



Highlights

- Shows the business value of IoT before committing to the full installation
 - Faster time to market with a unified monitoring and management service
 - Simplifies IoT device management with a single point of contact (SPOC)
 - Maximize ROI on your IoT initiative with a unified service
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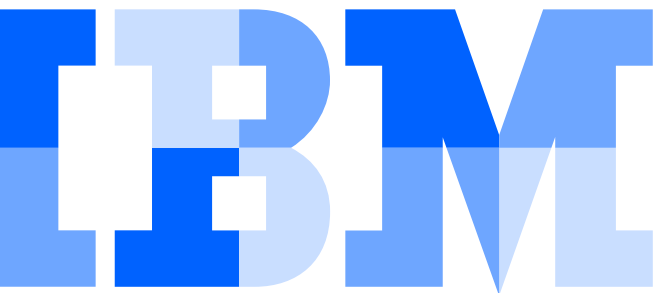
IoT device lifecycle services from IBM

Gain new capabilities and efficiencies with a unified, end-to-end IoT services solution

You might be looking to increase efficiencies, improve operational insights, and provide new capabilities to your staff and customers with an Internet of Things (IoT) initiative. What you've probably found is that the IoT market is very fragmented, without agreed standards, which can lead to multiple challenges, including tremendous inefficiencies and a shortage of skilled employees. You might have been forced into implementing point solutions, making it difficult to deploy and support multiple IoT solutions.

IoT device lifecycle services from IBM is likely your solution. It's a holistic suite of services, tools and platforms that enable end-to-end enterprise IoT edge device deployments and management that includes:

- Strategy, proof of concept (POC), and pilot deployment services to demonstrate the technical capabilities and business outcomes of full-scale IoT deployment
- Field deployment and device onboarding; includes site survey, device procurement, site deployment, staging, kitting, and warehousing to complete an enterprise rollout of IoT infrastructure and capabilities
- Continuous monitoring, management and support services of IoT edge devices around the globe, throughout the lifecycle of the IoT deployment



IBM's solution is built on a unified platform for efficient implementation, monitoring and management. IBM is device agnostic, working with you to maximize the value of the IoT deployment. Also, IBM can create customized dashboards, so you can visualize the data and make better-informed business decisions.

Confirm the business value of IoT before committing to the full installation

Many CIOs have a difficult time proving to the CFO what the real business value will be in a fragmented market. IoT device lifecycle services from IBM will help you develop a package of measurable business outcomes to demonstrate the value of a unified IoT project.

Faster time to market

Many enterprises bog down during the POC phase or face more challenges than anticipated when deploying at business scale. This increases frustration within the organization and can delay the bottom-line benefits that an IoT initiative can bring. With IBM consulting and managed services, you can reduce the time to roll out a new solution, helping you maximize your return on investment (ROI) on the initiative.

Simplify management with an SPOC

Do you need to interface with multiple device, platform and service providers when deploying and managing your IoT initiative? Wouldn't life be easier if you just had to make one call? This process can help lower your risk, increase efficiency, reduce downtime, and ultimately cut costs when you streamline with an SPOC, operating a unified IoT initiative. IBM provides an overarching, managed service—including all IoT edge devices—within one service umbrella.

Improve visibility into operations with a unified dashboard

If you're having trouble gathering business insights from multiple IoT platforms, you'll find that having all data reported through a single dashboard will make your life easier. A customizable dashboard can provide a unified view of identified issues, solved problems and changes in the operating environment, plus actionable insights for greater efficiency and potential competitive advantages.

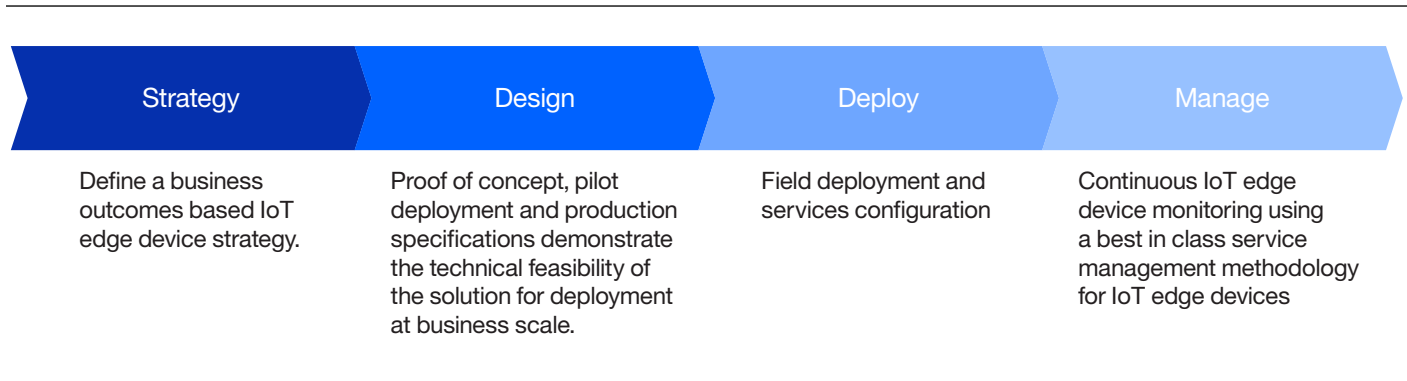


Figure 1: IBM delivers an end-to-end service for Internet of Things (IoT) edge devices.

Why IBM?

IBM has the experience to:

- Support you with consulting and services across the entire IoT value chain.
- Draw on its deep and wide ecosystem of trusted vendors across the IoT value chain—from original equipment manufacturers (OEMs) to platforms and application providers.
- Strategize a unified IoT service that's easier to scale up from POC to pilot, to full business scale.
- View IoT deployments holistically, providing a unified monitoring and management platform to deliver a common service across all of your IoT edge devices.

For more information

To learn more about IoT device lifecycle services from IBM, please contact your IBM representative or visit ibm.com/services/digital-workplace/modernization.

Additionally, IBM Global Financing provides numerous payment options to help you acquire the consulting and services you need to grow your business. For more information, visit ibm.com/financing.



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