



# Avnet IoTConnect and Smart Solutions

Kick-start your IoT journey

AVNET



# Agenda

1. IoT market opportunity and challenges
2. Avnet IoTConnect
3. Avnet Smart Industry Solutions
4. Get started today!

# IoT deployments face unique challenges

Connecting devices,  
data, and systems

Seamlessly connecting and integrating disparate legacy devices, data and systems can be a daunting task, requiring expertise that most businesses don't have.

Identifying the right  
resources

IoT complex and requires different hardware and software resources and more integration than most traditional IT projects.

Managing a complex  
ecosystem of providers

It can take up to 10 partners to get an IoT system deployed, which can cause disconnects that slow time to market.

# Avnet IoTConnect & Smart Solutions

Everything you need to jump-start the development of your IoT initiative



Secure connectivity & control



Optimized operations



Data-driven insights

# How it works

An end-to-end solution that takes the complexity out of IoT



## Your business infrastructure

Any devices, data, and systems you want to connect, such as:

- *Devices and equipment*
- *Sensors and gateways*
- *Internal data systems (ERP, CRM, etc.)*
- *External data (social media, weather, traffic, APIs, etc.)*



## IoTConnect (PaaS)

A secure platform built on Azure cloud services

- *Multi-protocol connectivity*
- *Easy-to-use toolkit*
- *Hardware support*
- *Artificial intelligence*
- *Predictive analytics*
- *Data visualization*



## Smart Solutions (SaaS)

Nine pre-built solutions that address common business challenges



# Secure connectivity & control

Easily connect and manage all your devices, data, people, and systems using a secure, cloud-based platform.



Seamlessly and securely connect all your devices with support for multiple connectivity protocols and cross-device communication.

Easily register and pair legacy devices to the platform without coding to get up and running fast.

Manage all devices, data, and applications from one central portal.

Rely on the enterprise-grade security of the Azure platform to encrypt sensitive data, protect devices from viruses and malware and secure network traffic.



# Optimized operations

Lower your costs and increase productivity by making existing processes and infrastructure more efficient than ever before.



Minimize downtime and increase productivity using real-time analytics and predictive maintenance to proactively monitor devices and improve processes.

Reduce costs by identifying and addressing issues early. For example, by using IoTConnect, an oil and gas company discovered a gas leak issue that was costing them \$150,000 per day.

Quickly scale your computing power up or down as your business needs change.

Jump-start development of your IoT system with smart, market-ready connectivity solutions for 9 different verticals.



# Data-driven insights

Use real-time analytics and artificial intelligence to gain deeper insights, make informed decisions, and drive innovation.



Harness the potential of the vast amounts of data collected by your IoT solution with real-time analytics and artificial intelligence capabilities powered by Microsoft Azure.

Integrate and analyze data from new and existing systems to identify trends, optimize operations, better understand customers, and uncover new revenue sources.

Accelerate decision making and speed time to market by giving stakeholders across the business access to real-time insights via customized, interactive dashboards.

Use live, interactive reports to monitor and optimize device performance and improve processes over time.

# Powered by Microsoft Azure

Built on Azure services, IoTConnect includes the enterprise-grade security, connectivity and powerful analytics needed for a best-in-class IoT solution.



**Connectivity**



**Scalability**



**Powerful  
analytics**



**Artificial  
intelligence**



**Security and  
management**

# Avnet Smart Solutions

Get a head start on your IoT initiative with ready-made solutions built on IoTConnect.



