

# Industrial Connected Product Solutions



**Bright Wolf**

# Agenda

1. IoT: changing the real and digital world
2. Introducing Bright Wolf
3. The value of Bright Wolf IoT solutions
4. The power of the Microsoft Azure platform





# IoT is impacting businesses worldwide

Driving digital transformation across enterprises and industry.

**\$772.5B**

Worldwide spending  
forecast for IoT in 2018.<sup>1</sup>

**46B**

Projected number of  
connected IoT devices by  
2021.<sup>2</sup>

**70%**

Projected reduction in  
machinery breakdown  
when using IIoT.<sup>3</sup>

# Deriving value from IoT can be difficult

Getting the most from your connected product solution requires open, adaptable system architecture and a flexible data strategy for delivering business outcomes.

## Maximize agility and control

Integrate your machine data with existing enterprise workflows, tools and business apps. Easily add new devices, models and user roles. Stay in control of your data, your customers and your product roadmap as your business models and opportunities evolve.

## Drive intelligence at the edge

Bring logic execution, machine learning and rapid decision-making to your equipment in the field — even when not connected to the cloud.

## Create value in the cloud

Connect a secure, end-to-end pipeline of machine data to cloud analytics and your CRM, ERP and other systems. Transform enterprise information into business outcomes like asset management, remote monitoring, predictive maintenance and yield optimization for increased revenue.

# Bright Wolf - Start faster. Go further.

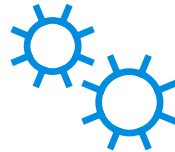
Pre-built components, customized Enterprise API, and experience at the industrial edge to help you quickly connect your machines to Azure IoT Hub with live dashboards, alerts, and support for your complete product lifecycle



Agility and control



Edge intelligence



Optimized outcomes



End-to-end security



# Providing IoT flexibility



Get a live Azure IoT solution with your machine data in 30 days or less—ready for integration with your enterprise systems and workflows

Easily connect with new tools, apps and machines as your business needs and customer requirements change

Stay in control of your data and your business with an open system architecture and a proven partner to support you every step of the way

# Bringing intelligence to the edge



Increase system performance and reduce bandwidth costs with local logic execution and decision making at the edge, independent of connectivity to the cloud

Maintain consistent data management and security policies across your enterprise - in the cloud, at the edge, and for all devices

Get out-of-the-box support for Modbus, J1939, OPC-UA and a wide range of other industrial protocols



# Maximizing performance



Future-proof your business with seamless integration of new apps, machines, data types, and tools, at the pace you choose

Deliver more revenue to your customers through improvements in machine reliability and asset management, making your connected products the most important systems inside their operations

Increase business productivity and profits with machine learning and analytics, transforming your enterprise data into valuable insights



