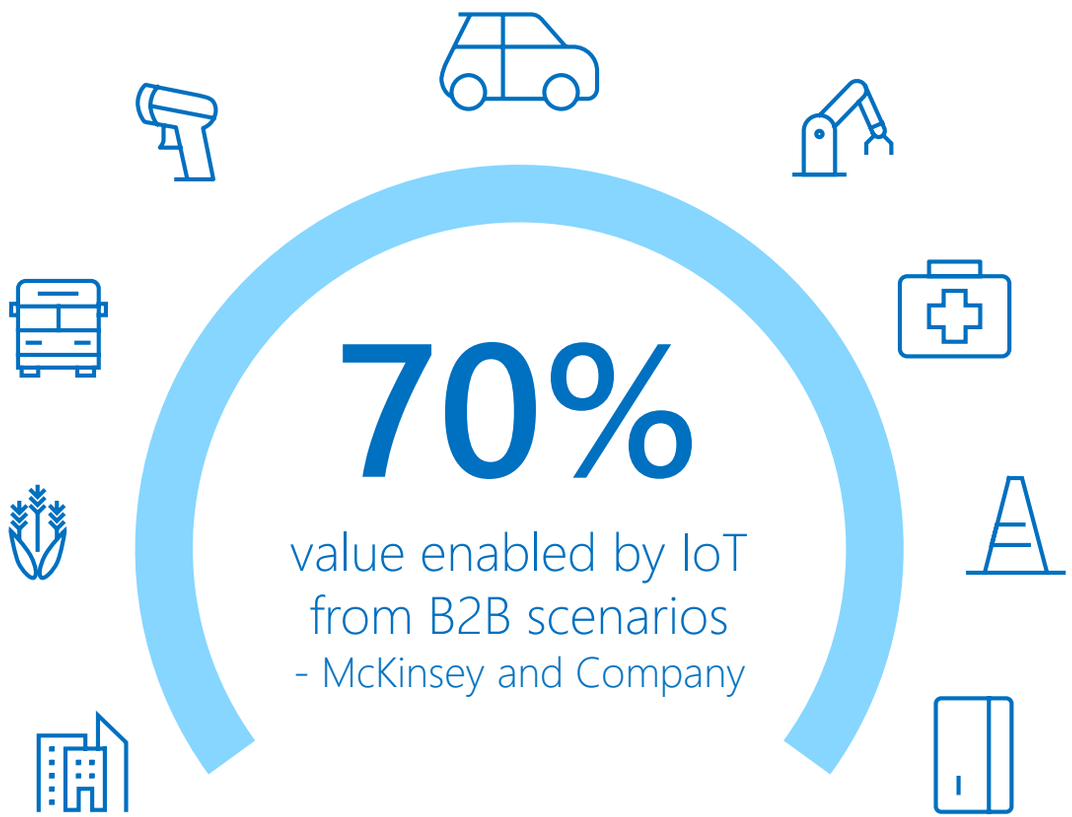
Microsoft

Azure IoT

Digital Transformation and the Internet of Things

Manash Goswami
Sr. Director, Devices Design-in IoT Solutions

The Internet of Things opportunity



80 billion
connected “things” by 2025 - IDC

180 zettabytes
digital data by 2025 - IDC

$457 billion
global IoT market by 2020 - Gartner

The Internet of Things **isn't a technology revolution**...

…IoT is a **business revolution**, enabled by technology

Applications of IoT

Tetra Pak

Selling Packaging as a Service

Connecting machines to collect real-time data has enabled performance and future failure monitoring, allowing Tetra Pak to revolutionize their business model

Click to learn more

MARS

Enhancing workroom break times

Microsoft IoT and Advanced Analytics ensure snack machines are never out of stock, and enable MARS to better understand customer behavior.

Click to learn more

Rolls-Royce

Filtering the signal from the noise

Used analytics to discover actionable insights around fuel usage, predictive maintenance and stop unscheduled delays.

