INDUSTRIAL IoT SOLUTIONS FOR BUYERS

Fast, cost effective delivery of Actionable Intelligence
Where you want it, when you need

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Managing Director - DeviceLynk

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Booth: C13

INDUSTRIAL IoT – NOT JUST FOR BUILDERS ANYMORE

We've come a long way since the Industrial Internet of Things (IIoT) became its own 'thing' – when hardware, software, and services were mostly targeted towards developers and engineers – i.e. builders.

UNIQUE IN TODAY'S INDUSTRIAL IoT ENVIRONMENT

ThingWorx
A PTC Business
PARTNER PROGRAM

ACTIONABLE INTELLIGENCE

INDUSTRIAL IoT REALIZED BY ACTIONABLE INTELLIGENCE

Remote Assets

Dark Data

Connectivity

DeviceLynk Agent

DeviceLynk Users

Actionable Intelligence

Data You Can See & Use

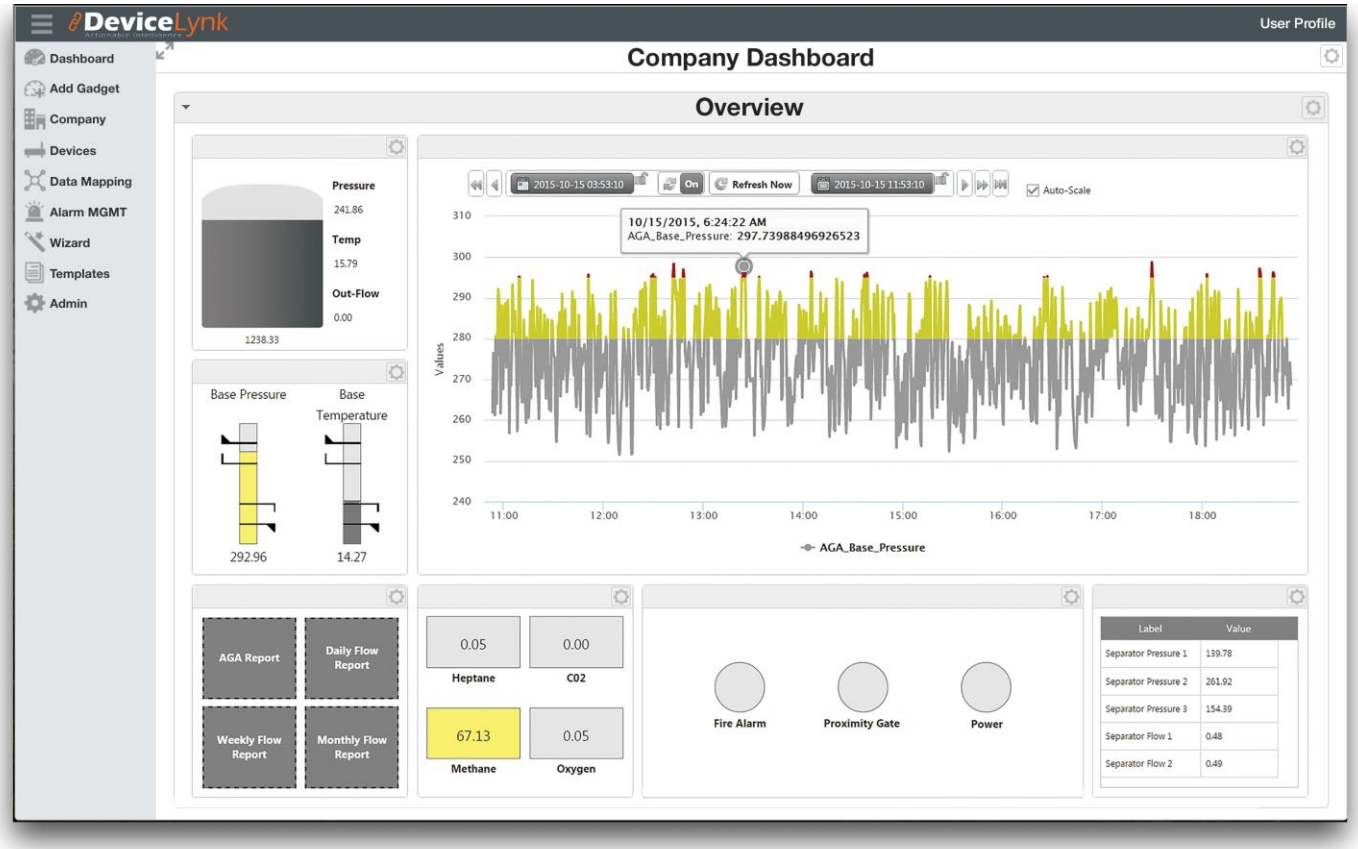
kepware TECHNOLOGIES

Lanner

libelium

OPTION WIRELESS TECHNOLOGY

DIALED INTO THE HOTTEST INDUSTRIAL AUTOMATION TRENDS



Situational Awareness

Complexity made Simple

- Quickly and accurately focus the recipients attention to the areas requiring action
- Provide a contextual overview of the assets being monitored
- Promotes ‘Decision Support’ for operators and managers

UNIQUE IN TODAY'S INDUSTRIAL IoT ENVIRONMENT

"Build" or "Buy"? DeviceLynk makes the decision easy!

- Everything you need to **"realize"** Actionable IIoT Intelligence quickly & cost effectively