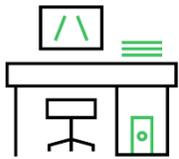
**Smart Building**



**Smart Healthcare**



**Smart Fleet Management**



**Smart Office**



**Smart Connected Worker**



**Smart Warehouse**



**Smart Retail**



**Smart Asset Monitoring**

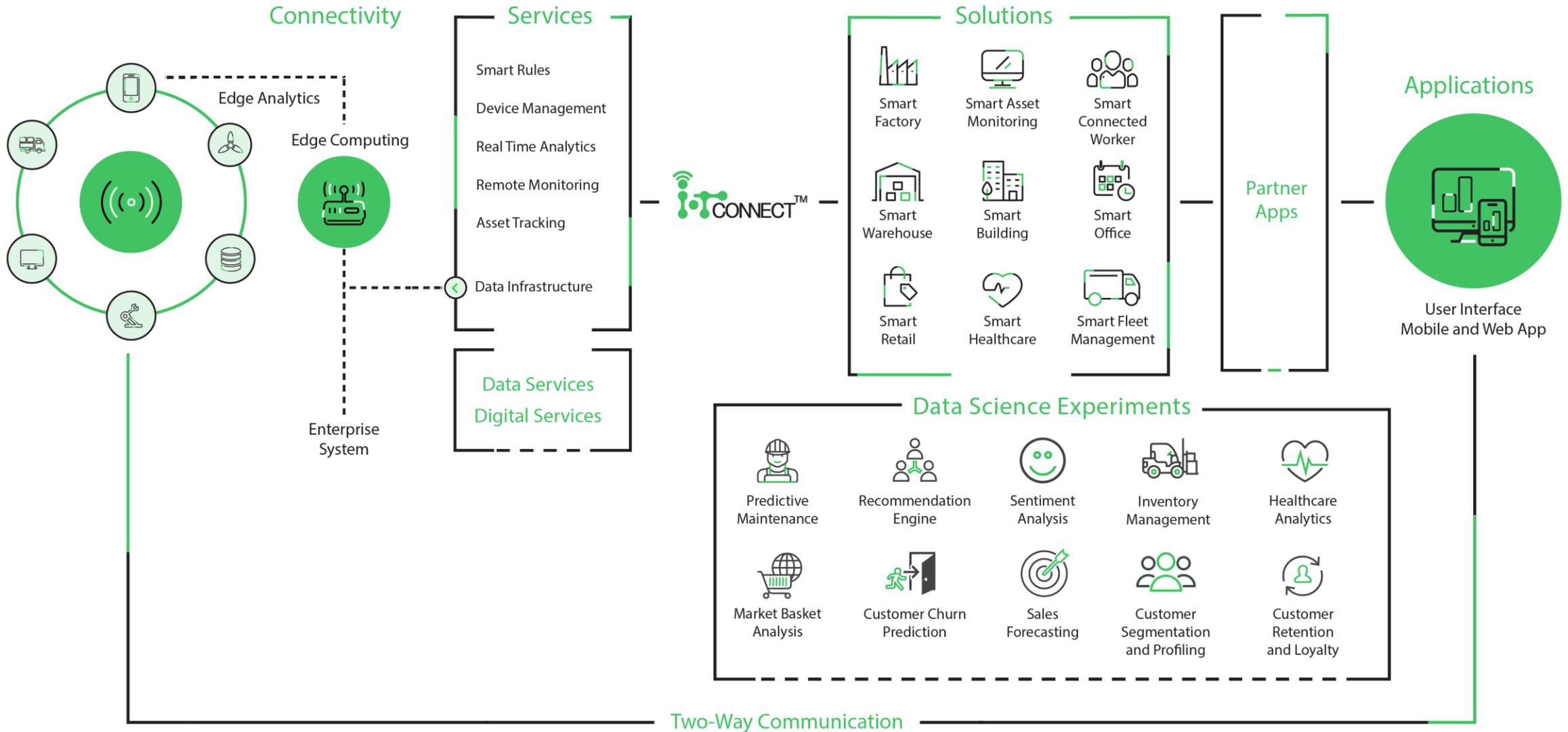


**Smart Factory**

AVNET®



# End-To-End IoT Offerings



# Avnet Edge-to-Enterprise IoT Services

Consult

Develop

Deploy

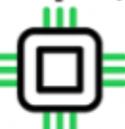
## IoT Advisory Services

- IoT Transformation Roadmap Strategy
- IoT Audit and Readiness Assessment
- Proof of Value (POV) Programs



## IoT Device Design and Build Services

- Product Development
- Manufacturing
- Integration
- Technology Selection
- Inventory Management



## IoT Cloud and Digital Services

- Cloud and Analytics
- AI and Cognitive
- Machine Learning
- UI / UX and Visualization
- Web and Mobile Apps Development
- Device Management
- IoT Connectivity

## IoT Lifecycle Services

including:

- Field Implementation and Maintenance
- Sensor, Device and Hardware Installation
- Data Integration with Any Enterprise Apps
- Infrastructure Performance Optimization and Monitoring
- Firmware and Security Patch Management
- Technical Assistance Center



## IoTConnect Platform

- Robust and Secure IoT Cloud
- Remote Device Management
- Real Time Analytics and Smart Rules
- Avnet Smart Apps

## Avnet Smart Apps



Smart Factory



Smart Healthcare



Smart Office



Smart Asset Monitoring



Smart Building



Smart Warehouse



Smart Connected Worker



Smart Retail



Smart Fleet

## Data Science

- Predictive Maintenance
- Recommendation Engines
- Customer Churn Prediction
- Customer Loyalty and Retention
- Inventory Management
- Fraud Analytics
- Healthcare Analytics