

# Who We Are

## Innovation & IoT Leader Germany 2018

- Founded in 2003, located in Munich
- Managed by 3 founders, KUKA as shareholder
- IoT pioneer and leading IoT platform provider
- 90+ employees, >150 IoT projects
- Continuous growth of approx. 40-50% p.a.
- Strategic partner network and cooperations with e.g. Microsoft, Empolis



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Internet of Things (I4.0)  
Platforms, Services & Solutions  
Leader Germany

2018

isg Provider Lens



# Our IoT Expertise

## 3 Core Segments

**>90**

**IoT experts** for your project

**15**

15 years of **experience**

**150+**

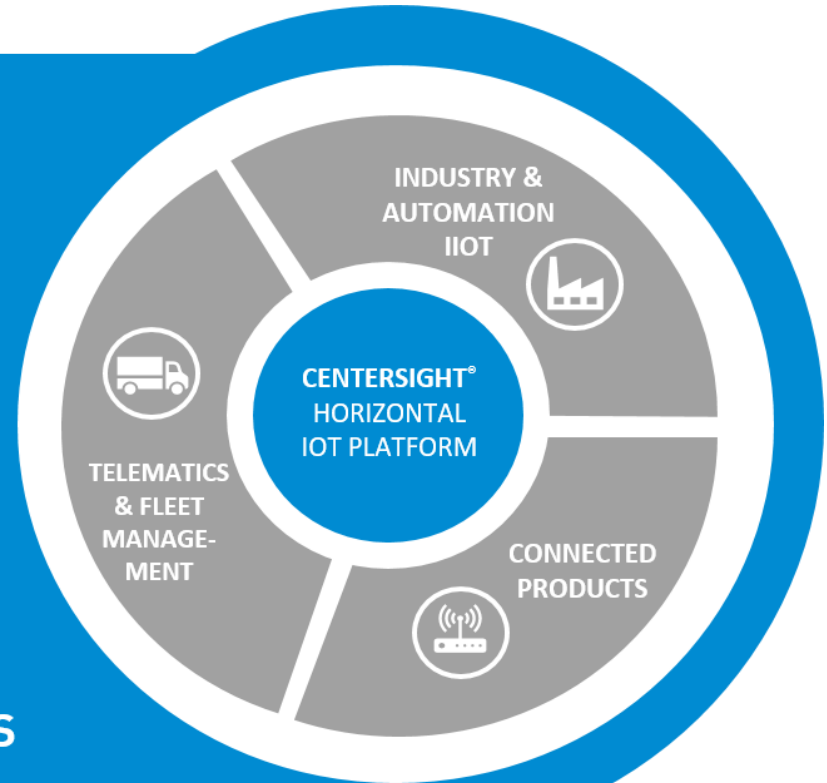
Realization of 150+ **IoT projects**

**JAVA**

**Software** made in Munich

**LOTS**

of potential for **YOUR USE CASES**



# Performance Figures

## Connected Devices

**1,000,000**

**CONNECTED DEVICES**



# What We Do Best

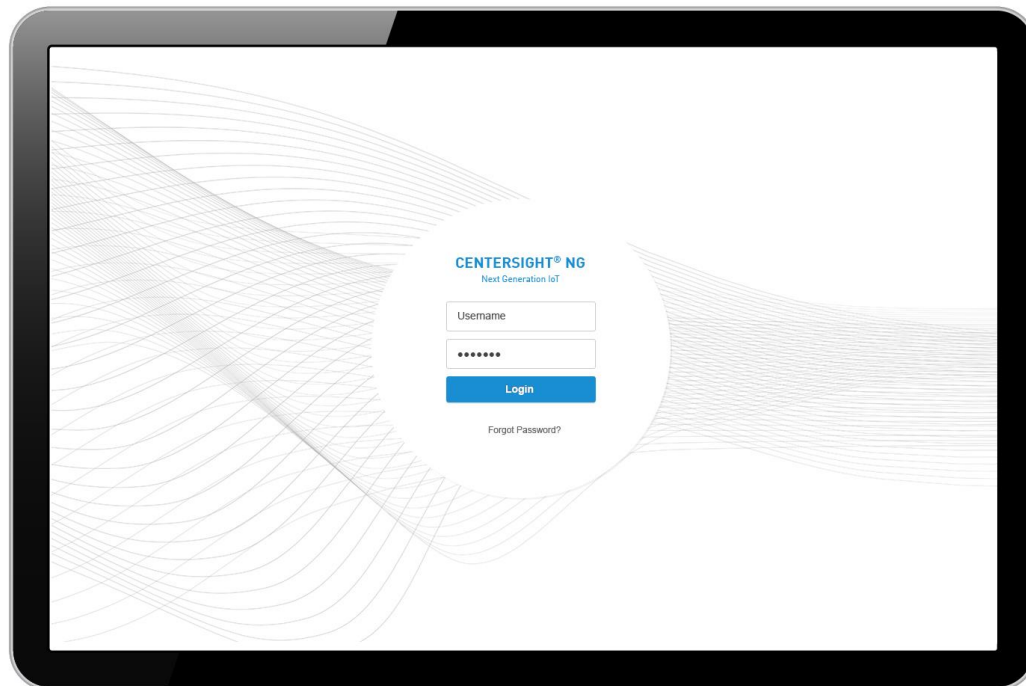
## Smart Services



# IoT Platform CENTERSIGHT®

## Major Advantages:

- Predictive Edge & Cloud Analytics
- Open Interfaces for Add-Ons
- Enterprise Grade Microservice Architecture



# Typical B2B Use Cases

## Platform & Applications

- Device Management
- Data Processing & Storage
- KPI Designer
- Configurable Dashboards
- Condition Monitoring
- Industrial Analytics & Machine Learning
- Track & Trace
- Remote Service with AR







# Use Cases INDUSTRIAL INTERNET OF THINGS

# Fineblanking Machines

Our customer is a technology and market leader in the field of fineblanking.

## Challenge:

- Predict and prevent unplanned maintenance and machine failure
- Limit downtime
- Improve customer service and reduce costs





## IoT Platform Solution

- Based upon the CENTERSIGHT® IoT platform Device Insight provides the customer with a web based industrial monitoring and analytics solution
- Start: 2014

## USP of the Solution

- Data scientists are able to provide additional consulting services to end customers
- Browser based support for the protocols RDP, VNC and SSH
- Security features include a private APN, IPsec and HTTPS encryption

