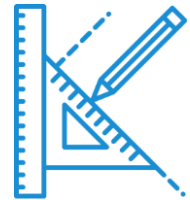


*„The best way to predict  
the future is to shape it.“*  
(Willy Brandt)



## You...

- are looking for growth ideas?
- want to fascinate your customers?
- want to outplay competitors or react to trends?
- want to respond to digitization?
- are interested in a more agile corporate culture?
- want to introduce new technologies?
- want to ensure technical practicability & take advantage of AZURE IoT Services?



**Business  
Design**

## We...

- support you with our unique "Business Design Process"
- have 15 years of IoT experience with more than 150 successfully completed projects
- are Azure Platform Gold Partner
- are for the third time in a row "IoT Leader Germany"



**Architecture  
Design**

# Develop your new IoT Business Model and Architecture



Business &  
Architecture  
Design



Business  
Model



Hypotheses &  
Experiments



Lean  
Offerings



Action Plan

## Defining your Azure IoT Architecture

### Day 1

- 10:00 – 10:30: Welcome & Introduction
- 10:30 – 11:30: Presentation Case Study
- 11:30 – 12:30: Usage Scenarios
- 13:30 – 14:30: Presentation & Feedback
- 14:30 – 15:15: Business Models
- 15:15 – 15:45: Preparation Fieldwork
- 15:45 – 16:45: Initial Market Offer
- 16:45 – 17:15: Wrap-up



### Day 2

- 10:00 – 11:30: Identification of Azure Solutions for Data Transmission & Handling
- 11:30 – 14:00: Consulting on Connectivity and Hardware Requirements
- 14:00 – 16:30: Development of a concrete proposal for your possible IoT architecture, getting the most value out of Azure IoT Services
- 16:30 – 17:15: Wrap-up, Next Steps

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Internet of Things (I4.0)  
Platforms, Services & Solutions  
Leader Germany

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