

A Modem?

A Cellular Router?

A Manufacturing Factory?

A Chicken Coop?

A Smart Pill Dispenser?

A Coal Mining Machine?

Sensors on iDigi/Exosite/Device Cloud Du Jour?

All of the Above?

None of the Above?



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Source	Comments	Solution Options
Devices/Sensors	100's of Gateways and Sensor Packages. More appearing every day. Tens of thousands of standalone sensors w/ local connectivity.	ThingWorx SDK, ThingWorx EMS in Gateway, Server Side Protocol Adapters for Industry Standard Protocols (e.g. MQTT, CoAP)
OEM Equipment	Unique/Proprietary Protocols to each OEM	Embedded ThingWorx EMS ThingWorx EMS as a Gateway ThingWorx SDK
Internet/Web Based Device Clouds	Horizontal and vertical providers. New ones appearing every month	ThingWorx Device Cloud Extensions
Intranet / Local Networks	Factory Systems, Building Automation. OSI PI, SCADA, HMI, etc	Direct connection to on-site ThingWorx server, or OPC /EMS based edge solution

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“The nice thing about standards is that there are so many to choose from.” *

SMS OPC ZigBee/ZWave

HTTP Device Clouds Modbus TCP/UDP

MQTT CoAP XMPP REST

SNMP 6LoWPAN Serial/USB BACNET

* Andy Tannenbaum - *Computer Networks*, 2nd ed

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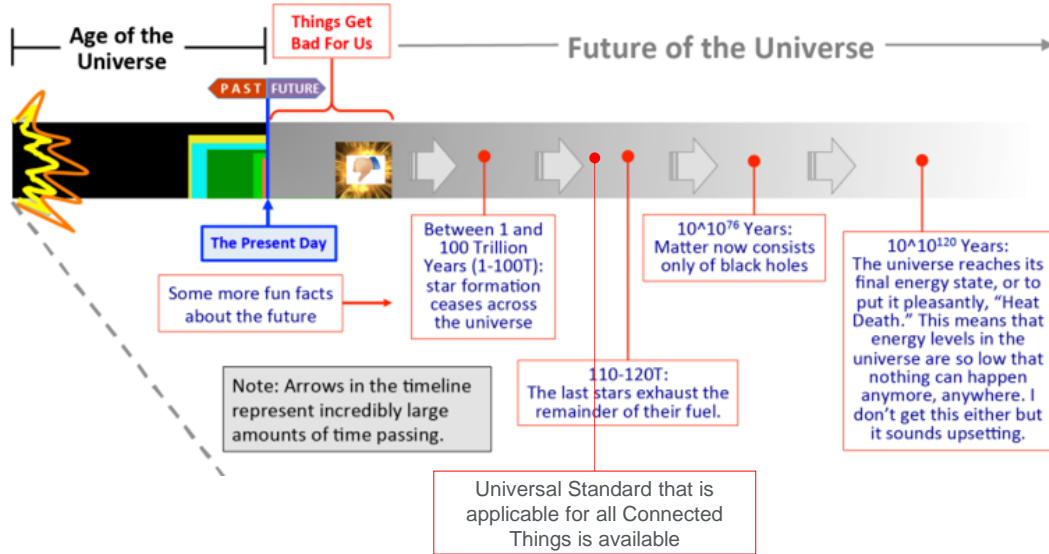
“Standards are like toothbrushes, everyone agrees that they’re a good idea but nobody wants to use anyone else’s.” *



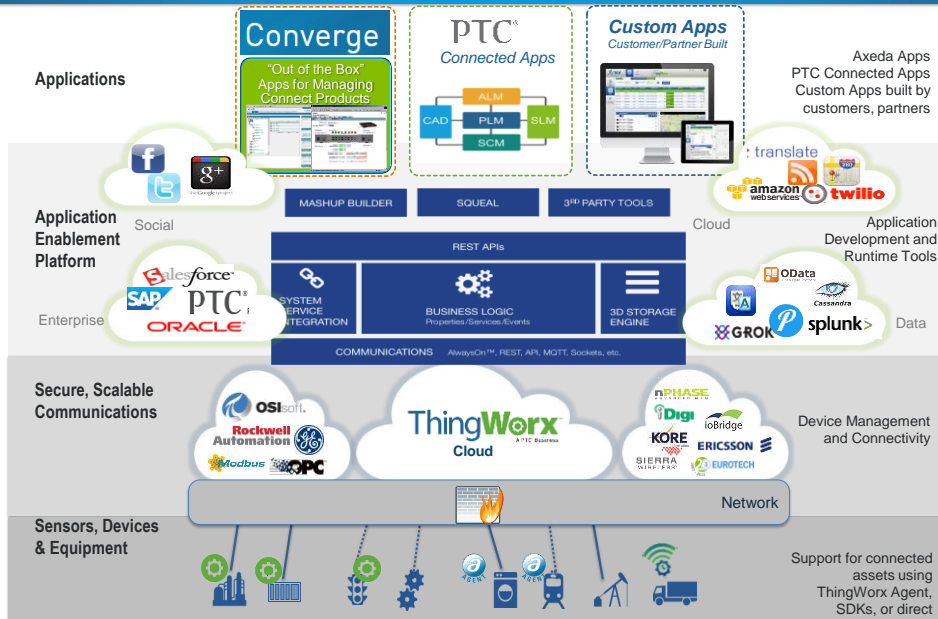
* Attribution of who and when this was originally said this seems to have been lost to the ether