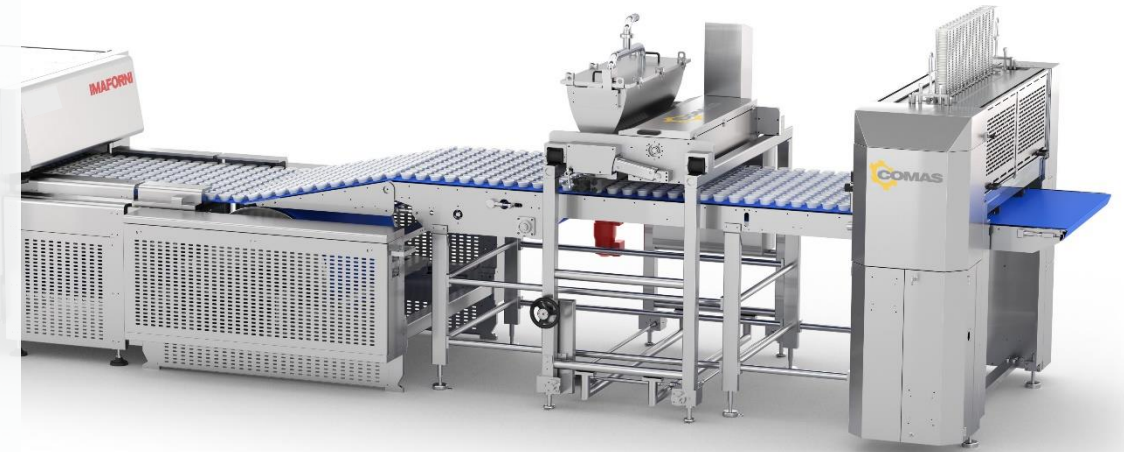


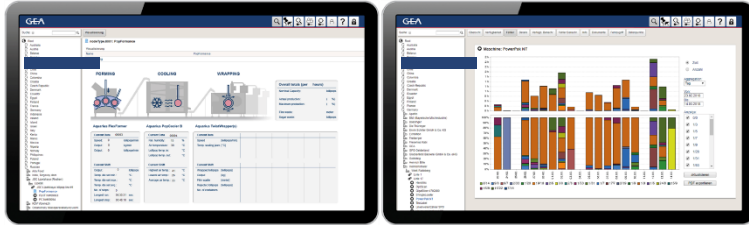
## Food Processing Lines

Our customer is a manufacturer of food processing machines and packaging equipment.

### Challenge:

- Increase the Overall Equipment Effectiveness (OEE)
- Minimizing machine downtimes
- Cause identification and notification in case of downtimes





## IoT Platform Solution

- Back-end and user-frontend based on CENTERSIGHT®
- Current reporting on machine performance
- Remote service
- Start: 2010

## USP of the Solution

- All communication sessions are secured end-to-end through an authentication and encryption process (IPSec protocol suite)
- Integrated OEE dashboards
- Automated alerting and reporting solution



# Use Cases FLEET MANAGEMENT



# Facility Cleaning Machines

Our customer is a world market leader in cleaning technology.

## Challenge:

- Managing fleets of machines and employee teams efficiently and worldwide
- Machine workload and condition reports for business customers, remote service also for sub-contractors

**KARCHER**





## IoT Platform Solution

- CENTERSIGHT® provides the embedded client and serves as middleware for monitoring and visualizing machine data and alerts
- Users are able to see the workload and condition of the fleet inside the IoT portal
- Start: 2013

## USP of the Solution

- Transparency to day-to-day operations
- Facilitating business and cleaning processes, machine localization
- Reducing customer service effort in case of malfunction,
- Minimization of machine downtimes





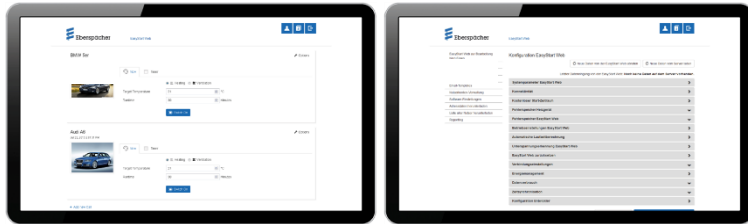
## Vehicle Heaters

Our customer is one of the world's leading system developers and suppliers of exhaust technology and vehicle heaters.

### Challenge:

- Replace an existing, SMS based communication system to control and monitor vehicle heaters remotely
- Provide reliable bi-directional communication with low data consumption





## IoT Platform Solution

- Backend and frontend functionalities
- Vehicle heaters can be (de)activated remotely
- Parametrization of new vehicle heaters, monitoring and data analytics
- Start: 2015

## USP of the Solution

- Collecting user data
- Full integration into customer's product offering
- Competitors only offer retrofit solutions from third parties



A photograph of a modern shopping mall at dusk. The building has large glass windows and storefronts for various stores, including 'DEBENHAM', 'TOPSHOP', and 'TOPMAN'. A digital wireframe overlay of a human head is superimposed on the right side of the image, with lines extending from the head towards the ground. The overall scene is illuminated by the warm lights of the mall and the cool blue tones of the twilight sky.

