

# Saving Time & Money with an Edge-to-Cloud Solution like Sierra Wireless Octave



(Data source: VDC Research survey of 225 engineers and project managers developing IoT products in North America and Western Europe)

## Top uses for long range wireless communication in IoT products

- Sensory data acquisition

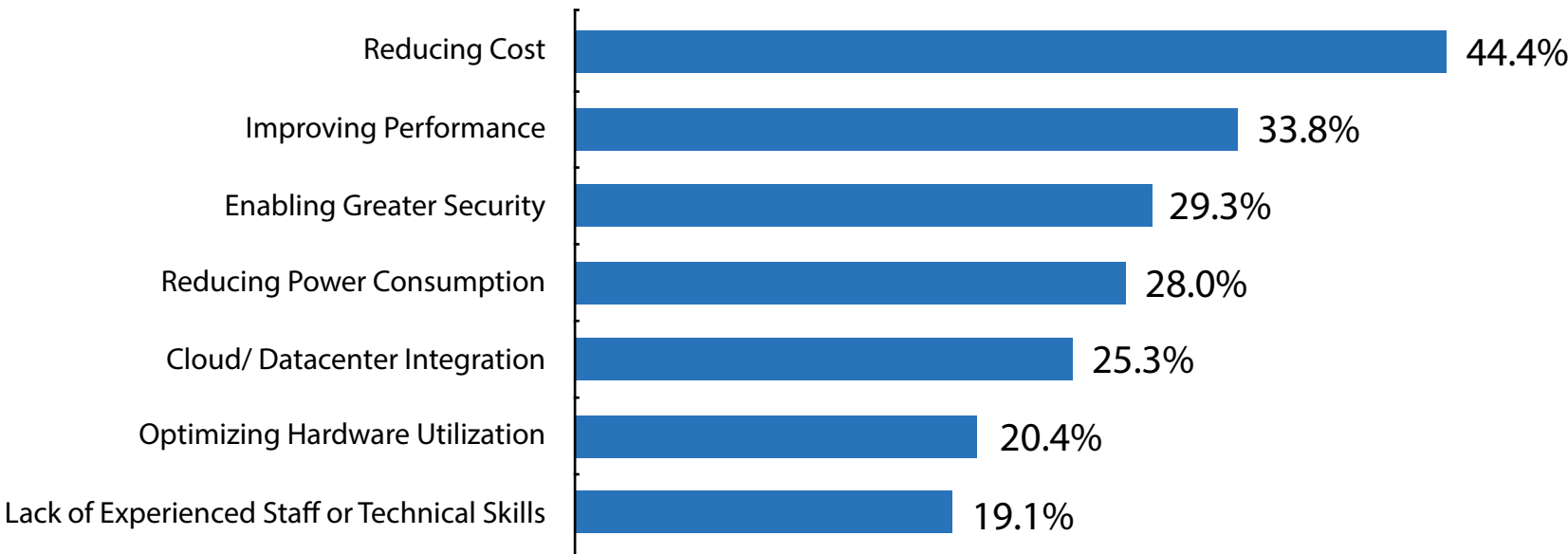
Remote device management or control

Software/firmware over-the-air updating
- Asset usage tracking  
(including usage based billing or services)

Predictive maintenance

Asset location tracking

## Software developments teams increasing in size as software stacks become more complex



Average development time for an IoT device using long range wireless communications

13.7 months

Median development costs for the long range wireless communications portion of project

\$110,000  
22% of total Development costs

## Using Octave can reduce wireless non-recurring engineering costs by 10% to 30% and shave months off time-to-market

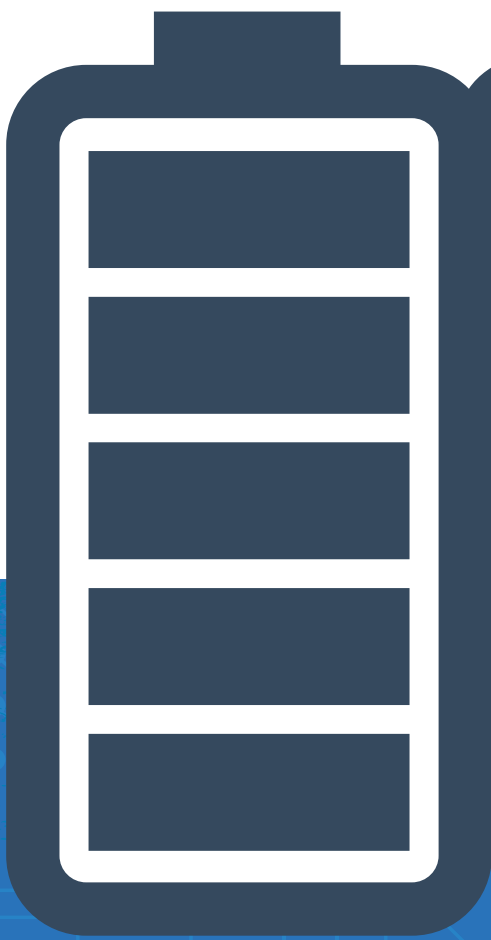
5 years

Median life expectancy of a deployed IoT device using long range wireless communications

3.5 years

Median expected battery life of a deployed IoT device using long range wireless communications

(Low power consumption can reduce or eliminate the need to replace batteries)



Using Octave can reduce total lifetime product costs (including development, bill-of materials, cloud services, and battery replacements) up to 24%.

Most important factor for selecting a specific vendor for wireless technology is

SECURITY!

## Benefits of Using an Edge-To-Cloud Wireless Solution Include:

- Reduced development time and cost
- Fully-managed security
- Reliable, pre-certified hardware and software
- Pre-provisioned global SIMs
- Ultra low power consumption
- Data orchestration at edge or cloud
- Firmware-over-the-air updates