Click to learn more

Johnson Controls

coop

MARS

btt

BUNN

WWW.ZIONCHINA.COM

powel

Roche

T · · Systems ·

Tetra Pak

ATF
SERVICES

thyssenkrupp

DUNAV
NET

DRONEWORKS

BMW

RAC

Steelcase

Schneider
Electric

SANDVIK
Coromant

JABIL

ABB

GRUNDFOS

weka health
solutions

KUKA

evoqua
WATER TECHNOLOGIES

GOJO

RUPPINER
KLINIKEN
Hochschulklinikum der MHB

LIEBHERR

Rockwell
Automation

SkyAlert

Rolls-Royce

FINNING
CAT

INDYCAR

targetbase

KOHLER

HERSHEY'S

origis

ECOLAB

Purell

quorum

JABIL

COATS

ZPMC

WEIR

مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

NAV CANADA

Cummins

Schlumberger

fathym

DAIMLER

POLITECNICO
MILANO 1863

TEXA

avatorion

Transport
for London

THE
YIELD
TECHNOLOGY SOLUTIONS

ABT
POWER MANAGEMENT

Ville d'Ottignies-Louvain-la-Neuve

ABUS
Security Tech Germany

Mondelēz
International

STOCKROSE
SMART BUILDINGS-AS-A-SERVICE

STEIGENBERGER
AIRPORT HOTEL
FRANKFURT

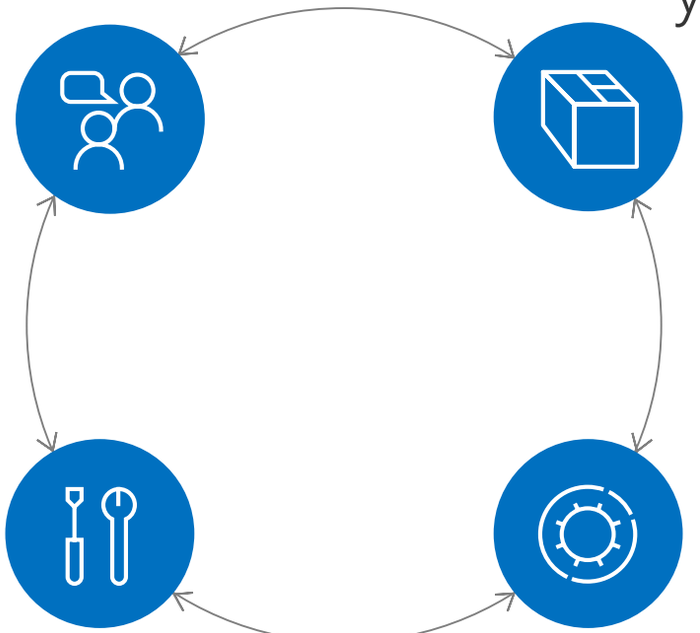
FUJITSU

KONGSBERG

These transformations have four imperatives

Engage your customers

Transform your products



