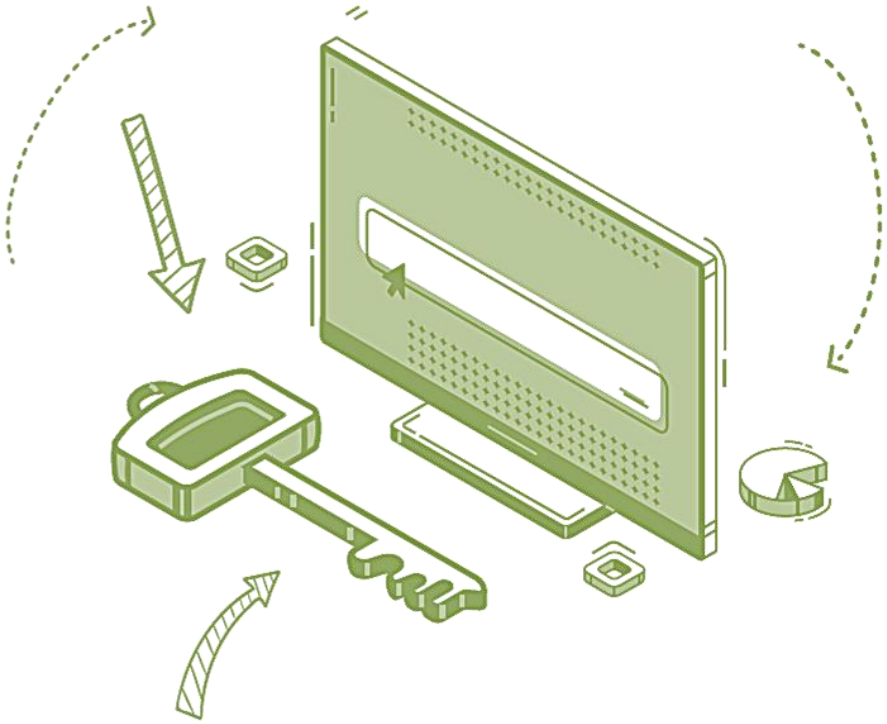


#3

Turnkey is the new Norm

The **-zero time to market-** strategy lets you immediately get benefits from your platform, connect the hardware, select the data you want to expose and set up a dashboard to be shared with your colleagues.
The solution should provide data storage with a **no-code configuration**, and in a few seconds from your request the result has to be available.
Furthermore with this approach you can get the right timing! Avoiding to reach the market too late. Before you arrive, more opportunities you have.
The market is looking for something ready-to-be-used to promote an innovative service, also in white label and in the fastest way with the least possible investment.

The easiest and shortest path between you and all your data



#4

Easy User Experience (as of B2C market)

Offering an easy UX means you can use the software platform **without being a data scientist** or having specific technical skills.
The IIoT platform should be **configured and accessed anywhere and anytime** and you can change parameters and set points also just with the app.

The goal is having an **UX that can be used at different levels**: the technician, the company management, the facility manager, the developer, and the systems integrator.

To ensure **consistency of experience** across the way an IIoT platform is used all the features included should have the same simplicity of use.

Also the platform should offer some features for its administration, tools configuration and others
for the data extraction and visualization, targeting all the different levels of possible users.

Just login and play with the Platform!
No data scientist skill required :-)



#5

Create value from your own data

Starting from your data, the IIoT platform should offer a set of features that let you manage, sort

and group them, create KPIs and alarms.

At this point you will be able to extract value and develop **new digital businesses** for:

CORPORATE LEVEL

- Enhance process awareness and information sharing
- Increase customer loyalty and competitive advantage
- Higher service level experienced by the end-user
- Reduce litigation thanks to a clear and shared database

R&D AND PRODUCT DEVELOPMENT

- Enable proactivity and data sharing between R&D and Operations Departments
- Analyze objective field data and improve product design with an easier defect resolution
- Foster product innovation

SALES AND MARKETING

- Unlock potential revenue and offer additional high value services
- Improve the appeal of your product with cool and attractive IoT features

AFTER SALES

- **+ 200%** Managed plants per employee thanks to higher efficiency
- **- 58%** On-site interventions thanks to predictive (not reactive) maintenance
- **- 80%** Machine downtime in 1 year



IoT Trends in a nutshell

Create value from your own data

The IoT-as-a-service market isn't as immature as some believe. There are real-world projects where service providers manage the physical devices (along with the data they produce). Further, the companies that can clearly define their **managed IoT strategies** will benefit most from monetization and competitive advantage.

In the near future, **our world will be more connected and interactive**. We're quickly bringing digital life to once-analog systems; and that will require a new way of managing these technologies, along with controlling the data that flows through them. If connected systems or devices are in your future, consider how you want to manage and deliver those services. You will need staff and expertise, and you will need to ensure that these devices are patched and updated.

It's important to start the design process now and **get the right partners** in place to help your IoT-as-a-service strategy take off.



Rilheva & Flexy

The IIoT Solution

A **complete solution** for the Industrial IoT world with a -Zero Time To Market- can let you focus without distractions on your business.

Rilheva is an iot solution partner of HMS and the deep integration developed leads to a straightforward result for those who want to **enter the IoT business with a few clicks**

Enter your Talk2M accounts details in Rilheva

Rilheva fetch all your data from Talk2M

Start using your data on web and mobile platforms



You simply need to enter your **Talk2M** account in **Rilheva Platform** and the system retrieves the list of your connected Ewon and the list of every defined tag. Automatically and in a few seconds. And you can start enjoying your data.

Don't waste time and money for a complex solution, choose the best: **Rilheva+Flexy**

Flexy and Rilheva is the perfect combination to straightly get into Industrial IoT world - in the fastest way

Do you know you have an **incredible potential starting from your already installed Flexy**?
You are just a few clicks away from new digital businesses waiting in the new IIoT era.
If you have one or more Flexy installed, you are on the way to create new digital revenues staying at home!

What do I have to do to **get into the top IIoT Platform?**

- Find your **data** you want to manage (from your processes/machine)
- Configure your **Ewon Flexy** (remotely) Add
- your account in **Rilheva** (via web)
- Generate value from your **Actionable Data**

Are you still waiting?

CHANGE OF PARADIGM

REACTIVE → PREVENTIVE

THE TRIGGER IS NO LONGER THE CUSTOMER

NEW DIGITAL RECURRING SERVICES

UPTIME & EFFICIENCY

99,99%



AFTER ALL,
WHAT IS THE RISK?
It's JUST A BENEFIT



What next?

You want to take a look at the

- state of the art-

of a complete and successfully

IIoT Platform ?

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