- Become a DeviceLynk "Buyer" and you too can **"realize"** the true value of Actionable Intelligence

ADVANTAGES OF BUYING A COMPLETE IIoT SOLUTION FROM DeviceLynk

Actionable Intelligence

- ✓ No custom engineering required / Provides seamless updates
- ✓ Fully-integrated connectivity = Actionable Intelligence
- ✓ Extensive dashboard library designed by industry professionals
- ✓ Situational Awareness theme
- ✓ Industrial-grade infrastructure
- ✓ Immediate Time-to-Market

USE CASES FROM DEVICELYNK BUYERS

- ❑ Water Quality Monitoring
- ❑ Drilling Management
- ❑ District Energy

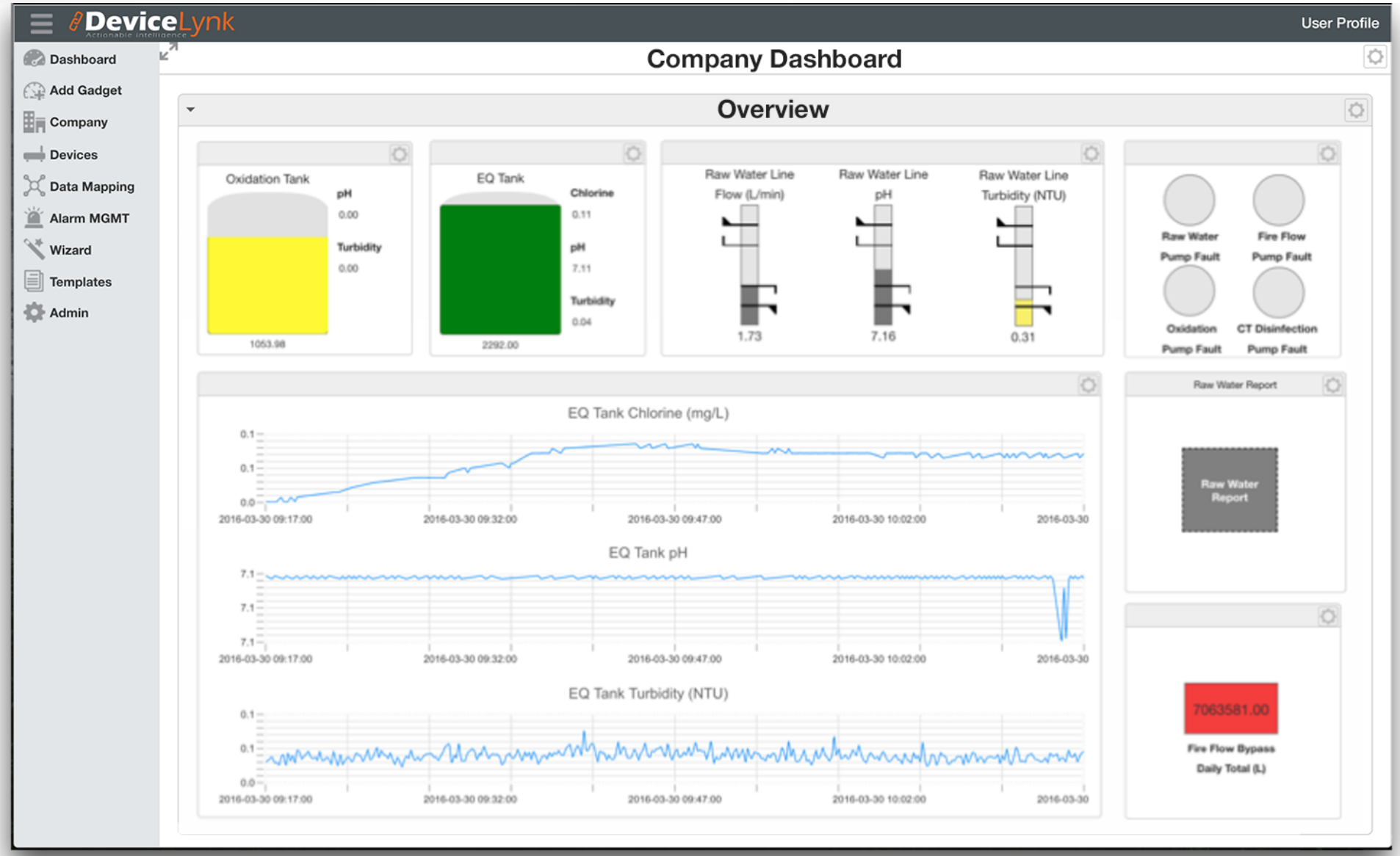
DEVICELYNK USE CASE: WATER QUALITY MONITORING

