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*Digital Transformation:
Exploring The Benefits of IoT
Webinar*

Kurt Kelley

28th June 2018

INTERFACING



**25 years of experience
in the field**



**Global client base in
46 countries**



**International offices &
partner network**

**Recognized as a Leader
by**



FROST & SULLIVAN

Product Leadership Award

Digital Business Transformation Suite



Integrated Web Based Platform



Desktop, Tablet, Mobile



Digital Transformation Platform

Standardization

Modeling	Documentation	Procedures (SOP)	Responsibilities
Knowledge	Collaboration	Training	Change Management

Continuous Improvement

Strategy	Performance	Impact Assessment	Customer Journey
Business Architecture	Analysis	Lean Six Sigma	Improvement

Governance

Rules	Compliance	Policies	Risk
Control	Regulations	Audit	Corrective Action

System Requirements

Enterprise Architecture	Assets & Applications	Master Data	Permission Security
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Digital Business Platform

Task Management & Monitoring

Task and Work Management	Timesheet
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End User

Notifications	Delegation
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Low-Code Rapid Application Development

Design

Entity	Rule
Event	Process
Form	Testing

Analytics & Decision Support

Report Viewer	Dashboard Viewer
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Decision Support System

Dashboard & Report Business Intelligence

KPI	Caching
Dashboard Designer	KPI Scheduler
Report Designer	More than 30 Charts

Integration

Web Services	ODBC, OLEDB, MS SQL, Oracle, MySQL	.NET Libraries	Excel
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Internet of Things



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Today's Topics



History



IoT

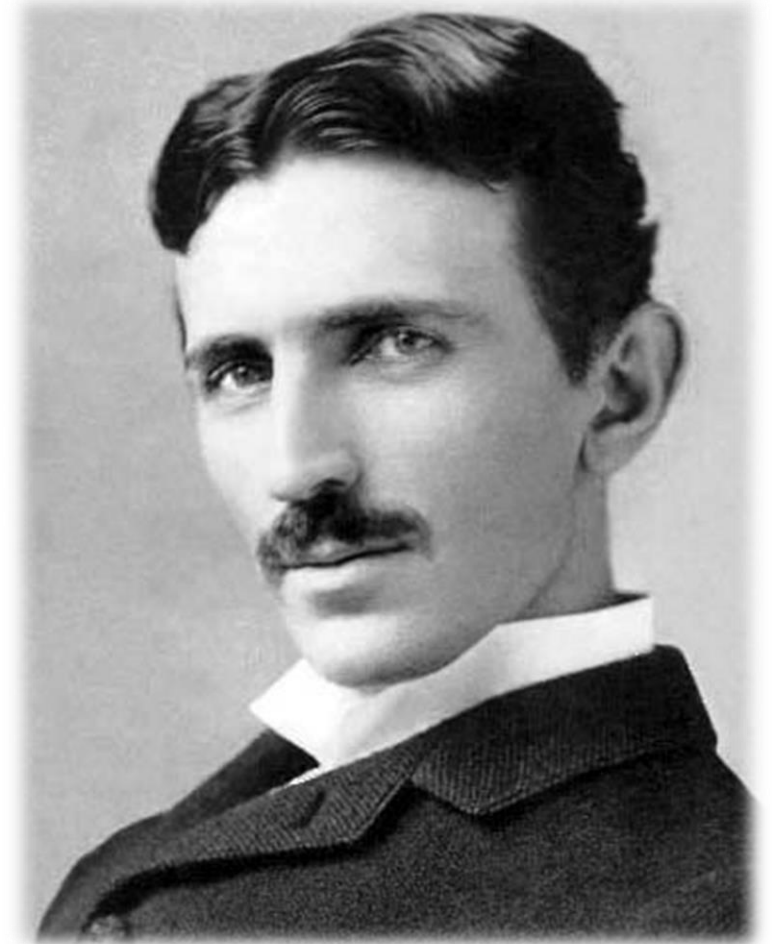


Transformation

Nikola Tesla

When wireless is perfectly applied the whole earth will be converted into a huge brain, which in fact it is, all things being particles of a real and rhythmic whole. We shall be able to communicate with one another instantly, irrespective of distance. Not only this, but through television and telephony we shall see and hear one another as perfectly as though we were face to face, despite intervening distances of thousands of miles; and *the instruments through which we shall be able to do this will be amazingly simple compared with our present telephone.* A man will be able to carry one in his vest pocket.

"When woman is boss", *Colliers*, January 30, 1926



A Look Back

"IOT" COINED
Kevin Ashton – MIT Auto-ID Center



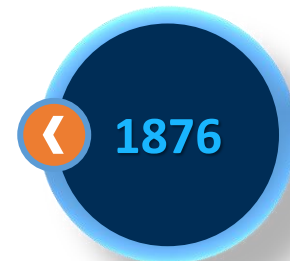
ARPANET
Connects Stanford & UCLA



20.35B IOT DEVICES
Source: IHS Corp.



