The Next Level Industrial Revolution.

Top 10 Business Opportunities in Manufacturing IoT
The first Industrial Revolution began in the 1800s, where innovation and technology changed the way of life as well as our methods of manufacturing. Even though we have come a long way, there is no surprise that many dated practices, including the lack of proper connectivity and its appropriate uses, still exist today. Which begs the question; is the “next level” Industrial Revolution upon us?

The answer… it is. We live in a world of increasing connectivity. This concept is and will remain an ever-evolving one. Providing increases to productivity, efficiency, and ROI, industries are re-thinking their business models to be tailored around the eminent need for IoT. So, what does this obsession with interconnectivity mean for the manufacturing industry?

As the world of IoT seems endless, let us clarify. We are defining IoT as: the network of physical objects that contain technology to communicate, sense and interact with their internal states or the external environment. For the Manufacturing Industry specifically, we are discussing the “smart product.”

Here you will find the top ten business opportunities you should be focusing on in order to maintain relevancy and ensure success.
1. **Optimize Product Utilization and Efficiency**

   Be able to capture critical information specifically around a product’s performance and capacity. Allowing the ability to make more strategic adjustments to reach your business’ optimal operating efficiency.

2. **Improve Worker Productivity and Safety**

   Analyze real-time and historical data to anticipate and prevent product failures. Providing you a means to have proactive plans in place to prevent any resulting dips in productivity, or potential safety issues.
3. Create new revenue streams

Correlate the data across all smart products, be able to identify potential areas with additional value-add and monetization opportunities.

4. Enable Customer self-service

With the right intelligence, ability for remote management and sophisticated technology from your connected product, be able to uncover self-service options for your customers.
5. **Provide New and Expanded Services**

Have more time and valuable insight to innovative new business models that provide compelling value over the life of your product. While also identifying the potential for added ROI.

6. **Ensure Regulatory Compliance**

Ensure compliance of your products operations by gathering information on-the-spot that demonstrates performance, effectiveness, and safety.
7. **Optimize Service and Field Enablement**

Enable access to in-depth information about the install base, parts, and product troubleshooting.

8. **Customize and Personalize Product Usage**

Provide automatic feedback loops that revise and customize a product based on the customers usage patterns.
9. **Enable Product Tracking and Inventory Management**

Tracking asset location and status in real-time allows optimal deployment and usage of assets to meet specific needs. Enabling more control over inventory management to prevent major surpluses or shortages.

10. **Improve Product Quality and Manufacturing**

Capture performance and reliability data to improve overall product quality and head off warranty issues.
We are engineering a connected world and with innovation at our core, Lochbridge is at the forefront of this movement. *Developed based on our years of expertise coupled with industry best practices, our Solution Accelerators help connect, control, monitor and optimize.* They combine technology partnerships & experiences, reference architectures and physical assets to generate significant business outcomes for our customers.

Contact us to learn more about how our Solution Accelerators provide the competitive edge you need to get and stay ahead of the "Next Level Industrial Revolution."

---

### Building Blocks

<table>
<thead>
<tr>
<th>IoT Gateway</th>
<th>Big Data</th>
<th>BI &amp; Data Visualization</th>
<th>Web &amp; Mobile</th>
<th>Enterprise Integration</th>
<th>Infrastructure</th>
<th>Continuous Delivery Tools</th>
</tr>
</thead>
<tbody>
<tr>
<td>Device Connectivity &amp; Management</td>
<td>Acquisition Engine</td>
<td>Data Lakes</td>
<td>Content Management Systems (CMS), Portals</td>
<td>APIs</td>
<td>Cloud Hosting</td>
<td>Version Control</td>
</tr>
<tr>
<td>Message Routing</td>
<td>Analytics Engine</td>
<td>Dashboards</td>
<td>Mobile Application Platforms</td>
<td>Enterprise Data Transformation (ETL)</td>
<td>Hybrid Clouds</td>
<td>Automated Build, Test &amp; Deploy Tools</td>
</tr>
</tbody>
</table>

Contact us To learn more about DMI