The Government of Northwest Territories wishes to connect 21 existing SCADA systems at remote locations in Northern Canada, improve reporting accuracy and timeliness, and guarantee communities receive clean, safe drinking water.

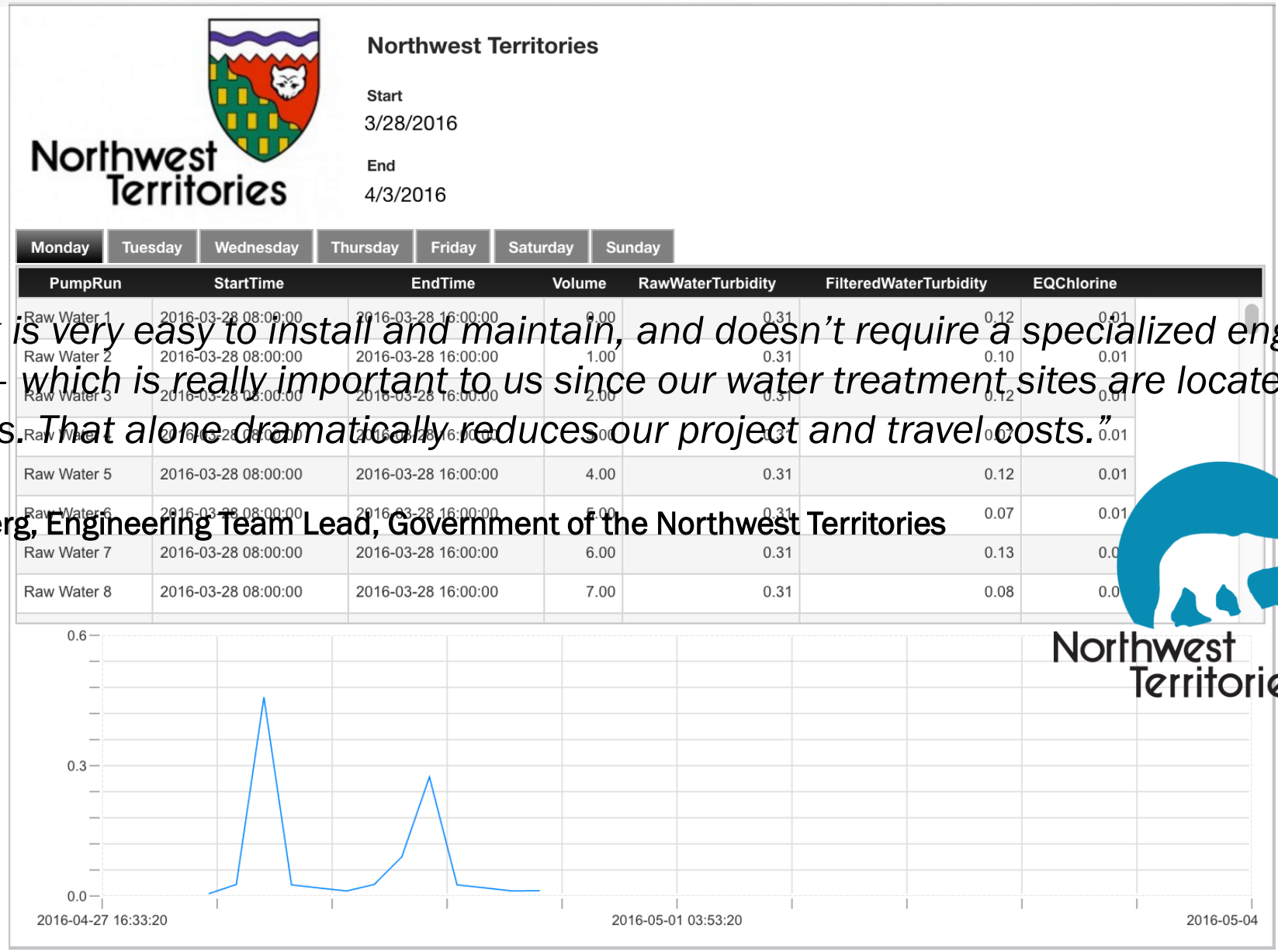
The customer's project goals:

- Receive real-time notifications for water quality – with alerts should unsafe conditions occur
- Consistent water reporting across entire region with improved accuracy and timeliness
- Guarantee communities receive clean, safe drinking water

DEVICELYNK USE CASE: WATER QUALITY MONITORING



DEVICELYNK USE CASE: WATER QUALITY MONITORING



"DeviceLynk is very easy to install and maintain, and doesn't require a specialized engineer or consultant – which is really important to us since our water treatment sites are located in remote communities. That alone dramatically reduces our project and travel costs."