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Estimated Timeframe For a Universal IoT Standard



Connectivity Is Not Just About Things ...



- **Discovery/invocation**
 - Device discovery & registration
 - Metadata and capability discovery
- **Bi-directional file transfer**
 - Software updates, log/config file access, etc
- **Streaming/tunneling**
 - Remote access (SSH, VNC, etc.)
 - Images/video
- **Device monitoring/management**
 - Availability/connection status
 - Communications provisioning/monitoring



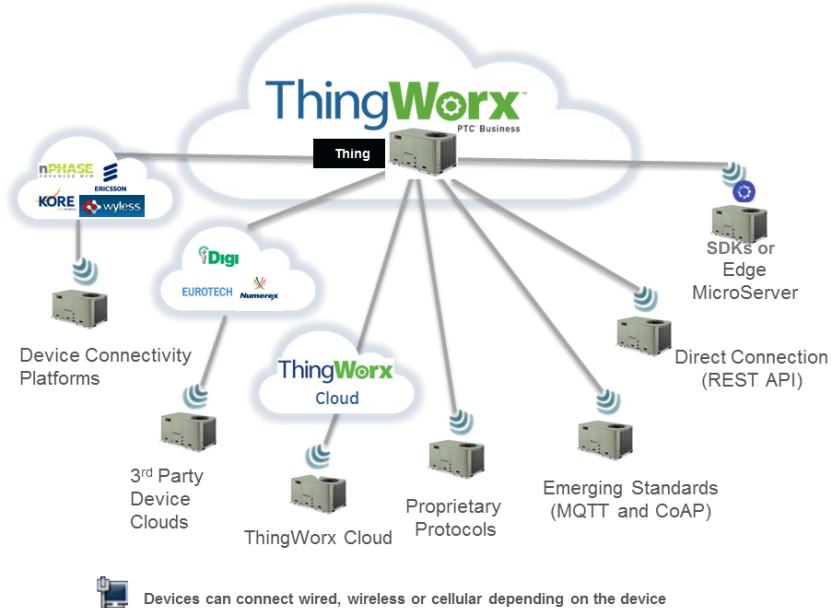
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- Ignore the noise and the shiny objects, focus on you business and your industry.
- Keep abreast of the standardization efforts in your industry.
- Find a partner with a platform that doesn't force you into compromises with a generic "one size fits all" protocol.
- Choose a platform that can handle both your current and future connectivity needs – evolution and change are inevitable.

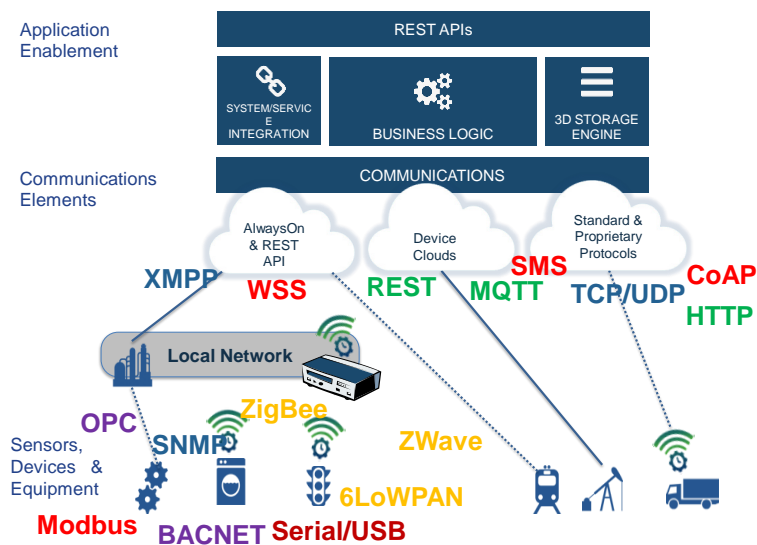


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The ThingWorx "All of the Above" Approach to Connectivity



