Azure IoT Proof of Concept

NEXER *FASTFORWARD* - ACCELERATE TO A BETTER TOMORROW

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Introducing NEXER INSIGHT

Clients have complex service challenges which need technology to help solve them, fusing operational and financial data to enable deep insight with AI.

*At Nexer Insight we use the power of Microsoft Azure IoT & AI to **rapidly deliver "edge to cloud" solutions for clients, improving services** to their customers while reducing costs.*

As part of the Nexer Group* with over 1,600 employees and an annual turnover of £170M, we can meet the full range of client transformation needs from strategy, through concept, development and operation.

We are Microsoft Country Partner of the Year 2020, as well as members of IoT Elite and AI Inner Circle, and recognised by Microsoft as their most agile and effective IoT and AI partner in Europe.

* Until February 2021 we were known as Sigma IT

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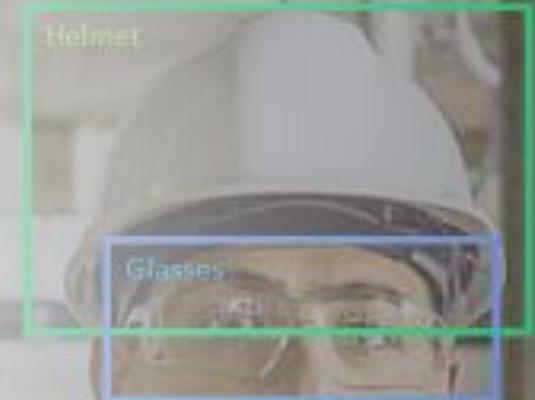
FastForward for IoT

Clients everywhere recognise the benefits that can be delivered to their customers through application of IoT & AI. Many already have strategic investments with Microsoft and want to explore Azure IoT use cases to solve key business challenges.

NEXER FastForward for Azure IoT & is a custom developed program to take a service use case from idea to proof of concept within three months, creating an Azure IoT platform that can support future growth.

Successfully implemented for clients including Anticimex, 24Storage and Boliden, Nexer FastForward is a practical and proven way for clients to begin realizing the potential of Azure IoT & AI.

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The *FastForward* Program

Objective

Identify promising IoT client use cases, assess their business value, determine best fit with Azure services such as IoT Hub, IoT Central, Azure Sphere, IoT Edge and Stack Edge, and deploy one or more in a Proof of Concept, demonstrating benefits in the field.

Outcomes

- *Business value identified*
- *OT and IT priorities for IoT aligned*
- *High-value analytics use cases determined*
- *Analytic models built that leverage your IoT data*

Program Structure

Analyze phase *(1 week)*
- *Stakeholder interviews*
- *Workshop*
- *Business value analysis*

Implement phase *(4-8 weeks)*
- *Architecture*
- *Development*
- *Validation and test*
- *Deployment*

Assess phase *(1 week)*
- *Outcome analysis*
- *Next steps*

Client Challenge
It can be hard to get started with IoT projects without outside help. In-house teams may lack experience, leading to studies which create no rapid outcomes to build on.

Benefit from working with Nexer Insight
Our teams have successfully implemented Azure IoT use cases in many industrial settings and can bring this experience to generate rapid progress at reasonable cost.

FastForward - Analyze

Stakeholder 1:1 interviews
- *Explore ideas and aspirations for Azure IoT*

Stakeholder workshops
- *Brainstorm candidate use cases*
- *Describe use cases and benefits*
- *Define customer epics for rapid implementation*
- *Workshop current IT architectural and any constraints*

Business value analysis
- *Capture and quantify business value of each use case*
- *Prioritize use cases with stakeholders*
- *Agree use case(s) for Proof of Concept implementation*

Duration: 1 week

Nexer roles in Analyse phase
- *Workshop Lead (100%)*
- *Architect (100%)*
- *Analyst (100%)*

