



**From
Innovation to
Business**



First, let's talk about us

Seidor and the Solution



We are Seidor, a multinational technology consulting company that provides a wide range of services including application development and maintenance, infrastructures and IT outsourcing.



39 years

in the market



38 countries

81 offices in Europe, LATAM, USA, Middle East, Africa and Asia



TOP-10

6th IT services company in Spain*
1st with 100% Spanish private capital



+ €468 M

x2 over the last 5 years



+5,400 professionals

Average age 39 years, 50% millennials,
27% women, 14% employee turnover vs 25% market



+8,500 customers

Large enterprises, SMEs
and Public Sector



“IoT Bricks” Solution

100% Microsoft end-to-end solution

Re-usable assets built from real credentials and complemented with Seidor professional services (to adapt to the final customer business requirements)



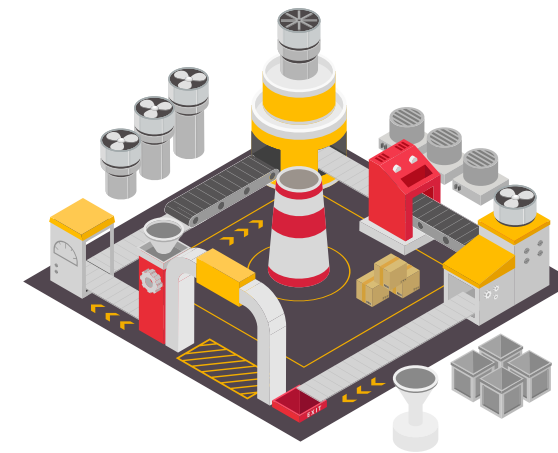
IoT Bricks Value Proposition

We leveraged our end-to-end IoT capabilities and IoT Bricks solution, to gain control over manufactured assets and increase efficiency, of manufacturing processes and business



Business

Business Intelligence
Global efficiency



Industrial IoT

Operational Technology
OEE

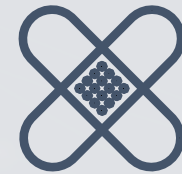


IoT Asset Management

Monitoring
Servitization

IoT Bricks : Key Points

Industry pains



- Ability to sell services / increase margins (*linked with Servitization and asset monitoring*)
- Optimize manufacturing processes and control de data
- Specific new requirements, some around COVID (as we can see in the demo).

Key benefits to customers



- Maintenance costs optimization (up to 15%).
- Spare parts sales increase (up to +10%).
- Base resources optimization (up to +15%).
- Scrap reduction (up to -20%)
- Product recalls reduction (up to -20%)
- Sell-through rate increase (up to 5%)
- Improved positioning on customers / market

Solution

- Sold as Asset + Professional services
- Licensed under customer's tenant
- 100% Microsoft resources



Average deal size / length of a typical sales cycle

- Assessment and To Be phase : 50 to 200K (depends on complexity and scope)
- Implementation phase : it depends on customer / opportunity
- Length : from 6 months to 1 year depending on project