# Safeguard your business

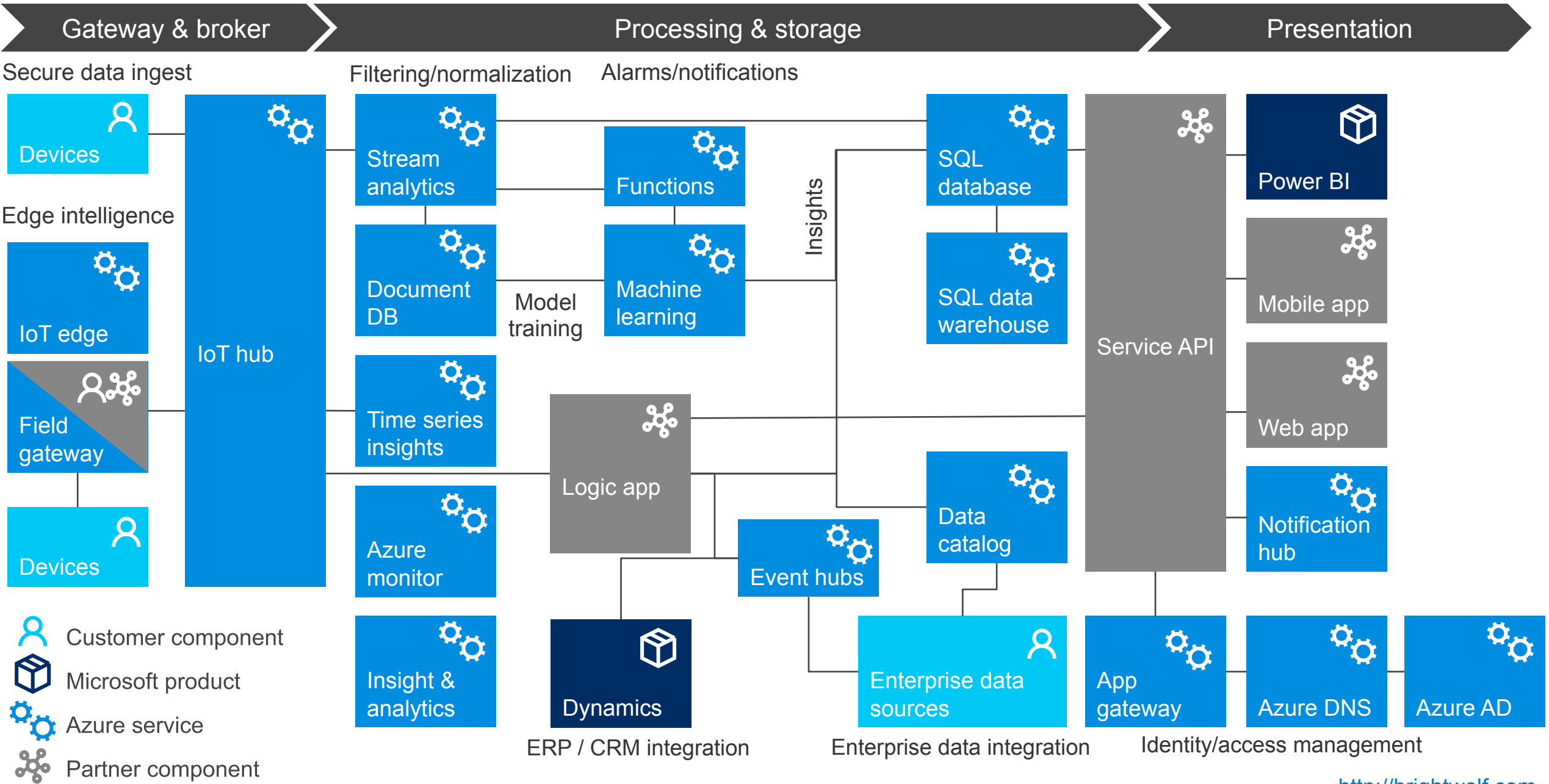


Take advantage of Microsoft Azure IoT, a global, trusted and intelligent public cloud platform

Get unified security management and advanced threat protection across your hybrid cloud workloads

Receive the most comprehensive compliance coverage (70+ compliance offerings)

# Industrial connected product reference system





# Built on Azure IoT Suite

Advanced cloud services that help you connect, capture and analyze data from the people and processes already at work for you.



Connect quickly  
and scale with  
efficiency



Analyze  
and act on  
untapped data



Integrate and  
transform your  
business



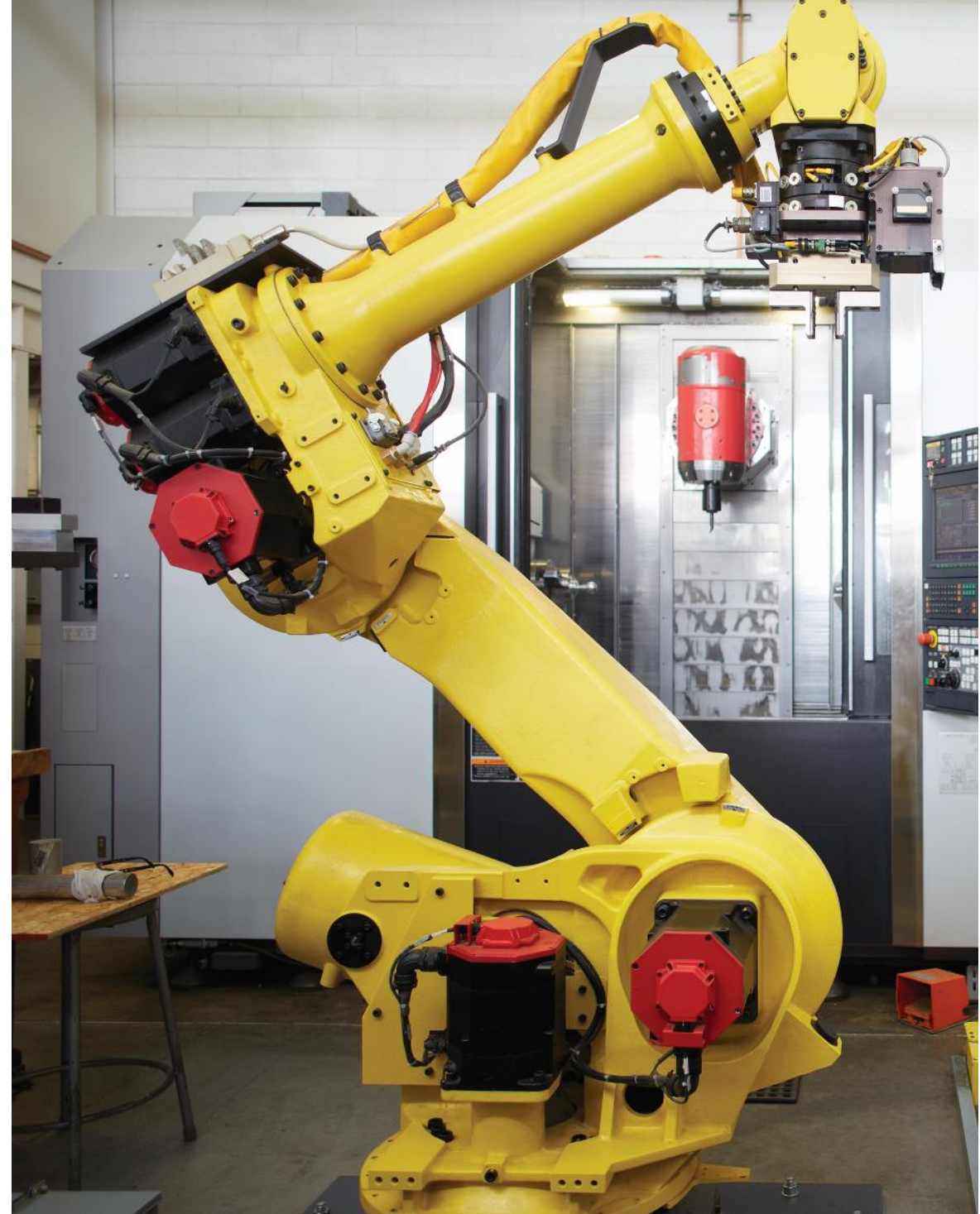
Enhance  
security of your  
IoT solutions



