Saturated market / overcapacity

Leads to decreasing investments

Scarcity of skilled people

End Customers start to **innovate** themselves

Goals

Make Products Better

Selling added value services, instead of only industrial machines

Finetune machines (whom which do not run on advised capacity)

Remote monitoring & predictive maintenance

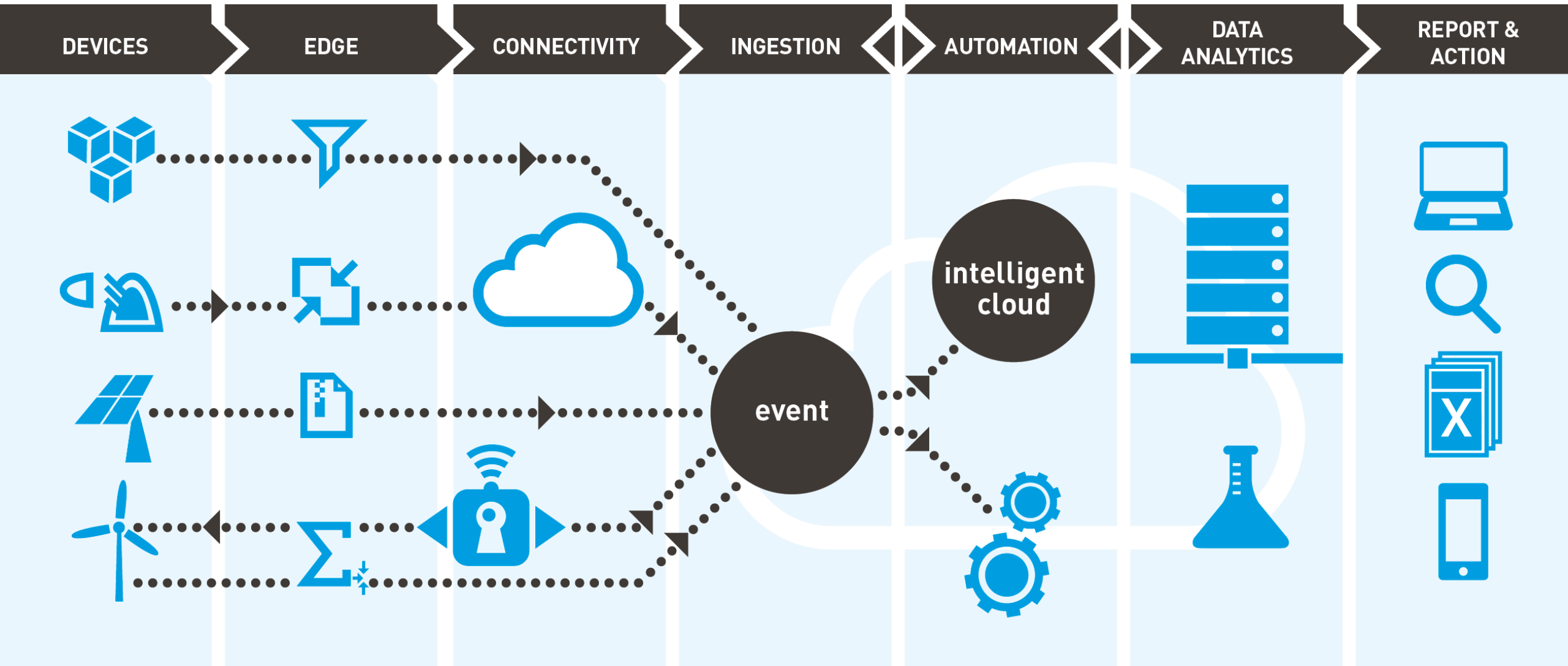High level of automation to reduce responsibility and increase reliability

Industrial IoT

New Business Models

Instead of selling, renting based on...

IoT End-to-End Value Chain

| DEVICES | EDGE | CONNECTIVITY | INGESTION | AUTOMATION | DATA ANALYTICS | REPORT & ACTION |

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Value of Retrofitting

Neglecting your current installed-base means your project will have a time-to-value of years

Spend your time and money wisely

Don't spend effort developing these:

- Message handling implementation
- Robust retry, resiliency
- Remote updates
- Transport protocol implementation
- Credential management
- Health reporting and diagnostics
- Message persistence
- Remote monitoring

Commodity

Spend effort developing these:

- Edge analytics
- Backend automation
- Data Analytics & predictions
- Own protocol implementations
- Business logic modules
- Rich reporting, visualizations & apps

Value generators

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