The architecture

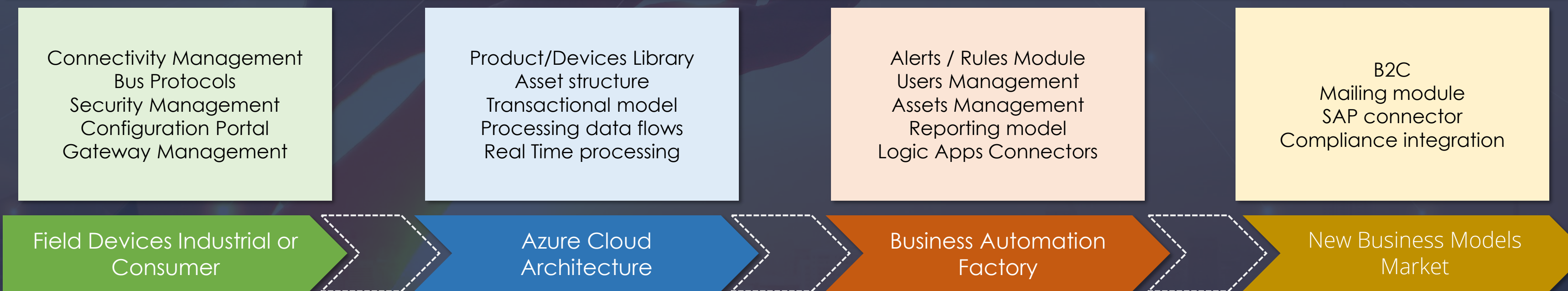
IoT Bricks Architecture



PROFESSIONAL SERVICES



