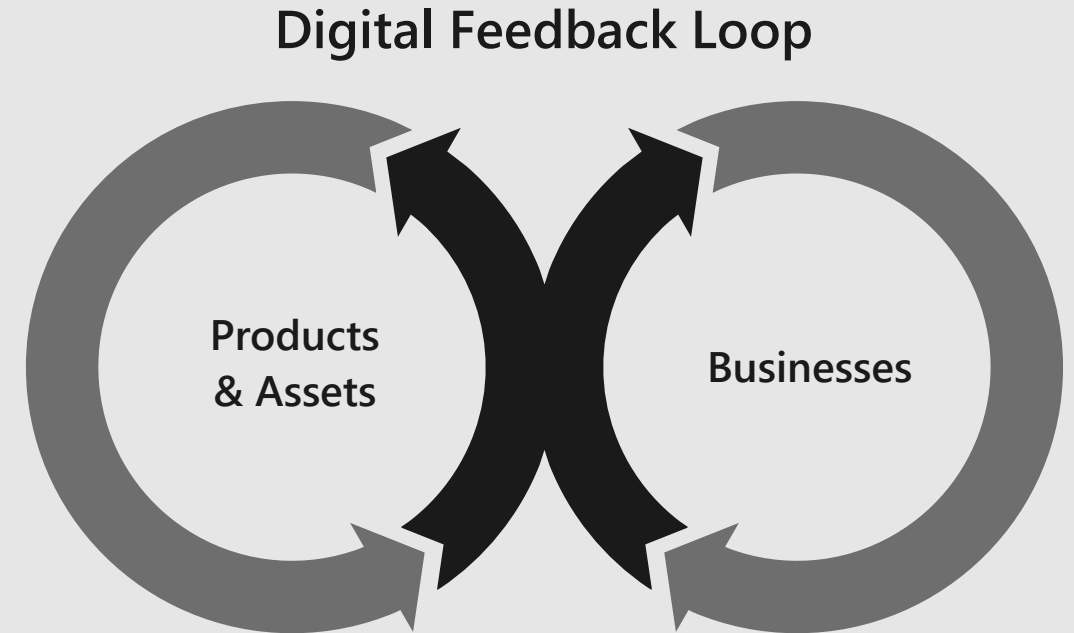


Follow this steps If you want your digital (IoT) projects to fail

Milos Loncar, IoT and DT Professional,
EMEA Global Black Belt team, Microsoft Corporation