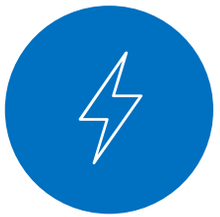
Empower your employees

Optimize your operations

Defining IoT

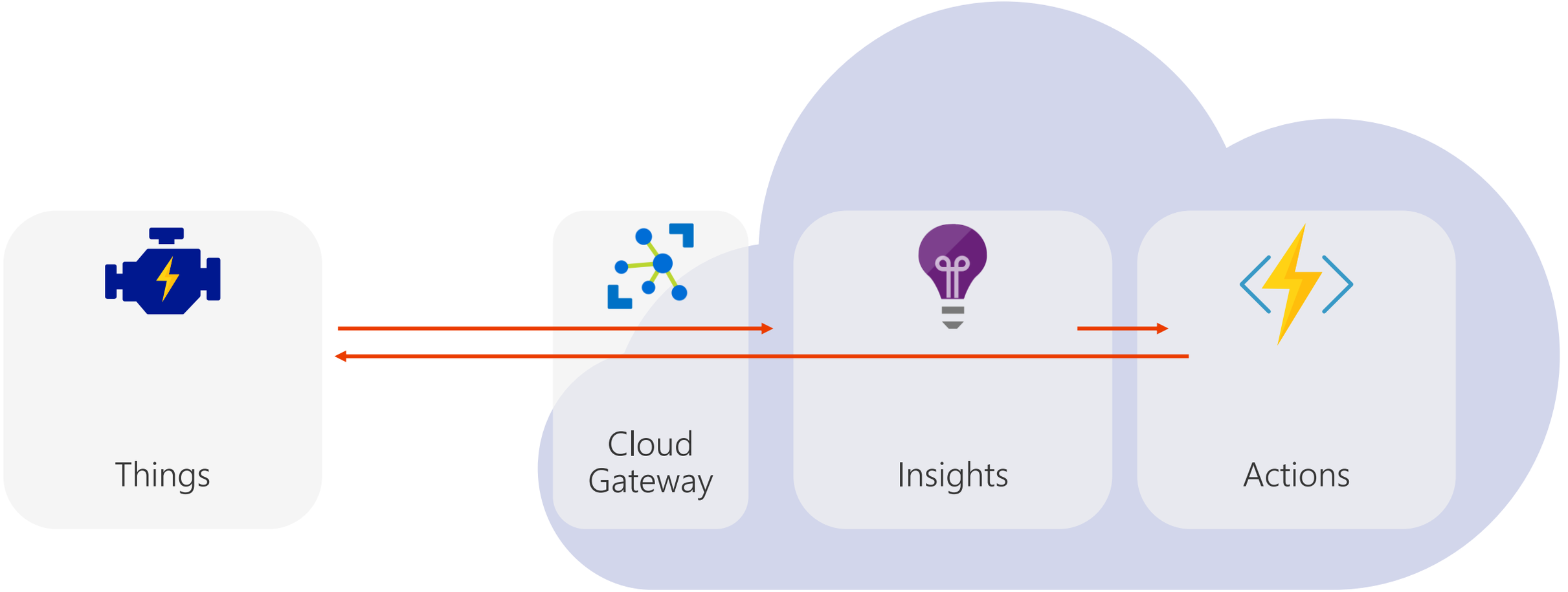
Things

Insights

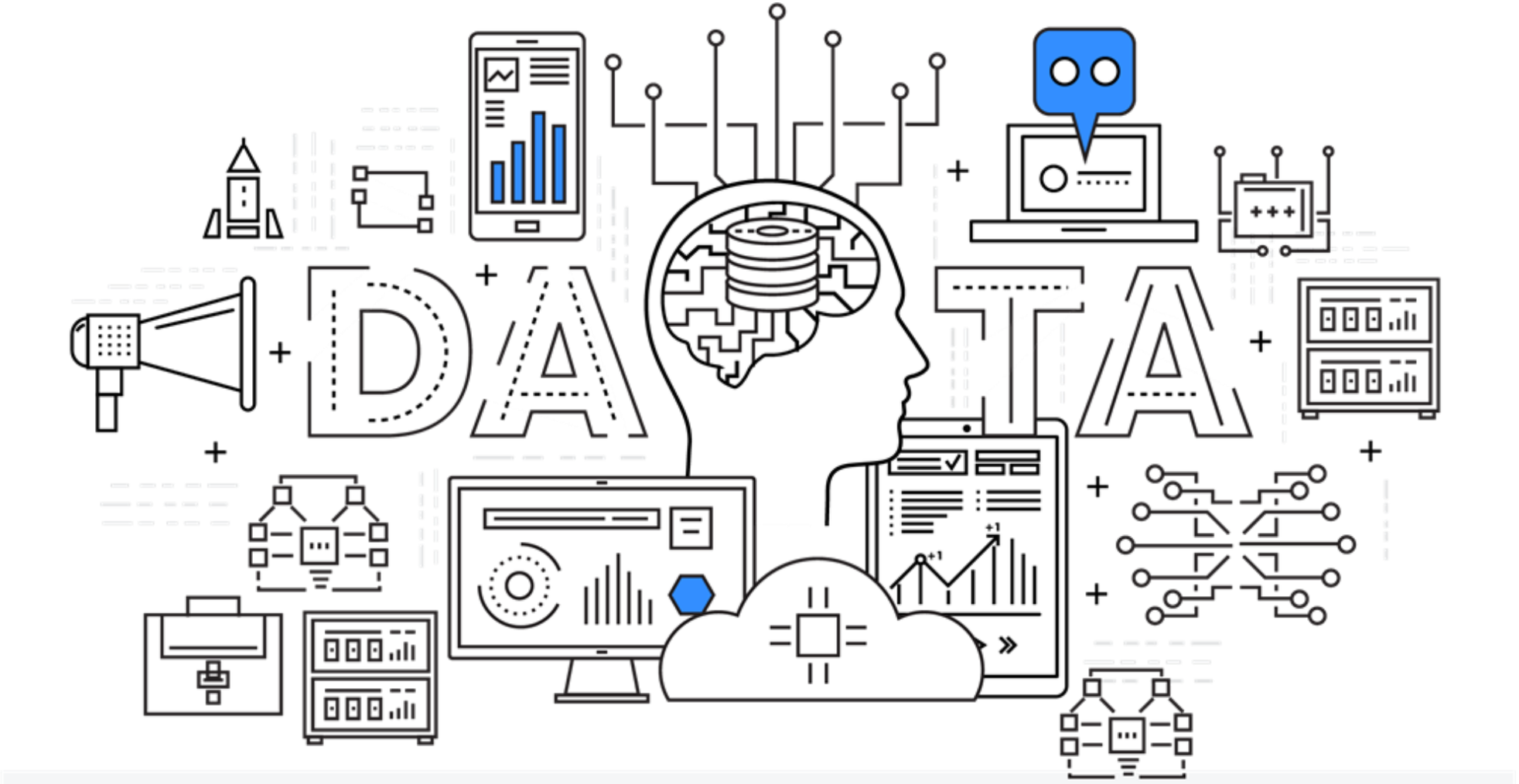


Action

IoT Solutions Have a Common Pattern



The Data Explosion



Built on an industry's leading hyperscale cloud…

50 Azure regions around the world

Waves of Innovation

Cloud

Globally available, unlimited compute resources

IoT

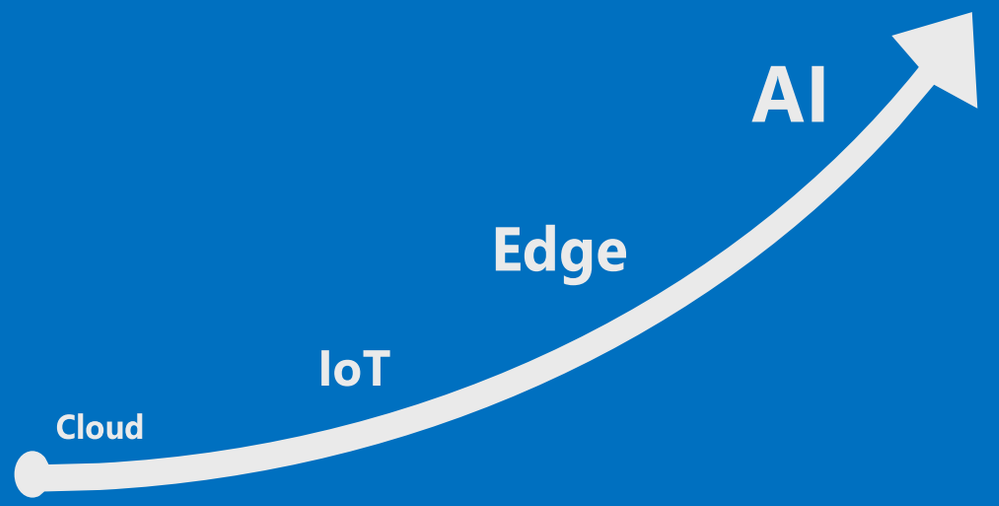
Harnessing signals from sensors and devices, managed centrally by the cloud