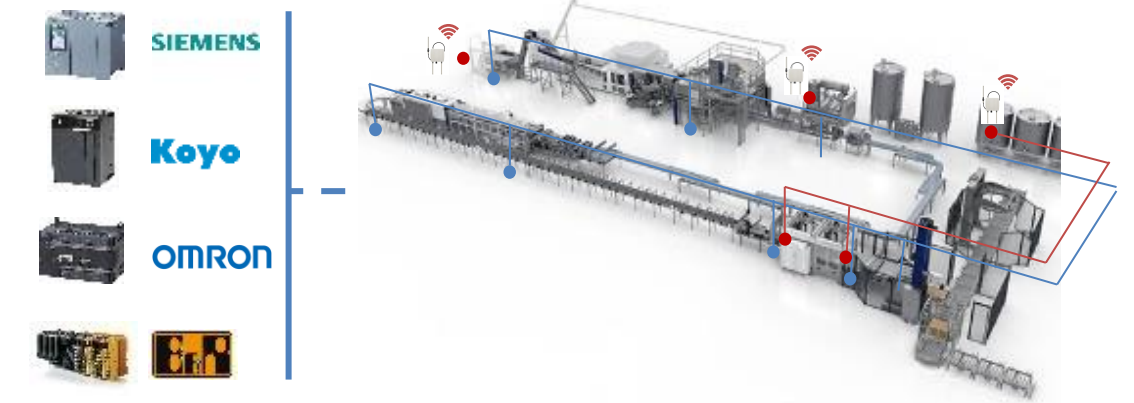
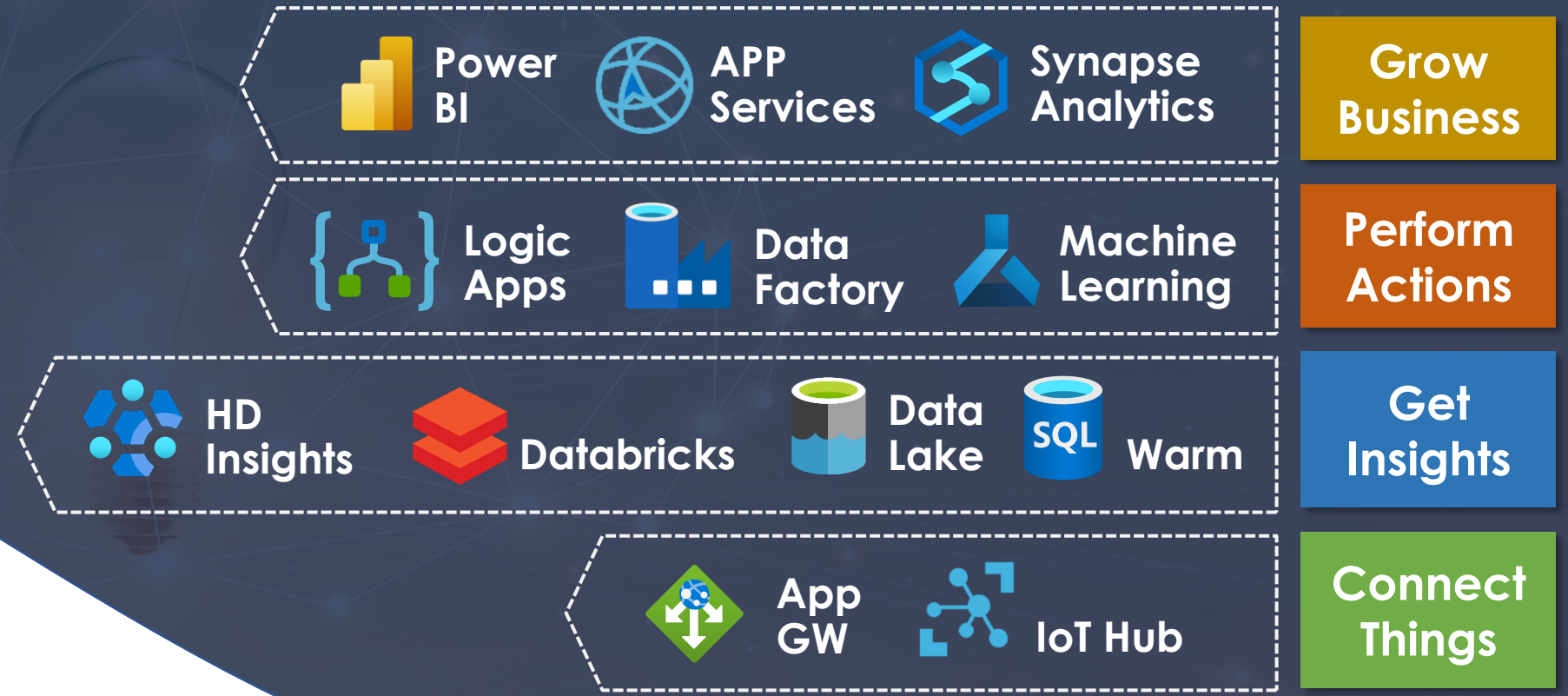
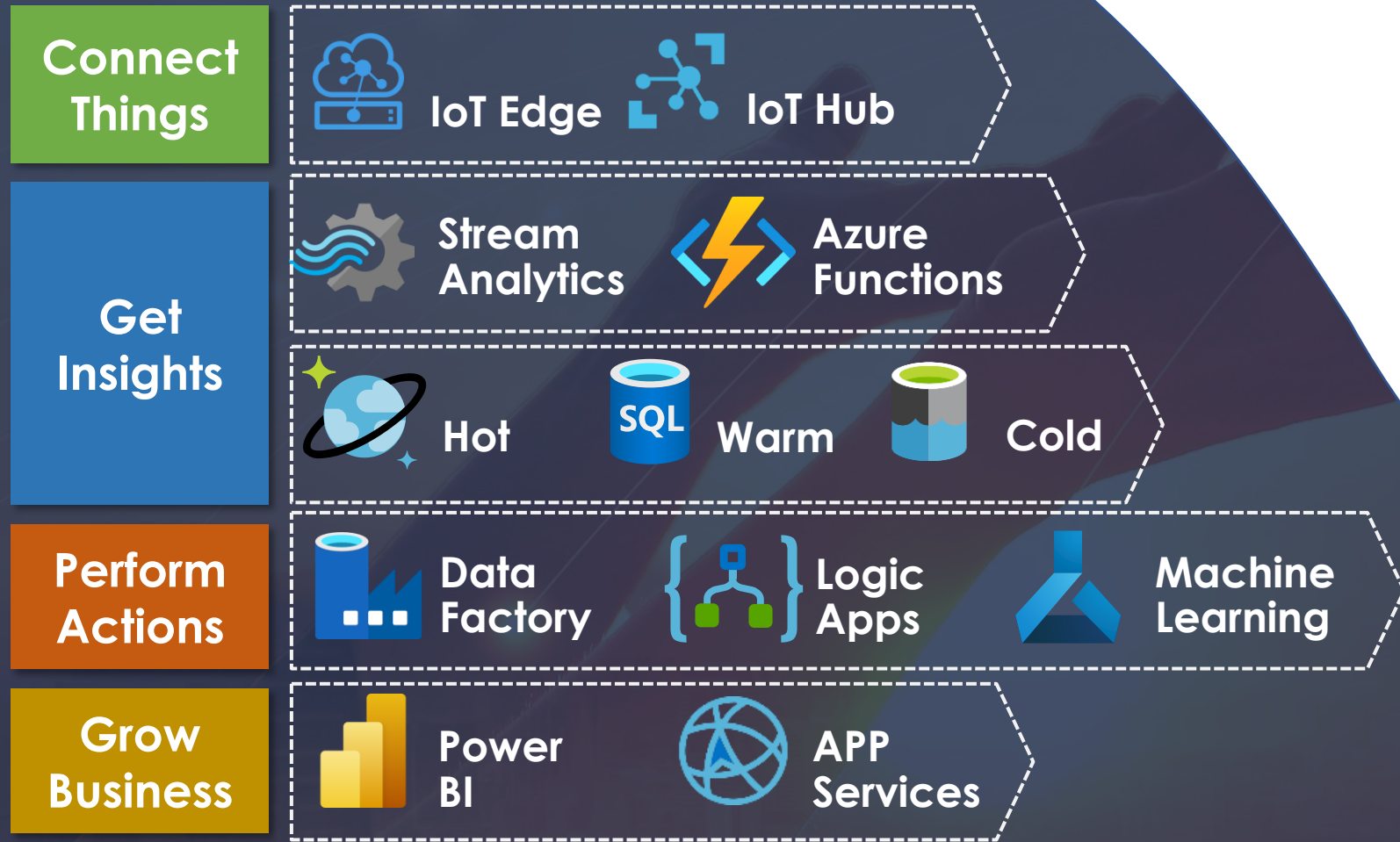
PRE-DESIGNED MODULES