# Unlocking the value of IoT

“We chose Bright Wolf for their experience at the industrial edge and commitment to rapid delivery. They were able to quickly understand both our business and technical needs, and helped us build a flexible connected product solution, based on Microsoft Azure, and designed to give us a strong competitive advantage going forward.”

— Daric Schweikart, vice president of IT, Shape Technologies  
<http://www.shapetechnologies.com/>





# Shape Technologies Group



Shape Technologies Group is the parent organization for a growing family of companies that provide advanced manufacturing process solutions with hardware, software, process control, robotic assembly, parts, and support. Bright Wolf delivered a connected product solution for collecting and integrating data from their industrial equipment with their enterprise systems and analytics tools. With an open, adaptable architecture and purpose-built Enterprise API, the system provides a secure and stable foundation for innovative connected products.

## **Rapid delivery**

A live Azure IoT solution with dashboards and alerts in less than 30 days.

## **Data-driven predictive maintenance**

Reduced service costs and increased customer satisfaction through machine yield optimization.

## **Competitive advantage**

Real-world data integrated with enterprise workflows for differentiated product offerings, better customer experiences, and new business models.

# Industrial cold chain and transportation



The cold chain industry is under constant threat of multi-million dollar theft and spoilage losses, increasing regulatory requirements, and unpredictable shipment plans. Inefficient use of fleet assets through uneven distribution and lack of two-way control reduce revenue and cause significant in-yard fuel waste. Bright Wolf solutions feature geo-fencing, remote diagnostic monitoring and predictive arrival time alerts, with enterprise system integration and machine learning for continuous operational improvement.

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## **Workforce management and regulatory compliance**

Active on-site loss prevention and alerts, food safety enforcement and audit trail.

