RETHINKING AIR COMPRESSORS IN THE AGE OF INDUSTRIAL IOT

The internet of things (IoT) offers major opportunities for manufacturers of industrial equipment. Advanced sensors can capture huge amounts of operational data in real-time and analyze it at the edge. Meanwhile, new cellular technology allows reliable connectivity for equipment anywhere in the world.

One area that is seeing the benefits of the breakthroughs in the Industrial IoT is air compressors.

THE GLOBAL AIR COMPRESSOR MARKET

The global air compressor market was worth \$31.3 billion in 2018 and is forecast to grow at a compound annual growth rate (CAGR) of 3.8% between 2018-2025.





But companies with a large installed base of air compressors face a number of challenges:









Lack of visibility

Companies often have little insight into how much they use their air compressors, making it hard to predict maintenance needs.



Downtime

Outages can be very high-cost for large industrial operations, especially if they come suddenly and with no warning.



Environmental regulation Equipment makers are under pressure to meet environmental

pressure to meet environmental requirements, from noise reduction, to reducing CO2 emissions.



Competition

As hardware businesses become increasingly commoditized, companies are looking to diversify revenue streams into services.

HARNESSING THE POWER OF DATA

The Industrial IoT has huge potential to enable companies collect, analyze and act on data from their air compressors.



Remote monitoring

IoT devices allow manufacturers to monitor the performance of their air compressors and intervene if there are any faults or malfunctions.



Air as a service

There is the potential for companies to pay only for the exact usage of their air compressors, reducing capital and operational costs.



Predictive maintenance

By tracking the actual usage of the air compressors, companies can predict when maintenance might be needed, preventing downtime.



Energy usage

Companies can track the energy usage of their air compressors, allowing them to gauge the efficiency of their operations and make changes when necessary.



One major equipment supplier now generates

INTRODUCING SIERRA WIRELESS OCTAVE

Sierra Wireless Octave[™] lets you securely extract, orchestrate, and act on data from your air compressors, at the edge, to the cloud.

Benefits include:

Simplicity of a fully-integrated, secure device-to-cloud offering

- A single distributed solution, from the equipment at the edge, to the cloud.
- Provides LTE-M and 2G fallback, wherever in the world the equipment is located.
- Secure by design Increased device control, highly resilient network and secure end-to-end data orchestration.

Unique data orchestration capabilities



- Extract data from the edge Octave extracts information from a wide variety of equipment types, using both modern and legacy communication protocols.
- Orchestrate data Octave uses a JavaScript-based filtering engine to process data at the network edge before sending it to the cloud.
- Manufactures can control both their data and device, from the cloud, giving them the flexibility to fit their unique needs.
- 🕑 Octave offers an aggregated view and control over all equipment from a single interface.

Highly scalable and enables usage-based services



- Get an early start with your existing installed base.
- S Replicates quickly to new devices and services.
- Generation States Free Services.
- S Costs are predictable, to help you determine your business case even faster.
- Sierra Wireless offers an iterative rollout with staged deployment.



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For more information on Sierra Wireless' connectivity solutions visit here: www.sierrawireless.com/iotconnectivity