

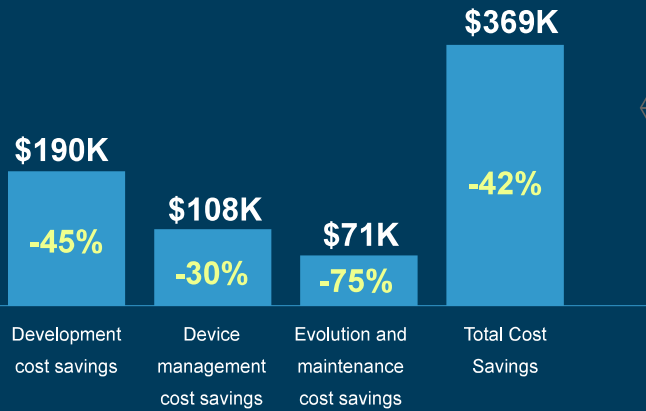
# The Total Economic Impact™ Of Sierra Wireless Octave

FORRESTER®

Through two customer interviews and data aggregation, Forrester concluded that Sierra Wireless Octave has the following three-year financial impact.

## SUMMARY OF COST SAVINGS

Three-year risk-adjusted (case based on deployment of 14k devices)



88%  
ROI

\$446K  
NPV

9 MO  
EARLIER  
TIME TO  
MARGIN

## REDUCED TIME TO MARGIN



BEFORE OCTAVE

**21 months**

On average it took 21 months to commercialize an internally developed solution and commercialize the service



WITH OCTAVE

**12 months**

By using the Octave platform, clients could launch their service 9 months earlier

TIME TO MARKET REDUCED BY 6 TO 12 MONTHS:

- Launch IoT services sooner
- Realize revenues and margins earlier
- Improve competitive position



“To be sure, Octave is able to handle important ramp up”

*Lead product manager, industrial device manufacturer*

“This project is time driven. We want to be the first in the market.”

*Head of engineering, Industrial product manufacturer*



Read the full study

This document is an abridged version of a case study commissioned by Sierra Wireless titled: The Total Economic Impact Of Sierra Wireless Octave, Rapidly develop and commercialize IoT industrial solutions efficiently, October 2019.

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# The Total Economic Impact™ Of Sierra Wireless Octave

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Through two customer interviews and data aggregation, Forrester concluded that Sierra Wireless Octave has the following three-year financial impact.

## DEVELOPMENT COSTS ARE LOWER BECAUSE:

- Firmware development is simpler
- Less skills required for the proof of concept
- application development and integration are much easier

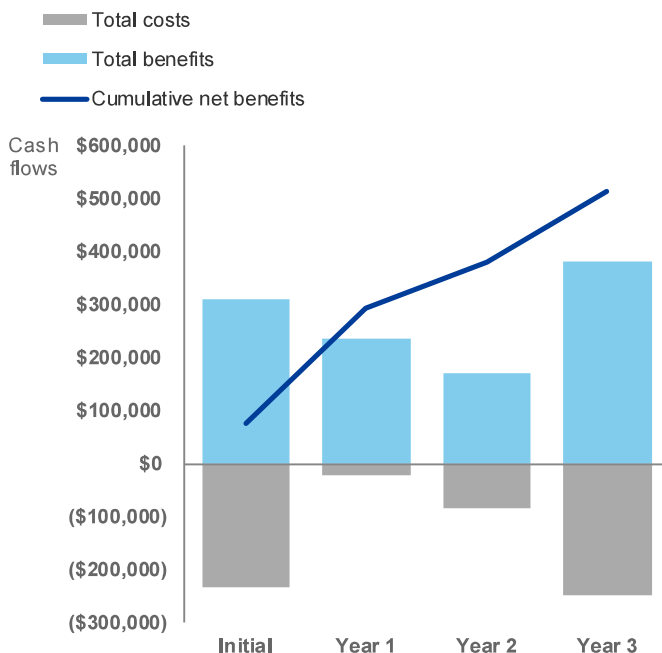
“Clearly, the way they have structured Octave, with the cloud-based features and configuration, is an advantage and makes things much, much simpler for the software engineers.”

*Head of engineering, industrial product manufacturer*



## FINANCIAL SUMMARY

Three-year risk-adjusted



## SAVE DEVELOPMENT TIME AND EFFORT:



BEFORE OCTAVE

**\$424K**

950 person-days plus \$80K in professional services costs.



WITH OCTAVE

**\$233K**

500 person-days of development work. No additional professional services costs.



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