INTERNET OF THINGS: THE ENTERPRISE ACCELERATOR

ACCELERATING YOUR ENTERPRISE: PROJECTED SAVINGS OPPORTUNITIES

EMPOWERING CUSTOMERS

- Provide real-time notifications, alerts, and issue resolution at point of sale
- Customize buying journey due to greater understanding of customer priorities and interactions
- Streamline buying process due to the customized buying journey and issue resolution

ENHANCED VISIBILITY HELPS BUSINESSES:

- Understand buying habits across channels
- Improve engagement with preventive outreach

LESS DOWNTIME – GREATER BENEFITS

Reducing downtime through preventive maintenance measures can lead to significant savings as well as increased insights regarding usage and future product design.

MONITOR

Receive notifications of potential problems

EVALUATE

Triage issues before rendering service

PREPARE

Anticipate needs still reduce repair time

SAVE

Reduce service costs and maintain inventory

INNOVATE

Use data to provide feedback on products

EXAMPLES OF INCREASED CUSTOMER VALUE

- Improved service experience
- Better product development
- Expedited validation of warranty claims

CURRENT WORLDWIDE IOT ROLLOUT

- 15% Use IoT externally
- 68% Are investing assets to IoT applications
- 74% Are exploring IoT applications externally
- 36% Are exploring IoT internally
- 90% Will use IoT in the next 3 years

LEVERAGE THE VALUE OF THE IOT

- Improve Customer Experience
  - Get Connected to Customers via Smart Products
- Increase Asset Utilization
  - Reduce Costs through Automation
- Encourage Employee Productivity
  - Increase Labor Efficiency using Smarter Data
- Commit to Innovation
  - Reduce Time to Market
- Authenticate Devices
  - Verify all credentials on mobile devices

SECURE THE IoT

- Boot Securely
  - Verify authenticity and integrity with digital signatures
- Control Access
  - Minimize risk by segmenting devices
- Utilize Intrusion Prevention Systems
  - Create unique firewalls per protocols for devices
- Firewalling / Intrusion Prevention Systems
  - Providing unique protocols for devices
- Enforce Smart Updating
  - Deliver patches and updates regularly

GETTING STARTED – PILOTING THE IOT FOR YOUR ENTERPRISE

- PRIORITIZE - Determine the best opportunities for your enterprise based on your vision
- ANALYZE - Select an opportunity that will be the basis for running the pilot
- PLAN – Work with Acumen Solutions to plan the devices, data, interfaces, and success metrics for your program
- EXECUTE THE PILOT – Realize that with the right partner, these programs can be executed in just weeks