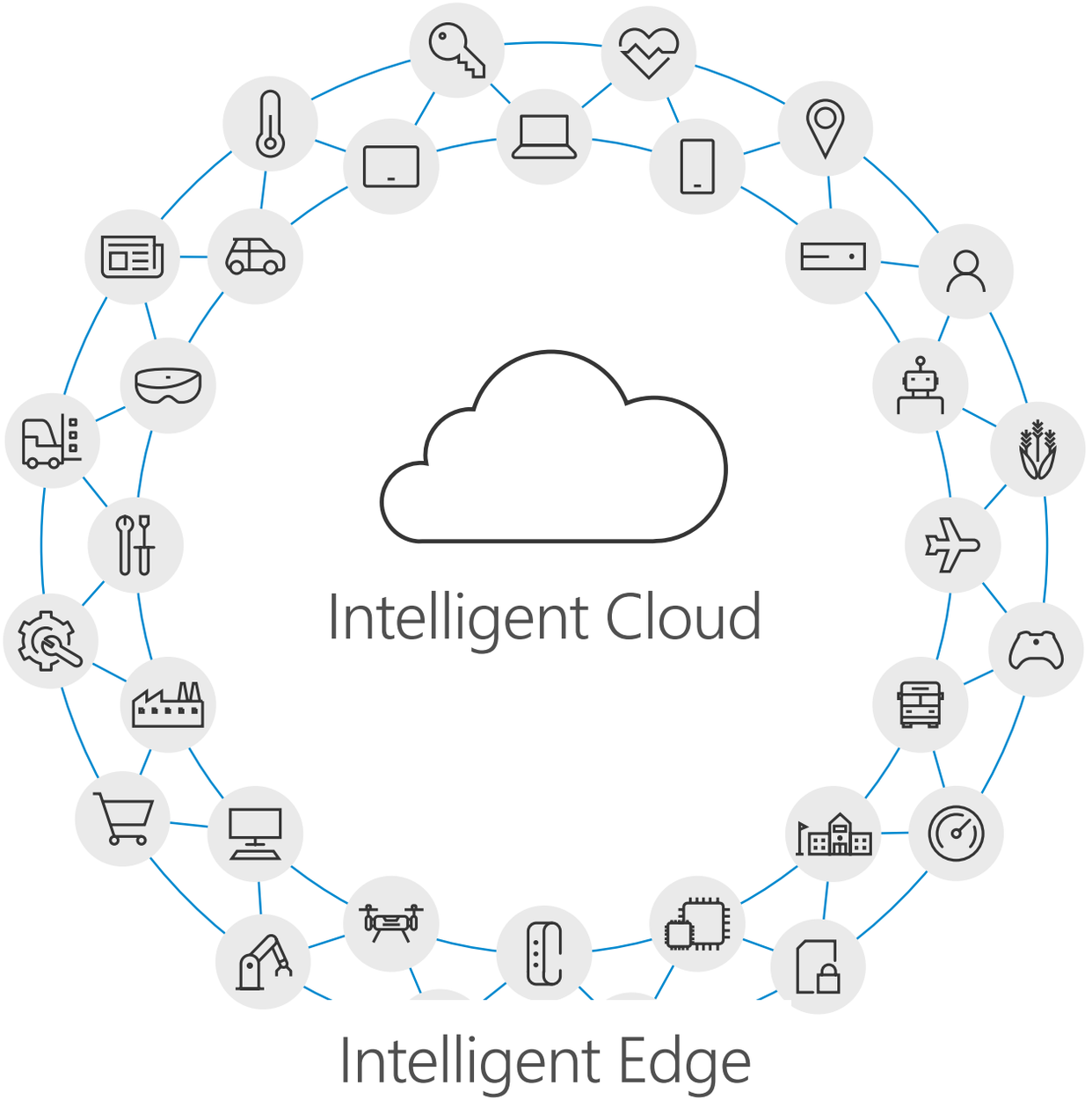
Edge

Intelligence offloaded from the cloud to IoT devices

AI

Breakthrough intelligence capabilities, in the cloud and at the edge




Intelligent Cloud
Intelligent Edge

Why Intelligent Edge?

