



JOURNEY TOWARDS SUCCESSFUL IOT SOLUTIONS

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Business Case Development

Initiate the IoT project by developing the goal/vision and ROI model

How companies start their IoT projects?



Takeaway: It is most common to start with a business model hypothesis but some just explore the technology to find value

Common mistakes

- ⚡ Not starting the organizational change effort on day 1 — starting early is crucial!
- ⚡ Underestimating the required time, budget, and complexity

Best practices

- 📌 Employ modern project management philosophies like design thinking and agile development
- 📌 Map the IoT skills gap to understand the kind of expertise that needs to be brought in from the outside

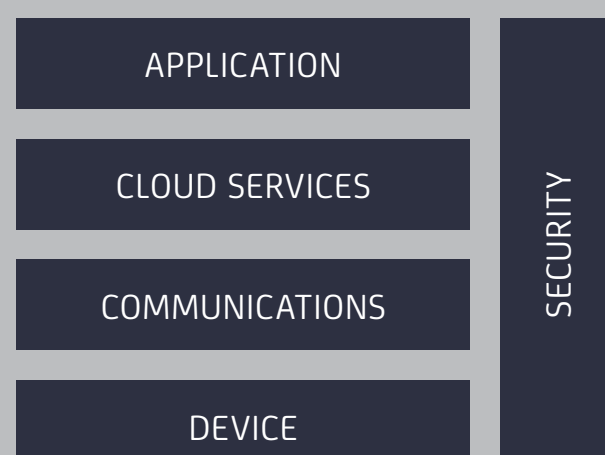
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Initial Pilot Rollout

Work with a pilot product or a customer to implement the technology in a small but real setting

What does the technology stack look like?



PDF See the guide for a complete comparison.

Common mistakes

- ⚡ Not building IoT systems in a modular manner
- ⚡ Not building the IoT Solution on top of existing standards

Best practices

- 📌 Implement security mechanisms such as secure booting, TPM or TLS
- 📌 List adjacent IoT systems for potential future integration

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Build vs. Buy Decision

Understand the engineering requirements, the capabilities of key vendors, and eventually choose suitable vendor(s)

How do Leading IoT vendors compare? (Excerpt)

Components			
Device Management	●	●	●
Operating System	●	●	●
Edge Analytics	●	●	●
Storage / Database	●	●	●
Augmented / Virtual Reality	●	●	●
Modules and Drivers	●	●	●
17 Components	8 leading IoT vendors		

● = Offering available

PDF See the guide for a complete comparison.

Common mistakes

- ⚡ Putting too much trust into one vendor's in-house capabilities to build a scalable solution instead of working with partners

Best practices

- 📌 Map the engineering requirements across the technology stack
- 📌 Understand the ecosystem and its capabilities for the vendor in the lead

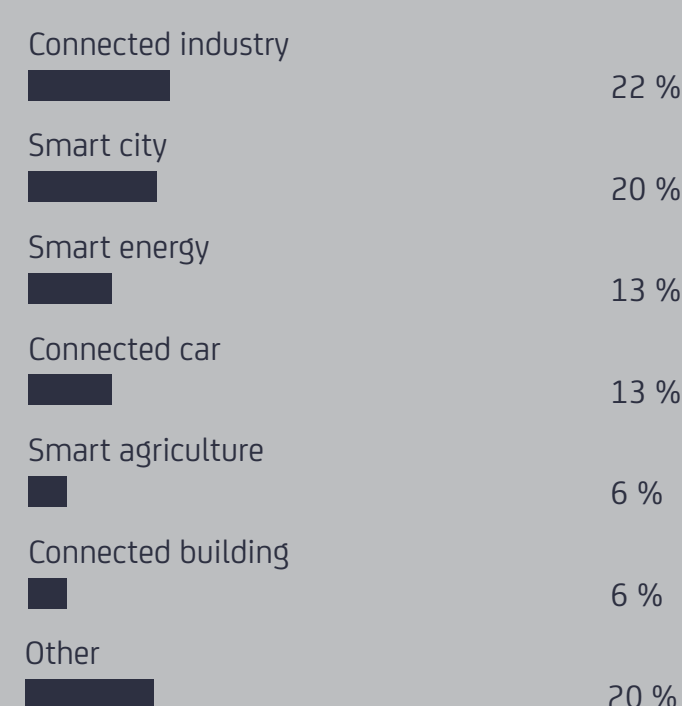
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Commercial Deployment

Roll out the solution to other products / customers / regions.

Where are most IoT projects currently being realized?



Takeaway: Most IoT projects are currently implemented in industrial settings and cities

Common mistakes

- ⚡ Individual system components are initially not designed to scale to thousands of devices – requiring major redesign efforts

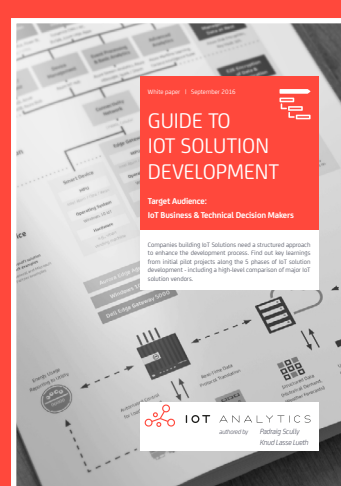
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31-PAGE GUIDE INCLUDING:

- BENCHMARK OF 8 MAJOR IOT VENDORS ALONG 15 COMPONENTS OF AN IOT SOLUTION
- KEY LEARNINGS FROM CURRENT IOT PROJECTS
- 3 DEEP DIVES ON CRUCIAL IOT ASPECTS: SECURITY, INTERCONNECTIVITY AND MANAGEABILITY

OTHER SOURCES:

INDUSTRIAL ANALYTICS REPORT 2016 / 17
<https://iot-analytics.com/product/industrial-analytics-report-201617/>

LIST OF 640+ ENTERPRISE IOT PROJECTS
<https://iot-analytics.com/product/list-of-640-iot-projects/>