# Use Cases CONNECTED PRODUCTS

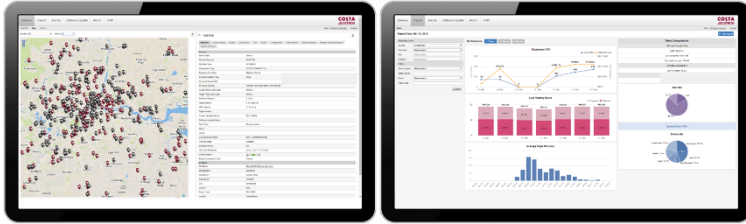
## Coffee Vending Machines

Our customer provides its premium coffee vending machines worldwide.

### Challenge:

- Performance monitoring and sales reporting
- Remote service partner management
- Remote commissioning





## IoT Platform Solution

- CENTERSIGHT® EDGE collects data on the coffee machine IPC, data is pre-processed
- CENTERSIGHT® application framework for machine and device management, commissioning, reporting and alerting.
- Start: 2015

## USP of the Solution

- Self-service commissioning worldwide
- Fine granular sales data capturing and reporting
- High availability through alerting with SLA-based escalations
- Remote price management worldwide



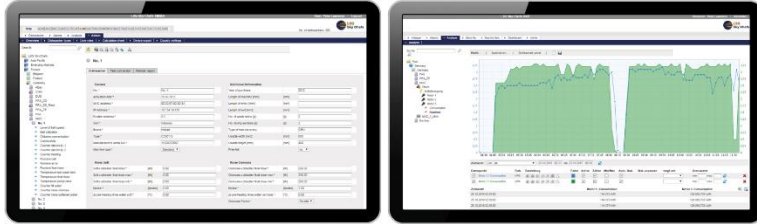
## Professional Dishwashers

Our customer is the world's largest provider of airline catering and in-flight services.

### Challenges:

- Provide high operational availability of professional dishwashers worldwide
- Standardize operations and monitoring of dishwashing equipment for vendors around the world



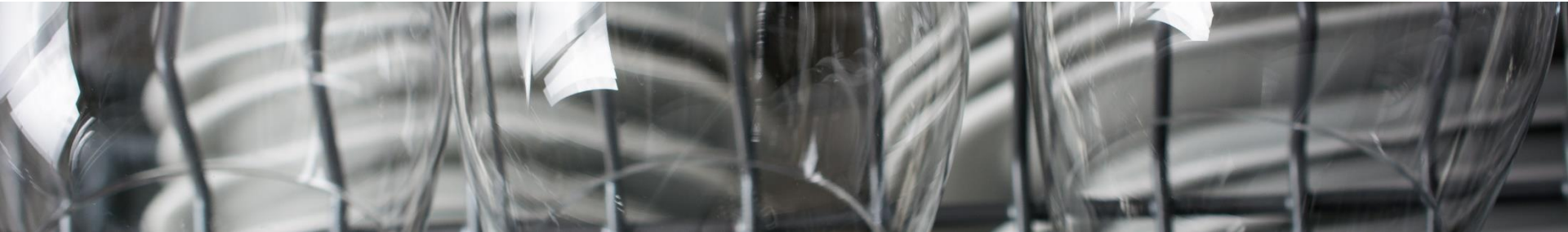


## IoT Platform Solution

- Vendor-independent, web-based management platform based on CENTERSIGHT®
- Automatic cost and quality reports ensure the best operational result
- Start: 2009

## USP of the Solution

- Integration of different types of professional dishwashers
- Reduction of on-site maintenance by 50 %
- Significant energy savings by comparing machine costs in real time with a mathematically modelled ideal dishwasher





# Our AWARDS



## TOP 100

Innovation Leader 2018



## ISG / Experton

IoT & I4.0 Leader 16/17/18



## Reader's Choice

Funkschau 15/16/17



## FOCUS / Statista

Growth Champion  
16/17/18



## Industry Price

Best of 16/18



## Kununu Rating

Top & Open Company



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