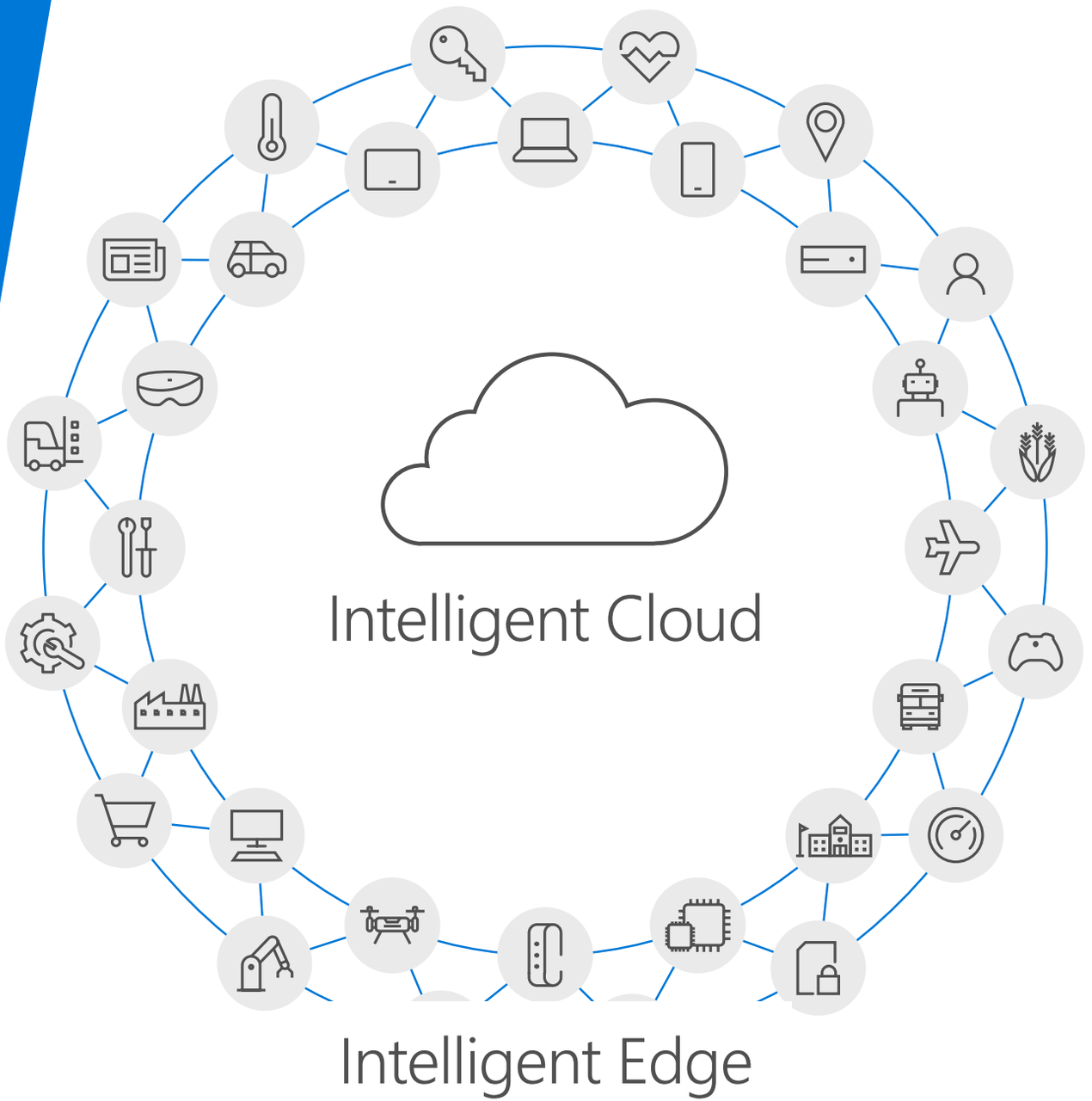
High-speed data processing, analytics and shorter response times are more essential than ever.