Justin Hazenberg, Engineering Team Lead, Government of the Northwest Territories

Northwest Territories

USE CASES FROM DEVICELYNK BUYERS

- Water Quality Monitoring
- Drilling Management
- District Energy

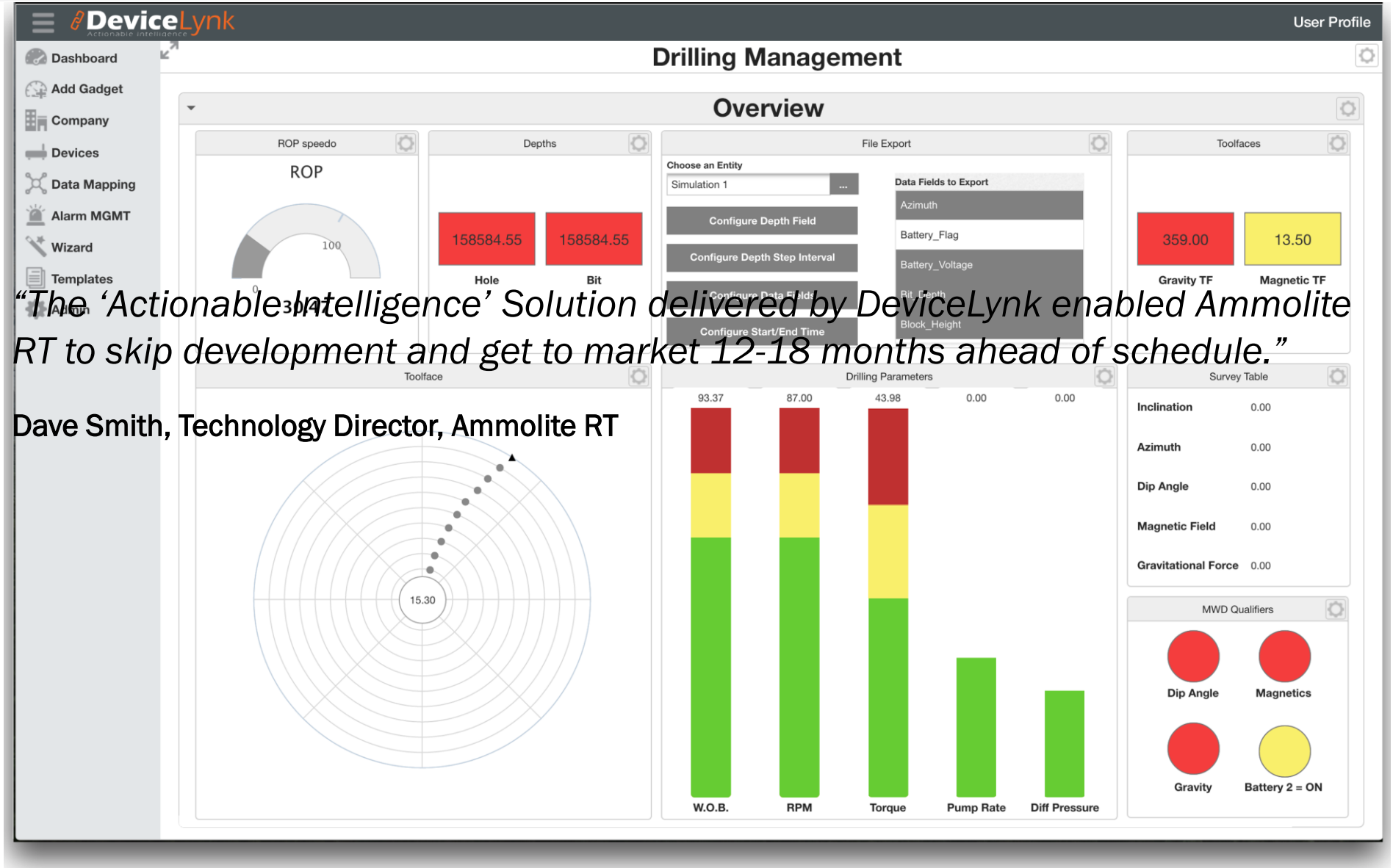
DEVICELYNK USE CASE: DRILLING MANAGEMENT

Calgary-based Ammolite RT aims to provide expertise as a service to the directional drilling industry to reduce drilling time kick-off, improve production, and reduce costs.

The customer's project goals:

- **Drilling performance optimization** – reduce overall cost per meter drilled
- **Machine Health Monitoring** – better planning of equipment maintenance schedules
- **Remote Data Visibility** – streamline the decision making process
- **On-Going Cost Reductions** – based on proper equipment utilization and reduced servicing

DEVICELYNK USE CASE: DRILLING MANAGEMENT



"The 'Actionable Intelligence' Solution delivered by DeviceLynk enabled Ammolite RT to skip development and get to market 12-18 months ahead of schedule."