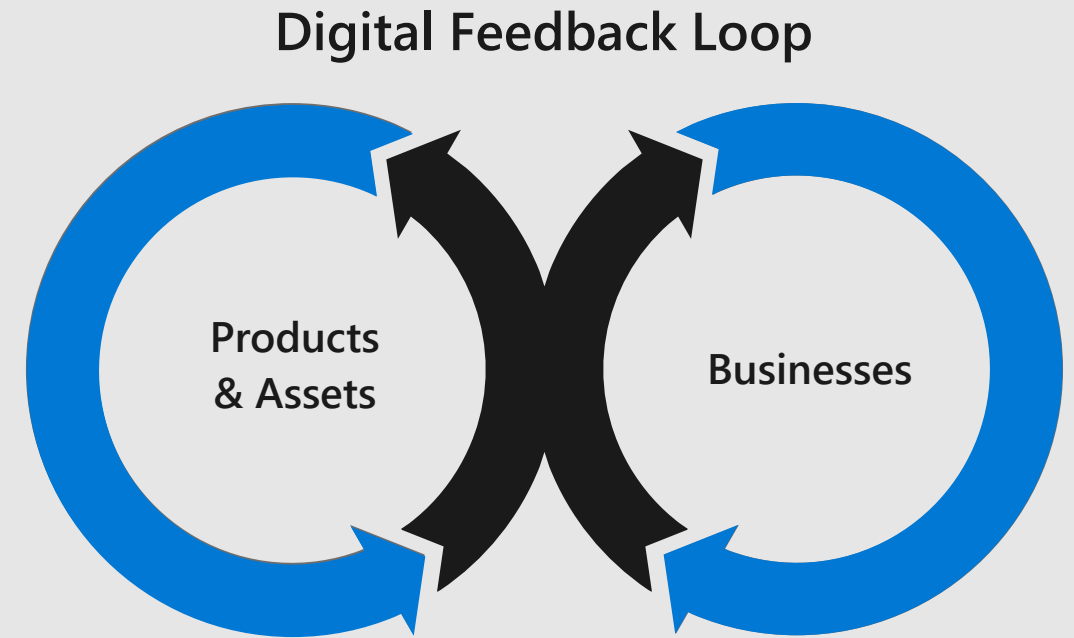
Microsoft's Perspective on IoT

- Digital tools vs digital organization
- IoT is a business revolution enabled by a technology revolution
- IoT enables a “digital feedback loop”
- This digital feedback loop connects
 - Businesses to products to customers, enabling better products and customer insights
 - Businesses to assets, enabling transformational optimization



thyssenkrupp Example

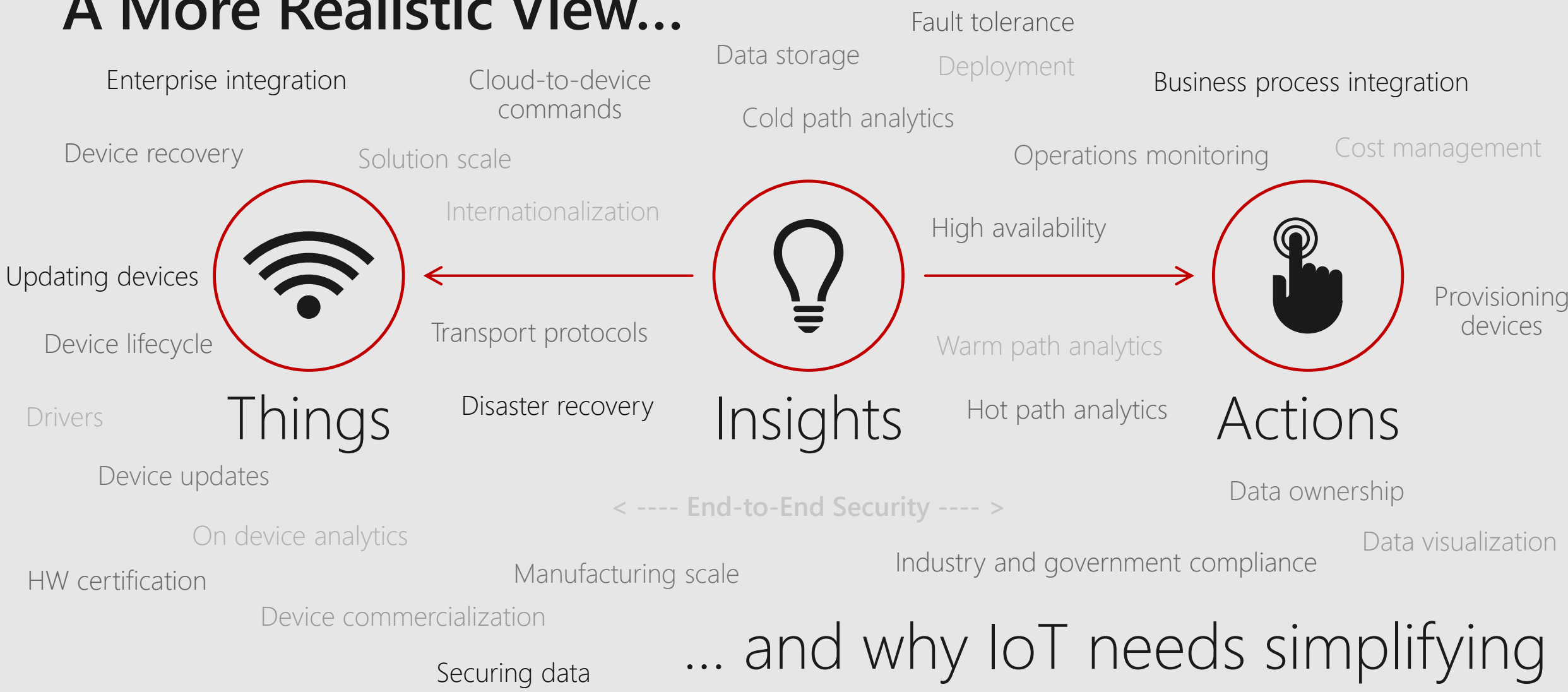
- Knowing if elevators are not operational before customers do
- Knowing the maintenance needs, saving 50% of servicing
- Knowing the right part to bring the first time
- 4x reduction in the time spent servicing an elevator using HoloLens