Intelligent Cloud

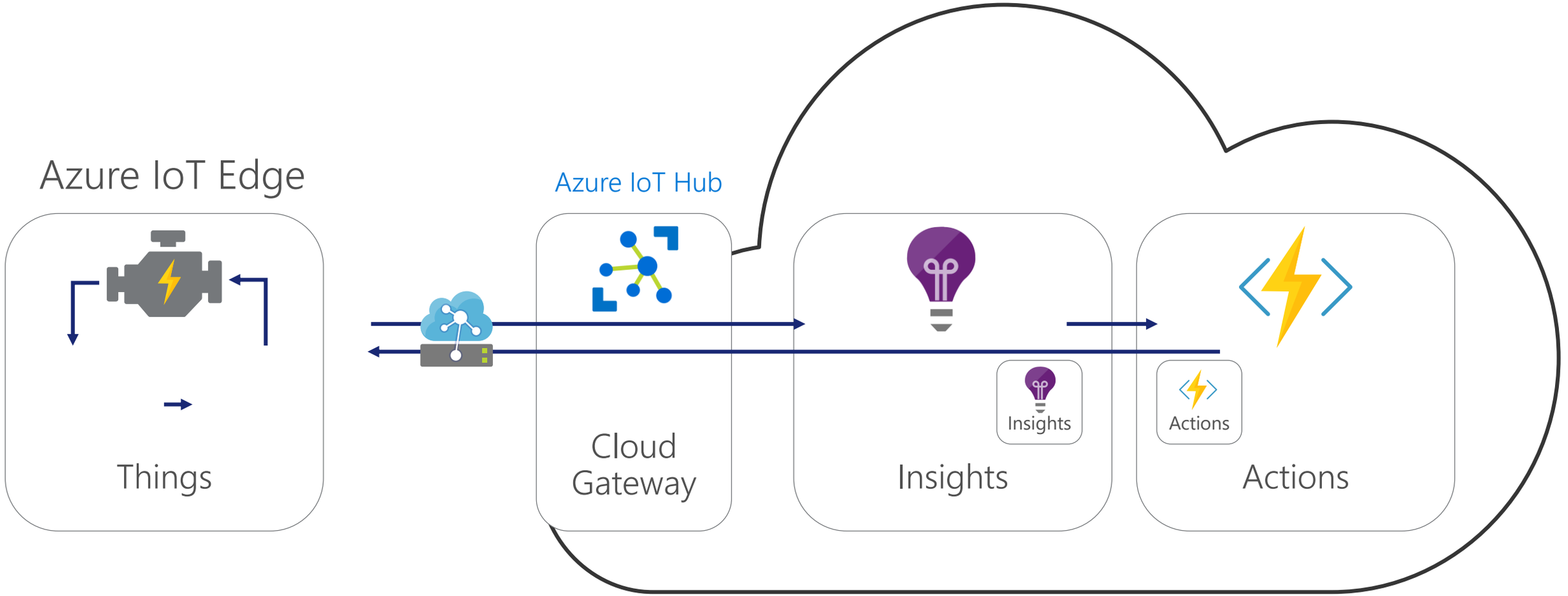
- Business agility and scalability: unlimited computing power available on demand.

Intelligent Edge

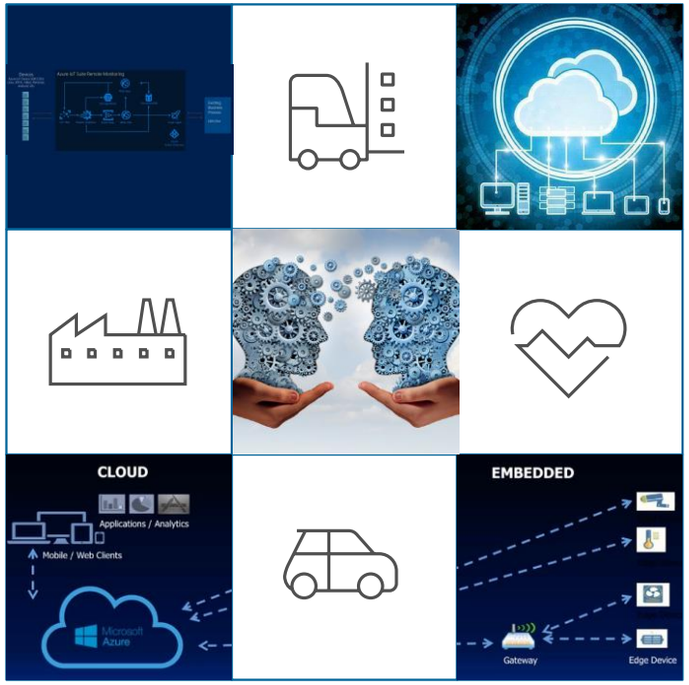
- Can handle priority-one tasks locally even without cloud connection.
- Can handle generated data that is too large to pull rapidly from the cloud.
- Enables real-time processing through intelligence in or near to local devices.



IoT Pattern + Edge



Building IoT Solutions



Creating Business Value through IoT

Edge to Cloud IoT Architecture

Deploy & Scale

Step 1 – Develop concept → Step 2 - POC/POV/PreProd → Step 3- Production

Thank You!
ευχαριστώ
Salamat Po
متشكرم
شكراً
Grazie
благодаря
ありがとうございます
Kiitos
Teşekkürler
谢谢
ขอบคุณครับ
Obrigado
شكريه
Terima Kasih
Dziękuję
Hvala
Köszönöm
Tak
Dank u Wel
дякую
Tack
Mulţumesc
спасибо
Danke
Cám ơn
Gracias
多謝晒
Ďakujem
תודה
நன்றி
Děkuji
감사합니다