Dave Smith, Technology Director, Ammolite RT

USE CASES FROM DEVICELYNK BUYERS

- Water Quality Monitoring
- Drilling Management
- District Energy

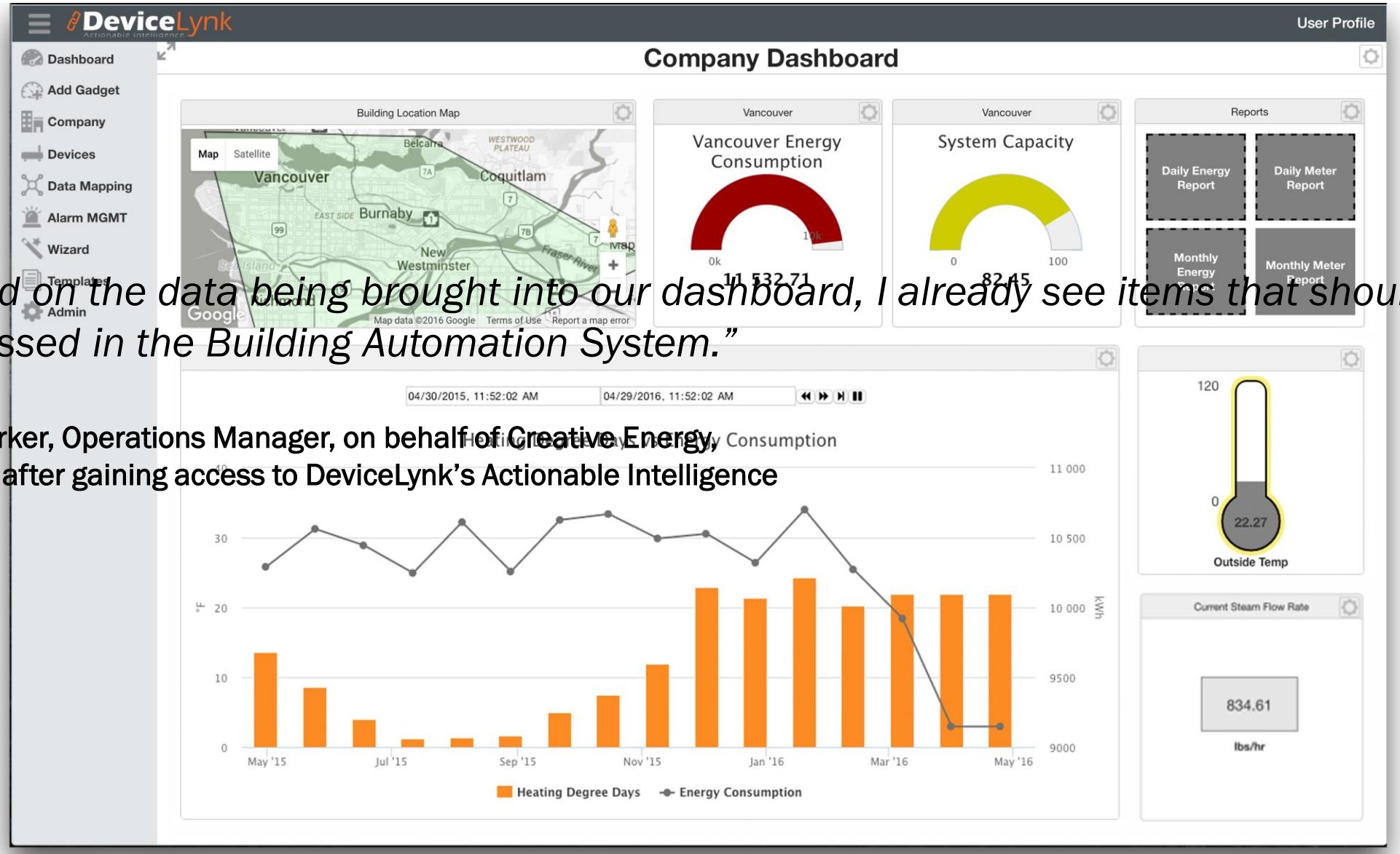
DEVICELYNK USE CASE: DISTRICT ENERGY

Vancouver-based Creative Energy seeks remote monitoring solution for automated metering, customer retention, and more efficient system utilization.

The customer's project goals:

- Automate system-wide meter reading
- Provide customers with visibility into energy usage and billing
- Enable mobile maintenance staff with real-time data on mobile devices
- Make generation facility data available outside the control room

DEVICELYNK USE CASE: DISTRICT ENERGY



"Based on the data being brought into our dashboard, I already see items that should be addressed in the Building Automation System."

- Lori Parker, Operations Manager, on behalf of Creative Energy,
4 Hours after gaining access to DeviceLynk's Actionable Intelligence

Build vs. Buy - You now have a choice!

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