A Simple View of an IoT Solution



A More Realistic View...



MICROSOFT WILL INVEST \$5 BILLION IN IoT

Our goal is to give every customer the ability to transform their businesses, and the world at large, with connected solutions.



<https://blogs.microsoft.com/iot/2018/04/04/microsoft-will-invest-5-billion-in-iot-heres-why>

Microsoft has a comprehensive set of offerings for IoT

IoT Solutions (SaaS)

Azure IoT Central
IoT SaaS

Microsoft Connected Field Service
Field Service SaaS

IoT Solution Accelerators (PaaS)

Azure IoT solution accelerators

Remote Monitoring

Predictive Maintenance

Connected factory

Platform Services & Device Support

Azure Sphere

Azure IoT Edge

Azure IoT Hub

Azure Stream
Analytics

Azure HD Insight
Spark, Storm,
Kafka

Microsoft Flow

Microsoft Power
BI

Windows 10 IoT
Core

AzureML

Azure IoT Hub
Device Provisioning
Service

Azure Time Series
Insights

Azure Event Hubs

Azure Logic Apps

Azure Maps

Azure IoT Device
SDK

Azure Stream
Analytics

Azure Sphere
Security Service

Azure Machine
Learning

Azure Data Lake
Analytics

Azure Event Grid

Azure Monitor

