

THE INTERNET OF THINGS

Driving digital transformation to optimize operations and create new business models



INTERNET OF THINGS (IOT)

Our IoT Practice helps organizations securely connect devices, processes, and people to create new levels of data integration and insight.

Today's companies are facing demands to deliver value to their customers in ways never before imagined. These demands are driving digital transformation initiatives across most organizations in an effort to fundamentally change the way they provide value to their customers. From optimizing operations to enhancing customer experience, these initiatives leverage technology to impact the business in ways previously unattainable. This is what enables leaders to transform their business and shift to new, disruptive models that often incorporate an IoT component.

Imagine a world of intelligent things, processes, and services all interacting together to provide people and businesses with enhanced experiences and optimized opportunities. It is these experiences and opportunities that are the driving force behind IoT. This hyper-connected world presents the ability to create new insight that fundamentally changes the way we interact with the environment around us.

By securely connecting intelligent things, organizations can harness the power of data to create impactful insight and uncover new revenue streams or potential.

ARRAYA'S UNIQUE APPROACH

To drive this type of transformation, we use a prescriptive approach to fully understand our customers' business and then layer on technology and cyber security expertise. Our approach follows a four-step process:

01 Understanding

Using a series of workshops and assessments, we are able to fully understand and define digital transformation and IoT opportunities – as well as determine the capability of the current technology to support them.

02 Ideation

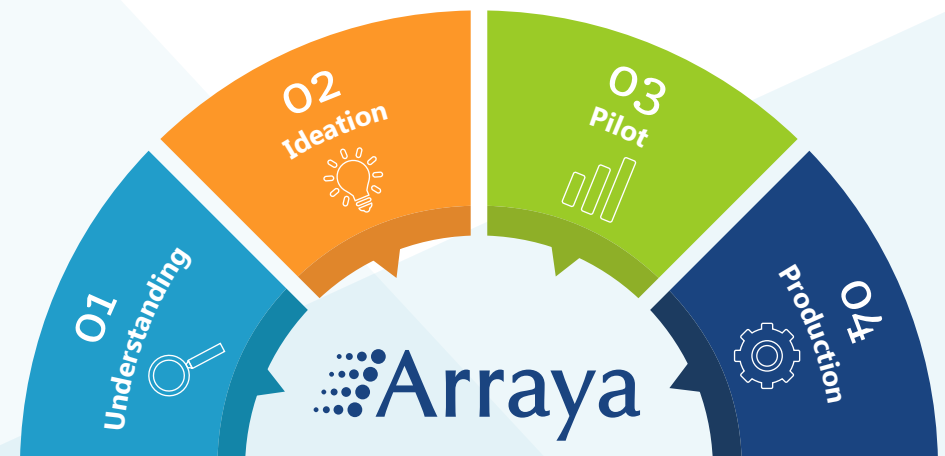
Incorporating rapid innovation techniques, we review, uncover, and assess the ways in which new or existing technology can be leveraged to support the overall initiative.

03 Pilot

We work in tandem to develop a proof of value to ensure the initiative provides the expected positive impact.

04 Production

We provide support from rollout to a production system.



AREAS OF VALUE CREATION

We can meet the IoT needs of any size organization across a wide range of industries....

INDUSTRIAL IOT (IIOT)

Spanning multiple industries (including manufacturing, utilities, transportation, healthcare, agriculture, and building management), IIoT is generally focused around the connectivity of industrial control systems, automation, and sensors in these environments. The goal of IIoT is to improve operational efficiency, provide increased visibility into the entire value-chain, and offer increased collaboration between humans and machines in a fully secured environment focused on system availability.

Examples of solutions that Arraya can provide in this space include:

- Connected Manufacturing
- Connected Machines
- Fleet Management
- Mobile HMI
- Energy Management
- Predictive Maintenance

CONNECTED THINGS

According to Gartner, over eight billion connected “things” will be in use during 2017. Already up thirty one percent from last year, the number will only continue to skyrocket over the next decade. All types of sensors, tags, and monitoring systems will be utilized to provide new operational efficiencies, better safety and security, and an improved understanding of how the Things in our world interact together.

Examples of solutions that Arraya can provide in this space include:

- Fleet Management
- Cargo Monitoring
- Field Personnel Safety
- Remote Asset Monitoring
- Location Tracking
- Agricultural Monitoring
- Connected Field Service

CUSTOMER EXPERIENCE

The Internet of Things represents a huge opportunity for hotels, retailers, healthcare institutions, and other hospitality-related industries to recapture customer mindshare by adding value to their customers’ in facility experience. Additionally, marketing-focused IoT initiatives provide for differentiation and increased revenue opportunities while isolating and protecting confidential data.

Examples of solutions that Arraya can provide in this space include:

- Digital Signage
- Remote Video Expert
- Customer Dwell Time
- Wayfinding
- Self-Service Kiosks
- Asset Usage Benchmarking

SMART SPACES

The Internet of Things is delivering improved experiences in the area of Smart Spaces that are also more aligned to the priorities of property owners and managers. IoT is enabling building management systems to deliver more accurate and actionable information for improving operations, lowering energy utilization, and providing exceptional tenant experience. Additionally, IoT is allowing for the optimization and improved efficiency and security of HVAC, lighting, fire & life safety, and security & access controls.

Examples of solutions that Arraya can provide in this space include:

- Video Surveillance
- Smart LED Lighting
- Energy Management
- Environmental Monitoring
- Access Control Systems
- Structural Health Monitoring

INSIGHT

Unfortunately, 90 percent of data created in IoT is never captured, studied or utilized. And that is where the true potential of IoT lies. It’s not just the devices that generate valuable data, but also the intelligence that is built to consume that data, analyze it and generate actionable insights. Data-driven companies are using IoT data to enhance customer service, generate more revenue from new products and optimize operations. Analytics is the key to creating meaningful insights from the plethora of data that comes in everyday.

Examples of solutions that Arraya can provide in this space include:

- Yield Loss
- Predictive Maintenance
- Video Analytics
- Location Analytics
- Streaming Analytics
- Security Analytics

Ready to get started?

Reach out today to schedule an Innovation Discovery Workshop

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