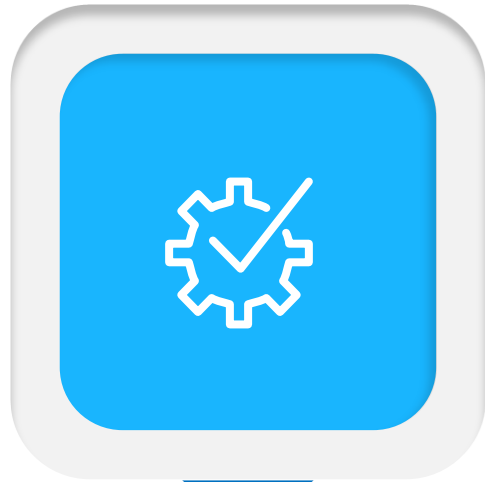
M2M "M1" GSM MODULE
Siemens dedicated business unit



TELEPHONE
Bell Liquid Transmitter



History



IoT



Transformation

What is the IoT

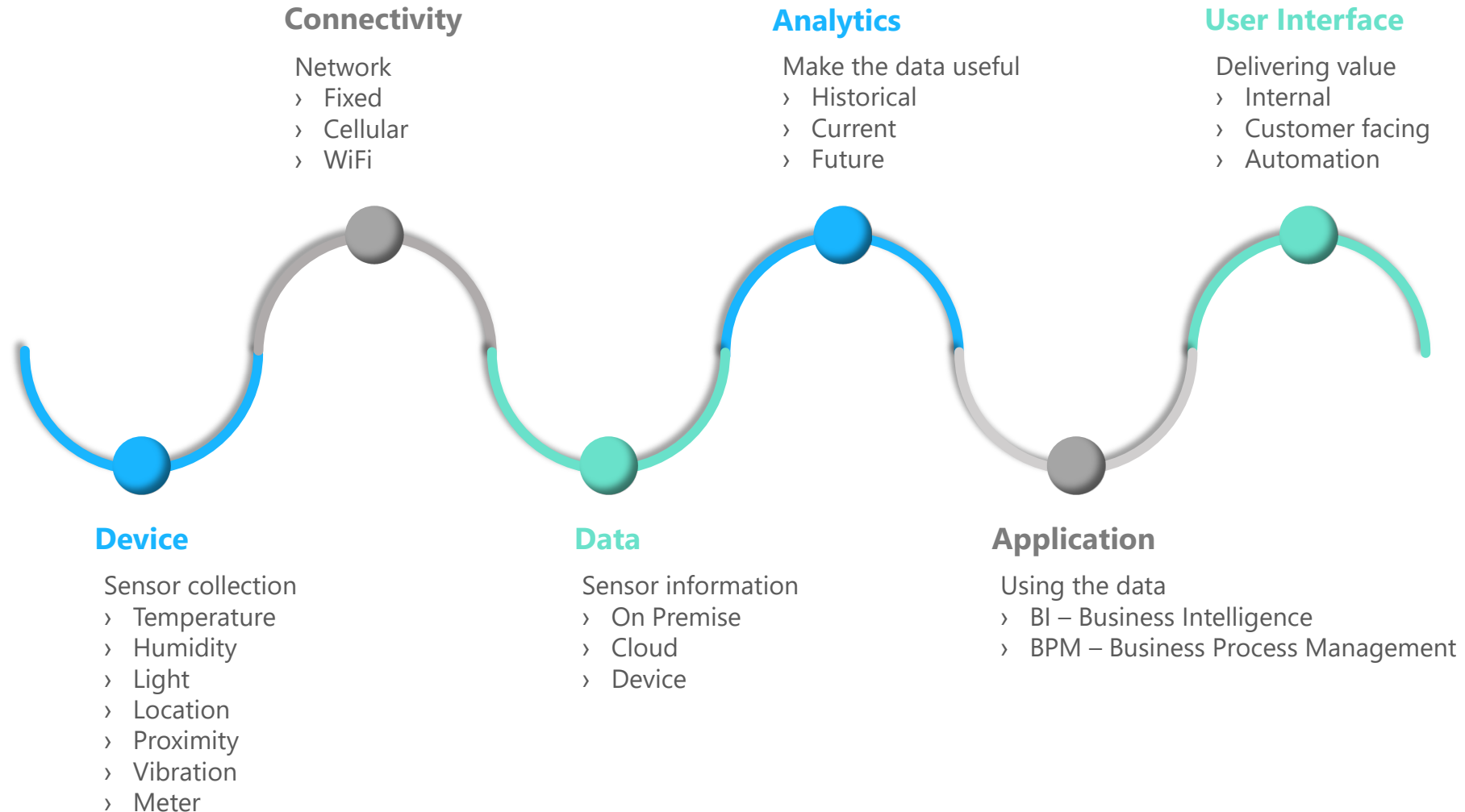
Internet of Things (IoT)

“An IoT is a network that connects uniquely identifiable “Things” to the Internet. The “Things” have sensing/actuation and potential programmability capabilities. Through the exploitation of unique identification and sensing, information about the “Thing” can be collected and the state of the ‘Thing’ can be changed from anywhere, anytime, by anything.”

Source: <https://iot.ieee.org/definition>



Anatomy of an IoT solution





History



IoT



Transformation

Defining Digital Transformation

Digital Transformation (DT)

“The transformation of business by revamping the business strategy or digital strategy, models, operations, products, marketing approach, objectives etc., by adopting digital technologies. This accelerate sales and growth of the business from end to end.”



Benefits

- **Reduce Expenses**
- **Increase Revenue**
- **Improve Safety**
- **New Business Models**

Survey Says

Currently active in IoT

73%

Aiming to grow revenue and profits

60%

Downtime reduction with predictive maintenance

50%

Source: *Redefining the Connected Conversation, IoT Trends, Challenges & Experience Survey*. James Brehm & Associates, 2016

Landscape

Key Markets

- ✓ Manufacturing & Distribution
- ✓ Oil & Gas / Utilities
- ✓ Healthcare
- ✓ Retail
- ✓ Transportation
- ✓ Smart Cities

Solution Focus

- ✓ Automation
- ✓ Monitor & Meter
- ✓ Real-time Feedback
- ✓ Personalized Experience
- ✓ Logistics
- ✓ Quality of Life



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