Solution end-to-end



IoT Assets





Customer example

The Journey - Girbau



Our customer starts the transformation of its business model, to a “laundry machinery as a service”. Seidor IoT Center solution allows our customer to create a real solution that scales up with the business. consolidated with the IoT insights they get. This real production deployment over Azure, scales as their business grow and creates the foundation to the service business model.

[Microsoft Press Release](#)



Connectivity

- ☑ Legacy M2M protocol integration
- ☑ MQTT Connectivity firmware

Data Factory

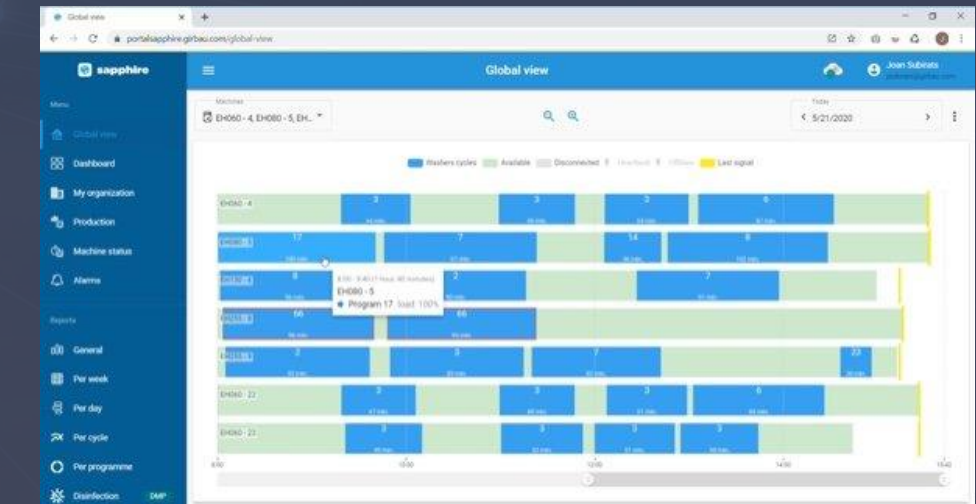
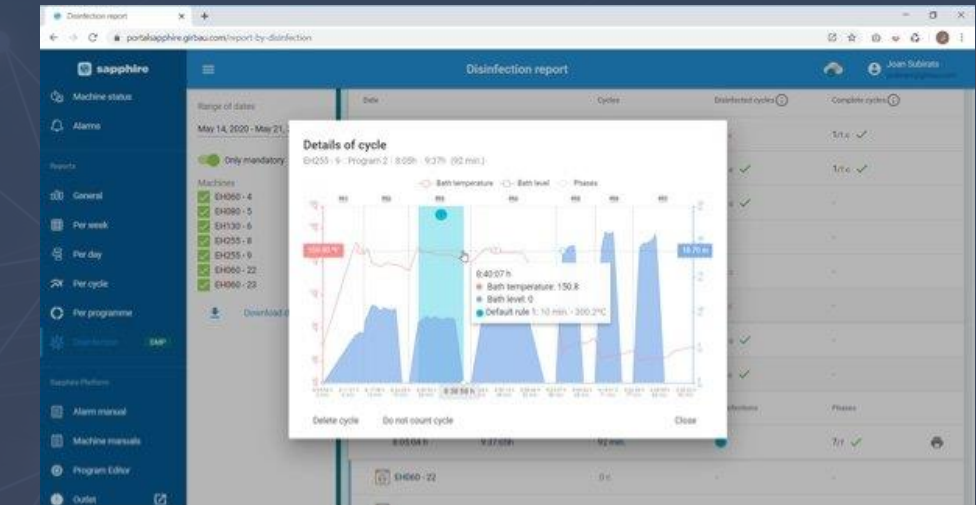
- ☑ Heterogeneous data flow integration
- ☑ SAP data Integration

Reporting

- ☑ B2B reporting and machine monitor
- ☑ API Services set for multiplatform
- ☑ Machine Status and detailed cycles

Analytics

- ☑ Automatic cycle status detection
- ☑ COVID 19 Disinfection cycle report





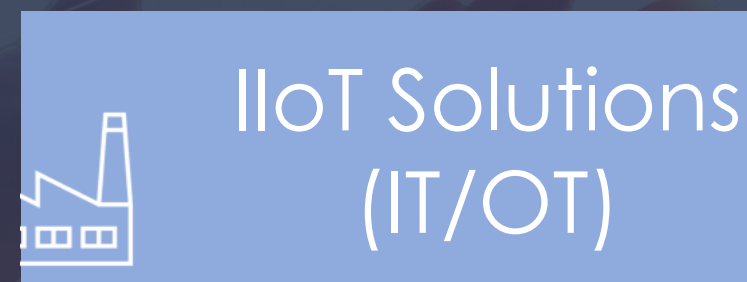
finally, next steps...

Wrap-up and Next steps

Our IoT Center is ready to support any IoT opportunity at global level



If you identify an IoT opportunity, please let us know and we will support you on:



- Qualifying the opportunity
- Meeting/convincing the customer
- Estimating the cost of the project
- Delivering the project (based on near-shore, off-shored delivery models)
- Show some partnership examples

Call to action



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