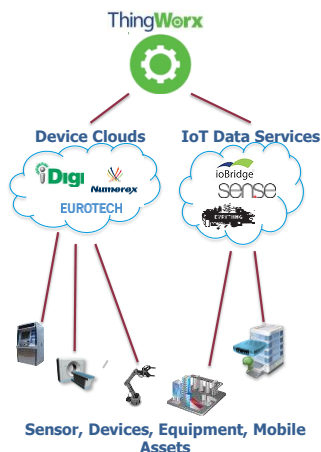
Which Enables Support for Both Short and Long Haul Protocols





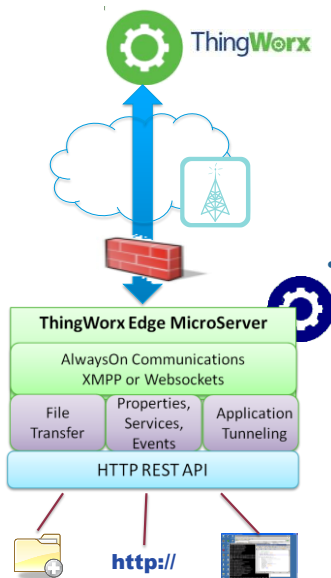
- Utilizes built-in ThingWorx platform extensibility model.
- Support for emerging standards such as CoAP and MQTT.
- Can be used in situations where an existing deployment is already in place using either standard or proprietary protocols.
- Also used in new deployments where the edge device is highly resource constrained and the EMS or SDK is not appropriate.

ThingWorx



- Utilizes built-in ThingWorx platform extensibility model.
- Easy integration via HTTP REST, SOAP, and proprietary APIs.
- Used in situations where an existing deployment is already in place or service specific hardware is used.
- Existing integrations with iDigi, Eurotech, Xively, Sierra Wireless, Novatel and others.

ThingWorx



- AlwaysOn Provides Secure, Bi-Directional, Firewall Transparent, Low Latency interaction with devices.
- Also provides secure, audited file transfer and application tunneling (e.g. Remote Desktop, SSH).
- Transport agnostic – works in both wired and wireless settings.
- EMS
 - Lightweight (~750KB), pre-built, embeddable software component.
 - Used where edge intelligence and/or data aggregation is needed.
 - Exposes RESTful API to external components.
 - Supports Windows & Linux environments
- SDKs
 - Libraries for building custom agents
 - Full AlwaysOn capabilities
 - Multiple languages including Java, C, .NET, iOS, and Android
 - Language specific extensions for easy development

ThingWorx

Device OnBoarding Examples

Integration Examples: Smart Pill Dispenser

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- Device Type: Fixed Function
- Connectivity Mechanism: SMS
- Integration: Direct to SMS Gateway
- Approach: Modeled Smart Pill Dispenser
- in ThingWorx Composer. Parsed SMS messages to update properties and invoke services.
- Application: Alerted physician & caregiver based on certain messages. Displayed status/warnings.
- Timeframe: Integration to SMS gateway: 0.5 days, message parsing: 0.5 days.
- **Total: On-Boarding: 1 day, Application: 2 days.**



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Integration Examples: Multitech OCG-D Gateway

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- Device Type: General Purpose Gateway
- Connectivity Mechanism: ThingWorx Protocol
- Integration: ThingWorx Edge MicroServer
- Approach: EMS ran out of the box on OCG-D ARM/ Linux platform. Used native EMS scripting to interact with I/O and radio on OCG-D.
- Application: Device monitoring dashboard interacting with I/O on the OCG-D.
- Timeframe: EMS Integration to OCG-D: 1 hr, Lua scripting for I/O: 0.5 days, application development: 1 day.
- **Total: On-Boarding: 0.5 day, Application: 1 day.**



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Integration Examples: Fitness Equipment Monitoring

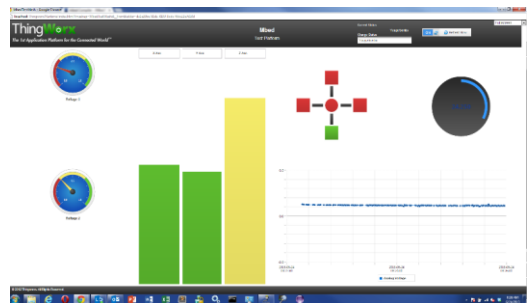
- Device Type: Fixed Function
- Connectivity Mechanism: Eurotech Everyware Device Cloud API
- Integration: ThingWorx Extension (pre-built)
- Approach: Use out-of-the-box integration to Eurotech cloud, w/Eurotech ReliaGATE for data acquisition. Modeled exercise equipment.
- Application: Personal fitness gamification, remote monitoring & proactive service of fitness equipment.
- Timeframe: Device Cloud integration: 0 days, modeling of equipment and specific device I/O: 2 days,
- **Total: On-Boarding: 2 days, Application: 5 days.**