## **Fleet tracking and asset optimization**

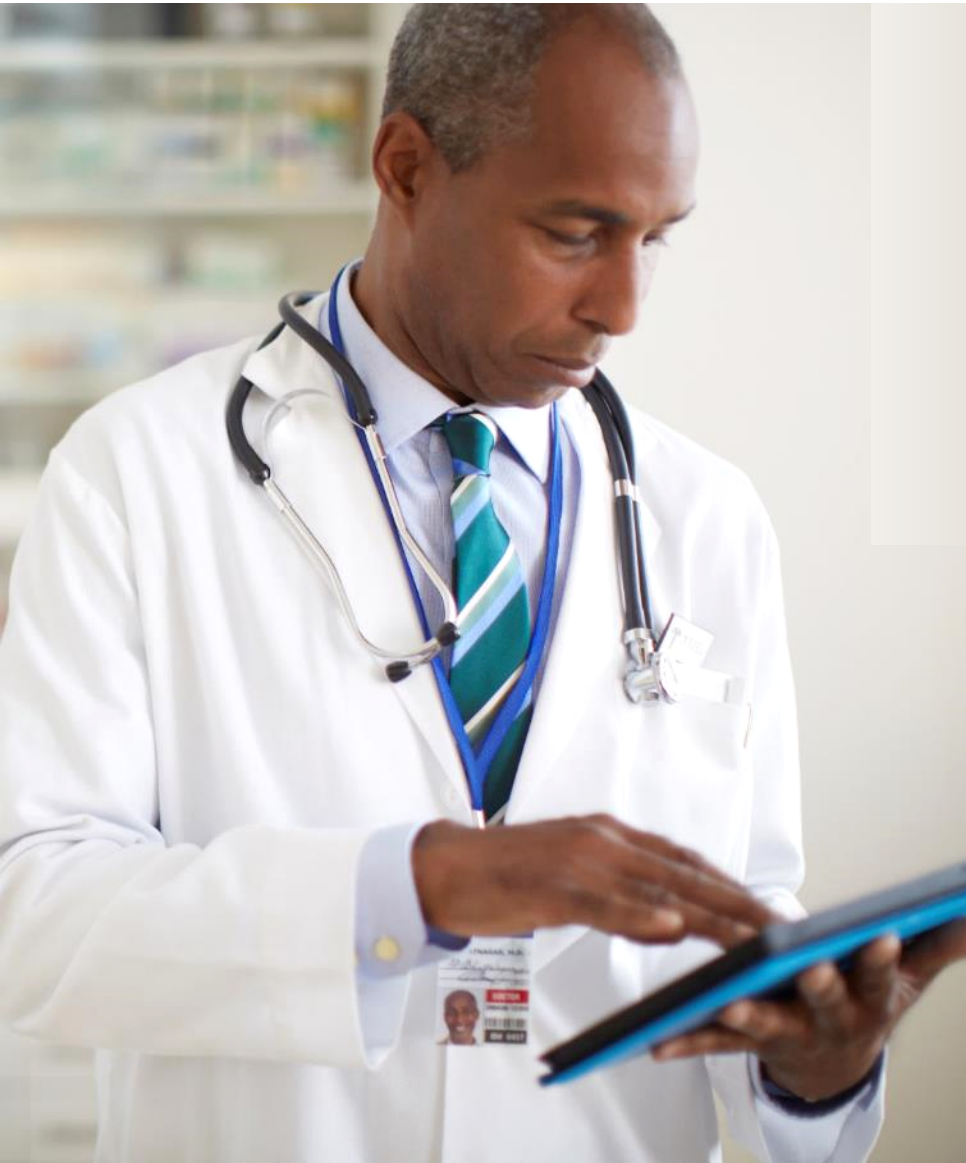
Geo-distribution, trailer utilization and batch control for operational efficiency, faster turnarounds and fuel savings.

## **Door-to-door chain of custody**

Real-time monitoring and control for reduced loss and increased safety.



# Medical equipment & secure data management



Healthcare is a heavily regulated industry with stringent requirements for deploying information across product lines and environments. Costly and labor-intensive maintenance procedures and commoditized customer relationships impact availability and often prove costly. Medical facilities also struggle to optimize the high-value equipment they purchase. Bright Wolf connected product systems for distributed medical equipment are deployed worldwide for generating more revenue for both providers and operators.

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## **Secure chain of custody and audit trails**

Traceability and data protection for security and regulatory compliance.

## **Better outcomes, more revenue**

Optimized procedures for improving patient outcomes, with predictive maintenance for greater uptime.

## **Enterprise integration and hybrid deployments**

On-premises and in-cloud boundaries for secure system integrations, with granular user management and data access control for hospital and IT staff.

# Fluid management and filtration



Industrial manufacturers depend on the pumps and filtration systems installed at their facilities to maintain the conditions required for producing their goods in life sciences, oil & gas, manufacturing, food & beverage, and other verticals. Equipment failure and fluid loop contamination events are extremely costly, so real-time monitoring and remediation is critical. Bright Wolf solutions enable providers to deliver the quality of service and flexibility these markets demand.

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## **Inventory management and asset tracking**

From manufacturing and testing, through the sales chain, site installation, on-site performance, and decommissioning.

## **Administrative console and secure mobile application**

Providing total, secure control over fluid system with multiple user roles.

## **Real-time monitoring of fluid Loop components**

Updatable custom parameters and intelligent algorithms deployed at the edge for predictive alerts with or without connectivity to the cloud.





# Next steps

- ➔ Register for our “Primed for Production” 1-day workshop
- ➔ Collaborate with us to create a plan to build and release a connected product pilot in 30 days or less
- ➔ Receive a live Azure IoT Hub solution with your machine data connected to dashboards and alerts for immediate business value
- ➔ Process and store data inside your Azure subscription; ready for integration with your enterprise systems, tools and Microsoft business apps
- ➔ Get support for your business and team through your complete product lifecycle

