

Pitch Deck

IoT Envisioning

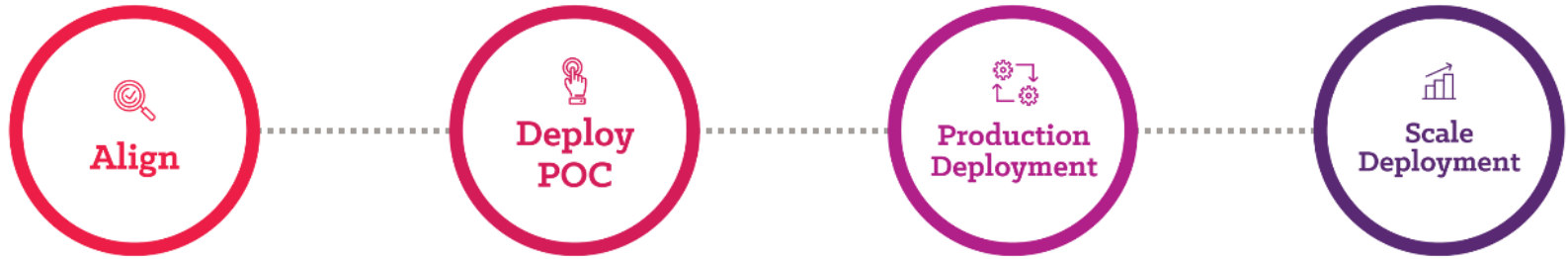


Laying a foundation for IoT success



Our Process

A repeatable, enterprise-wide deployment model



Define

Understand stakeholder issues and personas.

Define and prioritize use cases and KPIs for your solution roadmap.

Learn

Focus on deploying a Proof of Concept (PoC) to demonstrate business value for your highest priority use case.

Collect information from selected devices and sensors, then integrate with IoT platform.

Deploy & Support

Deploy Minimum Viable Product (MVP) to a wider audience with support.

Add key improvements discovered from Pilot and start realizing Return on Investment (ROI).

Gather feedback for continuous product improvement.

Scale & Improve

Roll out to enterprise with production support.

Ensure increased visibility and insights are translating into new opportunities and results.

Identify areas of improvement and add new use cases to drive further value and ROI.



Align: IoT Envisioning Summary

Preparation

In order to facilitate an effective workshop series, the client and Insight team will conduct a varying amount of preparation exercises which will depend on the size of the workshop.

Solution Workshops

By facilitating workshops with your team, we're able to help identify (or in this case validate) goals, pain points, and opportunities through an outcome-oriented approach.

Outcomes

The engagement will yield a specific plan of execution to deploy and configure devices, develop IoT solution, and configure services required for a PoC Implementation

Stakeholder Interviews

Insight will conduct stakeholder interviews, capturing outcome requirements, business objectives and existing technical assets, to help set the tone of the workshops.

Align and Prioritize Next Steps

In addition to our outcomes, the workshops will validate highest priority use cases and KPIs for your PoC, with a focus on pinpointing specific technologies to accomplish outcome objectives.



Align: IoT Envisioning Activities & outcomes

Preparation

- Stakeholder Interviews
- Review Client Materials, and Research Solutions
- Agenda and Workshop Collateral

Workshop (s)

Deep-dive session(s) with key business & IT stakeholders

Activities & Outcomes

- Review of desired business outcomes
- Outline of ecosystem and existing assets
- Define (validate) technical objectives and services to be implemented
- Prioritized list of thematic opportunities
- Roadmap for long-term deployment vision
- Plan and scope for PoC implementation

Close Envisioning Engagement

- Debrief summary of findings and establish plan for PoC Implementation
- Proposal for PoC, including estimation of cost, effort, timeline, and device requirements



Roles

Who are the Required Participants

Client

- **Sponsor:** Engagement sponsor is the key stakeholder from the Client team, driver of business outcomes and overall success criteria.
- **Technical SMEs:** Subject Matter Experts are Client resources who have specific domain knowledge related to processes and environment targeted for monitoring, or other areas pertaining to technical or business requirements.

Insight

- **Project Manager:** Single point of contact for Client leadership. Coordinates interactions between Client, Insight and Microsoft resources. Provides status reports and administrative support.
- **Enterprise Architect:** Strategic advisor resource for the engagement. Works closely with Client business and technical leaders to define roadmap and support overall vision.
- **Solution Architect:** Key technical and design resource for the engagement. Works closely with Client SMEs and leaders to ensure Insight understanding of all facets of scoped work as well as the higher-level strategic fit of this effort into Client success.

Microsoft

- **Azure Specialist:** Support and oversight to ensure compliance with Microsoft best practices and industry standards, especially with regard to Azure IoT service design.

Thank you!



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