Client roles in Analyse phase
Key stakeholders such as:
- *Product Owner*
- *CxO*
- *IT leadership*
- *Operations leadership*
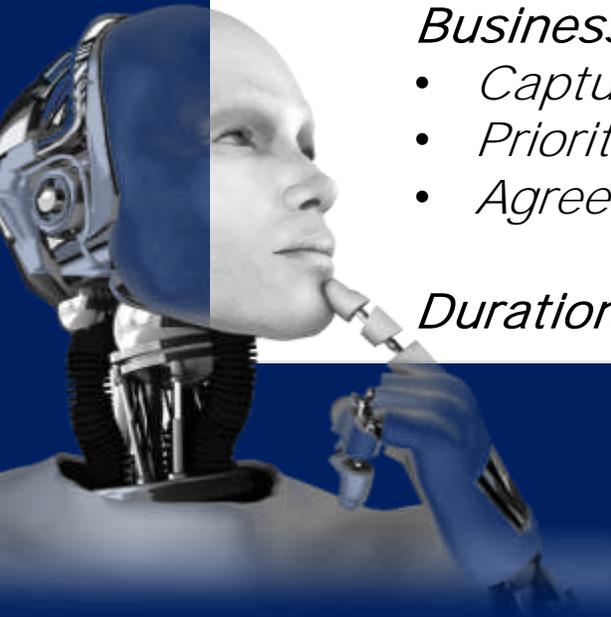
FastForward – Implement

Working closely with the client's Product Owner, using an Agile project approach and progressing in a series of pre-planned sprints, Nexer Insight will create and deploy one or more IoT use cases prioritized during the Analyze Phase as a Proof of Concept solution.

Deliverables may include:
- *Project plan*
- *Azure IoT architecture*
- *Azure application design and development*
- *Power BI dashboards*
- *Selection and deployment of sensors and actuators*
- *Integration of third-party systems*
- *Deployed IoT proof of concept solution*
- *Handover and education*

Duration: 4-8 weeks

NEXER roles in Implement phase, part-time
- *Project manager*
- *Architect*
- *Developer*
- *Analyst*
- *Hardware integration*

Client roles in Implement phase, part-time
- *Product Owner*
- *Project coordinator*
- *IT*
- *Operations*

FastForward - Assess

Working closely with the Product Owner the outcome of the IoT Proof of Concept is evaluated against the expected business value in a final report.

The final report is presented to the client stakeholder group present at the Analyze workshop. Additional feedback sessions can be arranged to present to a wider audience within the client as required.

Outcome
- Assessment of proof of concept against agreed business value
- Presentation(s) to key stakeholders
- Next steps proposal

Duration: 1 week

NEXER roles in Assess phase, part-time
- Project manager
- Architect
- Analyst

Client roles in Assess phase, part-time
- Product Owner
- Project coordinator
- IT
- Operations

CLIENT REFERENCE
ANTICIMEX - CONNECTED PEST CONTROL

- *International pest control company Anticimex was struggling with a legacy platform for its sensor-**controlled 'smart trap' system***

- *Nexer build an entirely new platform on Microsoft Azure IoT Hub, and reengineered the smart traps themselves*

- *Insights on pest behaviour are helping Anticimex form new business models and provide data driven advice to clients based on deep local knowledge*

- *[Microsoft case study](#)*

Tags: #iot #iothub #microservices #powerbi #dataengineering #casestudy #ai #connectedproduct #manufacturing #smartcities #services

CLIENT REFERENCE:
BOLIDEN – SUSTAINABLE MINING

- *Keeping humanity supplied with the metals can be a dangerous business, Boliden wanted to make it safer and more sustainable*

- *Nexer created a computer vision solution based on hybrid Azure IoT to help prevent discharges of contaminated water into the environment.*

- *Convinced by the value of Azure IoT and computer vision, Boliden is extending it to secure other operations*

- *Microsoft case study*

Tags: #iot #ai #stackedge #computervision #mining #sustainability

• 24STORAGE – REMOTE OPERATION

- *Self storage provider 24Storage wanted to streamline and grow its storage business at 23 locations using digital technology*

- *Nexer created an IoT Central based Smart Buildings solution to better manage each storage site.*

- *Azure IoT ensures high standards across facilities, and will save money*

- [Microsoft case study](#)

Tags: #iot #iotcentral #iotedge #powerbi #dynamics #microsoft365 #teams #powerplatform #smartbuildings #services #predictivemaintenance

ABOUT US

Nexer Group* has a deep Swedish heritage of entrepreneurship and innovation. We've kept our clients one step ahead on their digital transformation journeys since the early days of the Internet.

We have a global presence and delivery capability, with offices in Malmö, Stockholm, Gothenburg, London, Bangalore, Wroclaw and Bellevue WA.

*We are Microsoft Partner of the Year 2020 in Sweden, **as well as a member of Microsoft's IoT Elite and AI** Inner Circle programmes, MPN ID: 1423082.*

We are privately owned, with Danir Group the majority shareholder.

* Until February 2021 we were known as Sigma IT

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PROMISING FUTURE

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