Azure Certified for
IoT

Azure Cognitive
Services

Windows IoT
Update Control

Cosmos DB

Azure Data Lake

Azure Websites

Azure Function

Device Support

Edge Support

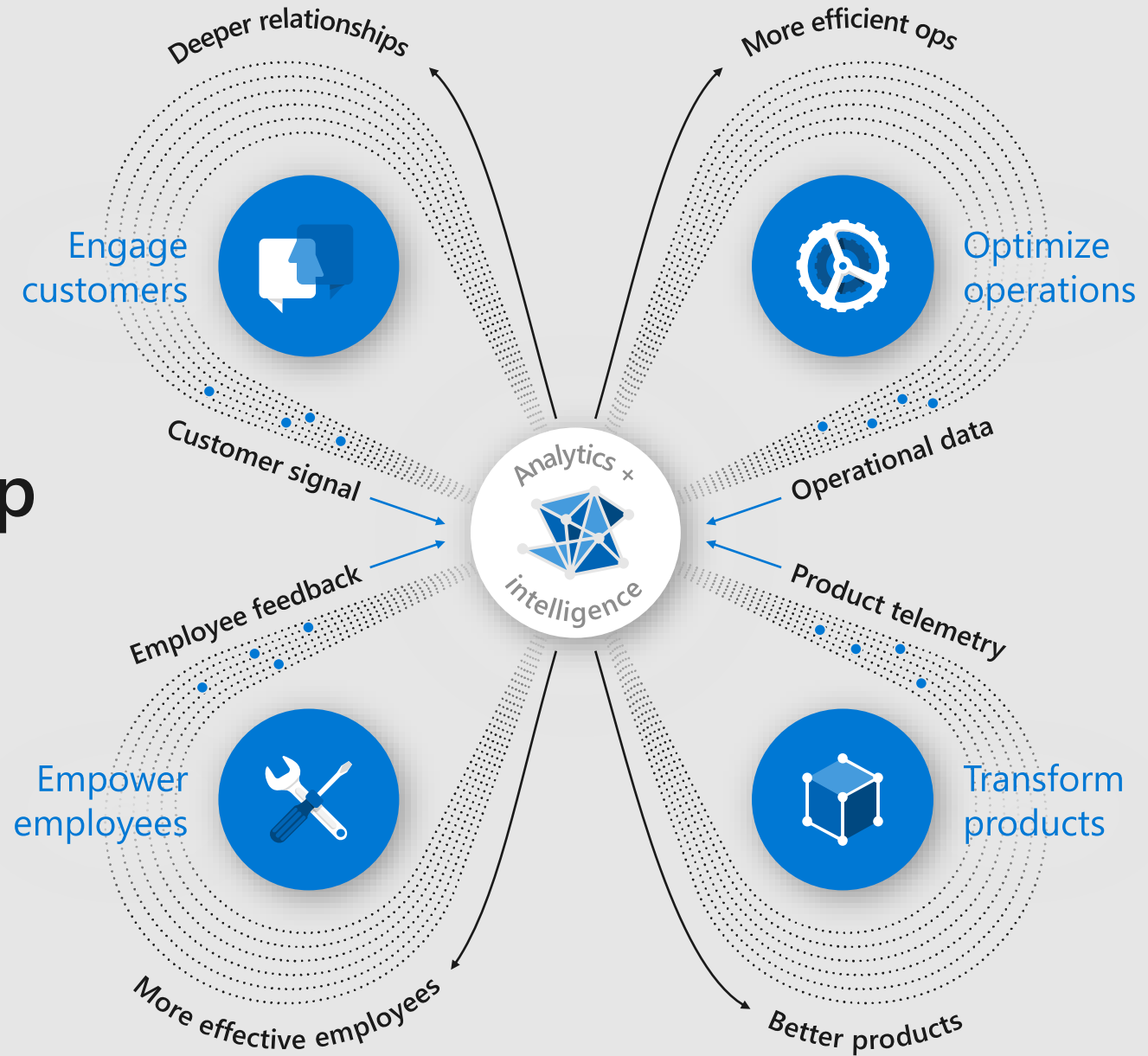
IoT Services

Data & Analytics Services

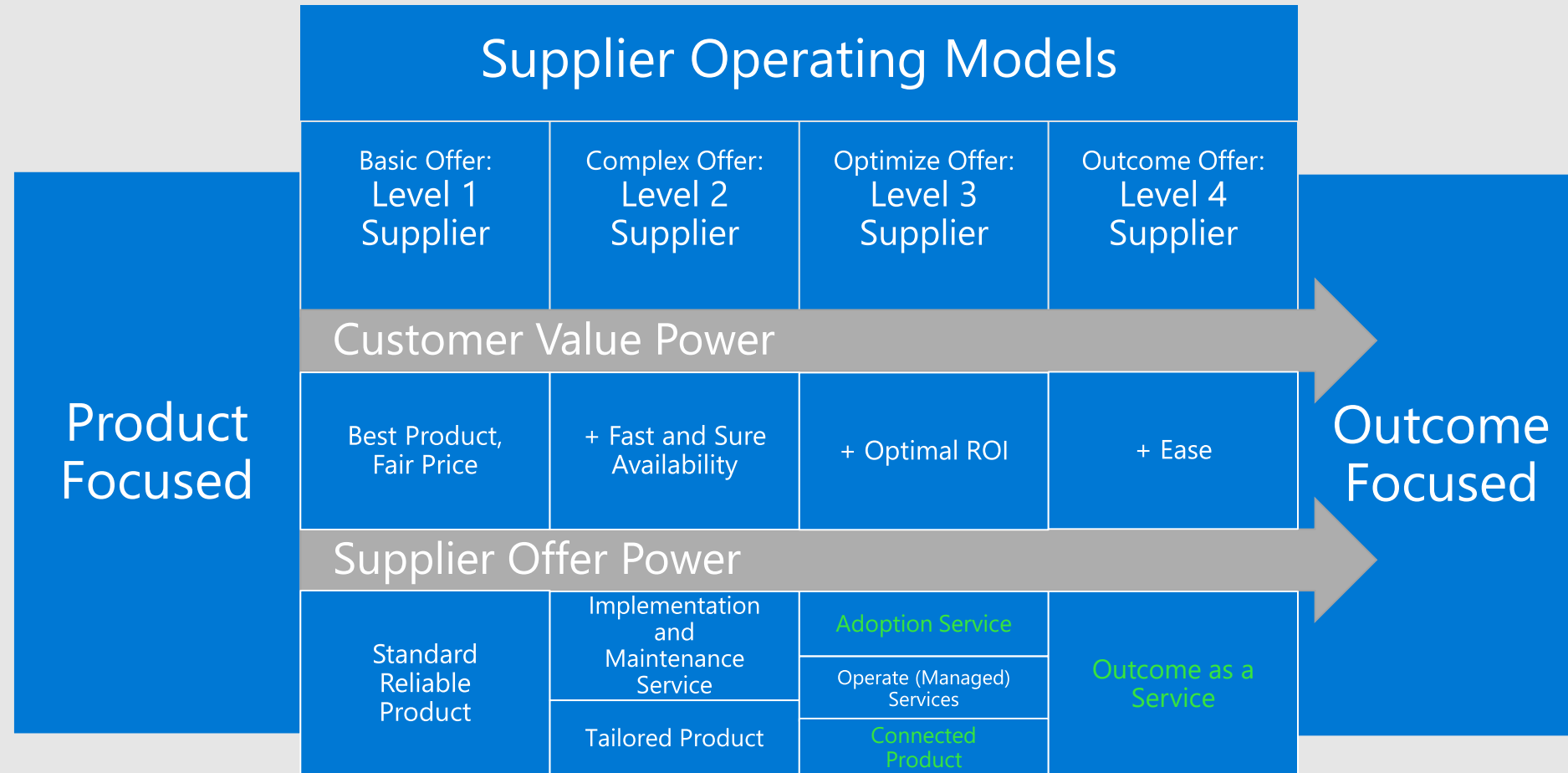
Visualization & Integration Services

Microsoft is simplifying IoT

The digital feedback loop (Connected Enterprise)



XaaS – From B2B to B4B



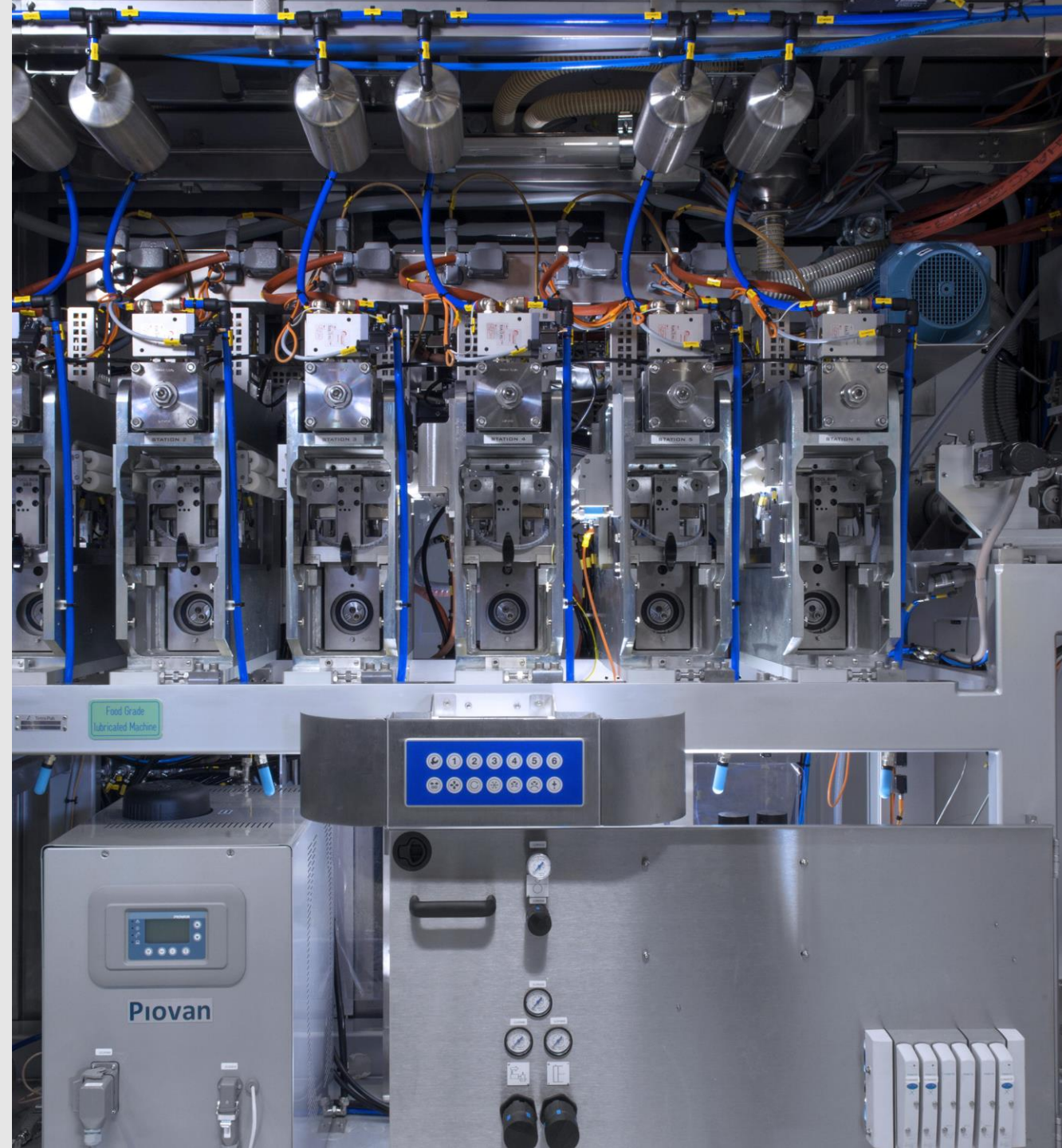
Tetra Pak transforms customer service with remote specialist support

