THE POWER OF IoT FOR COMMERCIAL WASHING MACHINES
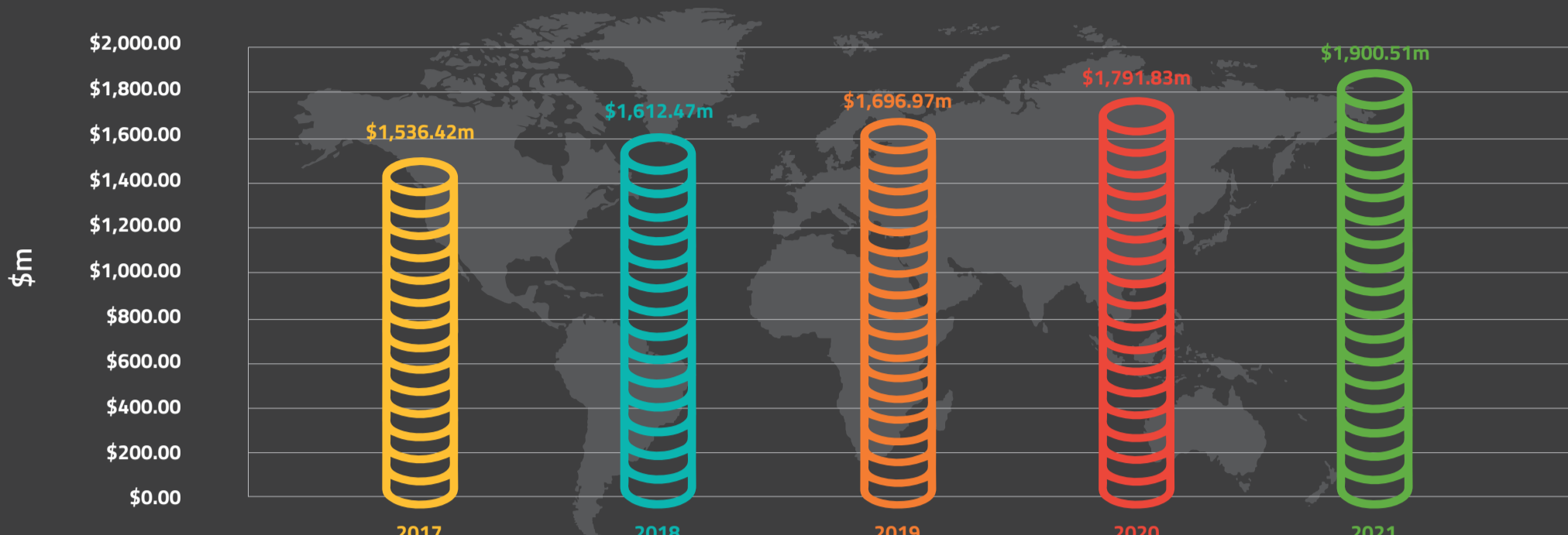
SIERRA WIRELESS®

The Industrial Internet of Things (IoT) has made equipment more efficient while improving customer experiences. For the first time, it enables manufacturers to gather and analyze sensor-based data to enhance operations. One industry that is experiencing the benefits of IoT is commercial and industrial washing machine manufacturers.

THE GLOBAL COMMERCIAL WASHING MACHINE MARKET

The sector is forecast to see a compound annual growth rate (CAGR) of just 5.31% between 2017-2021.

Bar chart — $m (y-axis $0.00 to $2,000.00):
- 2017: $1,536.42m
- 2018: $1,612.67m
- 2019: $1,696.97m
- 2020: $1,791.83m
- 2021: $1,900.51m

There are a number of challenges facing the commercial washing machine manufacturing sector, including:

Natural resource constraints
Manufacturers are under pressure to make their machines more water-efficient.

Energy efficiency
Commercial washing machines can consume a lot of energy, which can impact the environment.

Dynamic pricing
As operational costs increase, companies need to find more innovative pricing models, such as pay-per-use.

Maintenance
Washing machines are high-volume mechanical devices handling heat and water, making them prone to failure. Service costs are a key expense for companies.

DISCOVER UNTAPPED POTENTIAL WITH IOT

IoT technology lets washing machine companies gather useful data including temperature, water flow, load weight, cycle times and current operating status. This information can be leveraged to optimize performance, increase efficiency and introduce new service models. But large-scale IoT and data orchestration projects can be a daunting prospect. Common challenges include:

Data management
Connected machines will produce huge volumes of data that has to be sorted, aggregated and analyzed to produce meaningful insights.

Connecting assets
Manufacturers will likely have to retrofit their global installed base of machines with IoT-enabled modules, as well as connecting future washing equipment.

Syncing equipment
The IoT solution has to work with the protocols of legacy washing machines and be able to enable new services, like predictive maintenance, and new business models, such as 'washing machines-as-a-service'.

Employee resources
Skilled tech personnel are needed to program the embedded IoT software to interact with the manufacturer's equipment.

Network connectivity
Companies need to transit data from their machines to the cloud in a reliable, cost-effective and secure manner.

Cost predictions
Many companies find it hard to predict how much an IoT based project will cost, making it difficult to articulate the business case.

INTRODUCING OCTAVE™, SIERRA WIRELESS' SOLUTION TO ACCELERATE DATA-DRIVEN TRANSFORMATION

Octave™, Sierra Wireless' new device-to-cloud solution, lets you securely extract, orchestrate, and act on data from your washing equipment 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 enabling usage-based services
- Get an early start with your existing installed base.
- Replicates quickly to new devices and services.
- Enables usage-based services.
- Costs are predictable, to help you determine your business case even faster.
- Sierra Wireless offers an iterative rollout with staged deployment.