HOW TO GET INDUSTRIAL IoT CONNECTIVITY RIGHT

SIERRA WIRELESS

The IoT is revolutionizing industry. Equipment manufacturers can now offer entirely new services to their customers, leading to more efficient operations.

The Value of Industrial IoT

Predictive maintenance
Using operating data from equipment to understand when it will fail, reducing downtime.

Pay per use models
Precisely tracking equipment use means charging based on exact usage.

Data-driven decisions
Analyzing data from industrial equipment drives better business decisions, increase efficiency and reduce costs.

The industrial IoT could add **$14.2 trillion** to the global economy by 2030

80% of industrial companies believe that the IoT will be transformative and disruptive

90% of industrial companies feel they are unprepared for these changes

Source: World Economic Forum, Accenture

Deployment Challenges in Industrial IoT

Transformation
Companies must reinvent their business models to become more service driven.

Coping with complexity
The cost and complexity of IoT developments can be difficult to predict, and can quickly escalate.

Focusing on data value
Not all data has the same worth. Uncovering the information that offers true business value is key.

Security
Manufacturers have to protect sensitive manufacturing data from theft or exposure.

Unclear Return on Investment (ROI)
Difficulties in assessing deployment and maintenance costs make it hard to predict economic benefits.

Choosing the right connectivity components and infrastructure is a vital part of preparing for Industrial IoT deployment.

Scalability
Cellular connections can connect large numbers of devices, meaning that they can support extensive, complex industrial environments.

Stability
Cellular networks and connectivity standards have been tried and tested over decades of operation and are highly reliable.

Simplicity
Cellular modules can connect directly to mobile networks, eliminating the need for local networks in industrial environments with space, power and safety constraints.

Future-proof technology
Cellular solutions based around standard 3GPP platforms offer a long-term growth path as companies move to 5G deployments.

Security
High-quality encryption is built into cellular networks, protecting sensitive industrial data from compromise.

Mixing and matching
Industrial IoT users can combine cellular with technologies such as Wi-Fi and Bluetooth Low Energy to meet ad hoc edge computing needs.

BUILD vs BUY? – SIX KEY QUESTIONS TO CONSIDER

When making the decision on whether to buy an external gateway for their machines or build in an embedded wireless module, equipment manufacturers should consider these six key questions:

- How many machines need to be connected via the IoT?
- What is the required footprint for each machine?
- How fast does the company need to go to market?
- Does the company need to customize data collection, processing and transmission?
- Is the equipment already deployed in the field?
- How much flexibility is needed for wireless connectivity?

BUY

Good option if:

- You're dealing with low volumes
- You need to move quickly
- You want to retrofit in-place equipment

BUILD

Good option if:

- You're dealing in high volumes
- You want tight control over functionality (and cost)
- You need a small footprint
- You want flexibility in wireless technologies deployed

SIERRA WIRELESS CONNECTIVITY SOLUTIONS

Sierra Wireless offers a range of IoT Connectivity solutions to help industrial companies manage the unique needs of connecting wireless devices in demanding environments.

SMART CONNECTIVITY for Secure and Resilient Global Coverage

- Designed for IoT devices
- Simplifies cross-regional network support
- Offers global connectivity across 600+ partner networks in 190+ countries
- In North America, direct connectivity to a single designated carrier is available through Enhanced Carrier Connectivity

READY-TO-CONNECT devices with easy access to Smart Connectivity

- Simpler development – reduce time-to-revenue
- Streamlined operations – one point of contact
- End-to-end security – sensitive industrial data is encrypted from device to application
- Simple management with a single, integrated SIMs and device management platform

Manage your IIoT deployments through a single management platform

- Manage complex IIoT environments via a single, easy-to use portal
- Full control over all aspects of the IoT lifecycle, from SIM ordering and activation to monitoring, activity alerting, billing and deactivation
- Intuitive and robust management interface

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