“ This completely transforms the delivery of our support and enables quick resolution of quality issues.”

— Johan Nilsson, Vice President,
Tetra Pak Services



▶ Watch



Framework for Digital Transformation



How to succeed with your IoT Implementation

Do's

- Secure Senior Business Sponsorship
- Focus on business requirements
- Build multi disciplinary teams
- Start small, think big
- Secure the right competence
- Keep security central to all you do
- Let the needs here and now drive your architecture designs.
- Design for flexibility and change
- Take a Ecosystem approach to IoT

Don'ts

- Focus on the Technologies
- Build your own IoT Tools
- Build one solution for all your needs
- Focus on future needs
- See your middleware as the IoT solution
- Think your network is not a problem
- Underestimate the importance of quality sensors and data.
- Forget about supply chain and service organization

Customers and Partners are already transforming their industries

Steelcase

"43 percent of workers do not think their office is a great place to do creative work." **With IoT in the work environment, people can tell organizations what spaces are successful and why.**



Managing 5,600 miles of road across 29,000 square miles of glaciers, the Alaska DoT's has empowered staff to be more proactive in fighting winter storms.

CBRE

CBRE 360 mobile apps allows users to locate colleagues, navigate the workplace and reserve workspaces, and access food and beverage as well as basic building and concierge services.



Data from sensors and systems to create **valuable business intelligence** and **reduce downtime by 50%**



Cut down-time cut for each packaging line by up to 48 hours, **saving €30,000 for customers.**

HERSHEY'S

Licorice extruders on Twizzler's production line are performing at peak optimization, **saving over \$500K/year on materials alone.**



Rolls-Royce

Rolls Royce "power by the hour" model provides maximize availability by **cutting fuel consumption by 1% and up to \$250,000 per plane, per year.**

KOHLER

KOHLER Konnect allows consumers to **personalize their bath and kitchen experiences** and automate everyday tasks.

BUHLER

This new system creates a faster and more precise grain-sorting solution, eliminating 85-90% of contaminated and toxic grain.



Connected chillers are back online 9x faster than unconnected equipment, **avoiding more than \$300,000 in hourly downtime costs.**





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