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Integration Examples: ARM mBED Platform

- Device Type: Sensor/Data Acquisition System
- Connectivity Mechanism: AlwaysOn
- Integration: ThingWorx C SDK
- Approach: C/C++ code using ARM environment. Complete, bi-directional connection.
- Application: Interactive dashboard displaying sensor readings, capturing history, and interaction with actuators.
- Timeframe: Custom “agent” development and model: 2 days
- **Total: On-Boarding: 2 days, Application: 1 day.**



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Integration Examples: AnyData OBD-II Device

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- Device Type: Fixed Function
- Connectivity Mechanism: Proprietary TCP/IP Protocol
- Integration: Platform Extension
- Approach: Create Platform Extension in Java to handle AnyData OBD-II Device's proprietary TCP/IP protocol
- Application: World CNG – monitoring Taxi's, vehicle fleets that have been converted to Natural Gas
- Timeframe: Platform Protocol Extension: 4 days, Modeling: 1 day, Mashups: 2 days.
- **Total: On-Boarding: 4 days, Application: 3 days.**



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Integration Examples: Manufacturing

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- Device Type(s): Industrial controller (Siemens PLCs) and data historian (OSI PI).
- Connectivity Mechanism: ThingWorx AlwaysOn through embedded OPC and ADO.NET to manufacturing equipment
- Integration: ThingWorx EMS + .NET Adapter
- Approach: Use pre-built ThingWorx adapters to OPC and ADO.NET. Dynamically browse exposed sensors and map them to ThingWorx model components (Things).
- Application: Manufacturing monitoring/execution, bridge from cloud to production systems behind firewall
- Timeframe: 5 days
- **Total: On-Boarding 1 day, Application 4 days**



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Integration Examples: Libelium Sensor Network

- Device Type: Sensor/Data Acquisition System
- Connectivity Mechanism: ThingWorx protocol and ZigBee
- Integration: ThingWorx EMS



- Approach: EMS ran unmodified on Libelium Gateway. ThingWorx scripting used to connect to ZigBee protocol. Libelium WaspMote and sensors types modeled as “Things”.
- Application: Golf Course monitoring plus integration into work order system and chemical inventory/data.
- Timeframe: EMS Integration: 1 hour, Xbee Integration: 1 day, Modeling: 1 day, Application: 3 days.
- **Total: On-Boarding: 1 day, Application: 4 days.**

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Summary: Abstraction at the API Layer is Far More Important Than Interoperability at the Protocol Layer

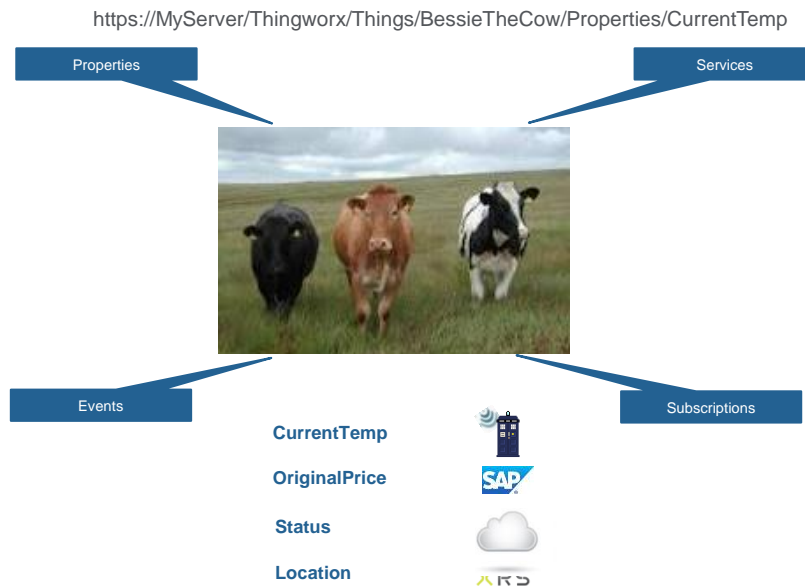
<https://MyServer/Thingworx/Things/BigBerthaTheMiner/Properties/CurrentTemp>



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Summary: Abstraction at the API Layer is Far More Important Than Interoperability at the Protocol Layer

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Summary: Winning In the Internet of Things Requires:

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- Inclusion of devices, systems, and people as participants (and revenue sources)
- Extremely rapid on-boarding of new device types, regardless of connection (cellular, broadband, private network, etc.)
- A way to develop and deploy innovative applications 10X faster than the competition

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