

When you connect your business with IoT, the opportunities are endless



## Introduction

The Internet of Things (IoT) presents a wealth of opportunity with incredible savings and growth. We at Neway believe that every IoT projects begins by putting the POC in context of the end-to-end IoT implementation journey.

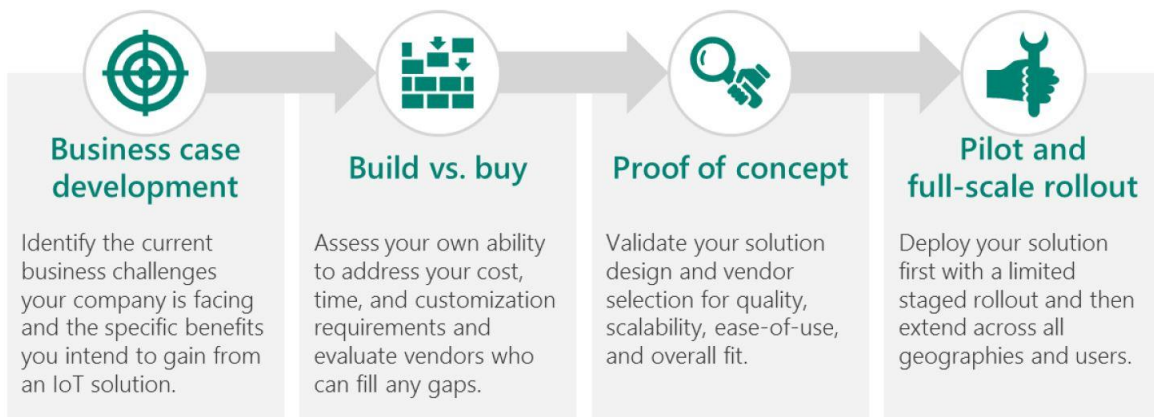
IoT has the power to help businesses completely transform their operations, decision-making, and revenue models—saving money and driving business growth. With a predicted \$100M average increase in income for the most digitally transformed enterprises, it's easy to understand why IDC projects a compounded annual growth rate of 15.6 percent in IoT spending between now and 2020.

That doesn't mean, however, that these business opportunities can crop up overnight. Many companies may want to use IoT to revolutionize their entire operations instantaneously, thinking there's an immediate way to realize massive business benefits.

Such lofty expectations will most likely leave companies overwhelmed and frustrated, setting them up for costly mistakes. But it doesn't have to be that way.

A well-planned proof of concept (PoC) is key to demonstrating the value of your IoT solution before implementing a full-stage rollout. With the right design, you can get results to executive sponsors quickly and iterate on a simple scale, maximizing control of your solution and minimizing the consequences of short-term failures.

Designing an IoT proof of concept may seem like a daunting task, but with the right vision and approach any company can develop a successful IoT initiative. In fact, it's very likely that you already have the pieces in place to get started. The purpose of this paper is to identify the key considerations for each component of an IoT POC.



## About Neway Technologies

NeWay Technologies was established in 2004 and has ever since demonstrated expertise with global IT projects. We provide end-to-end professional services to our customers, creating customized solutions designed specifically for each business.

This involves delivering everything a full system requires, from operational and security needs to configuration, migration, training, maintenance and support.

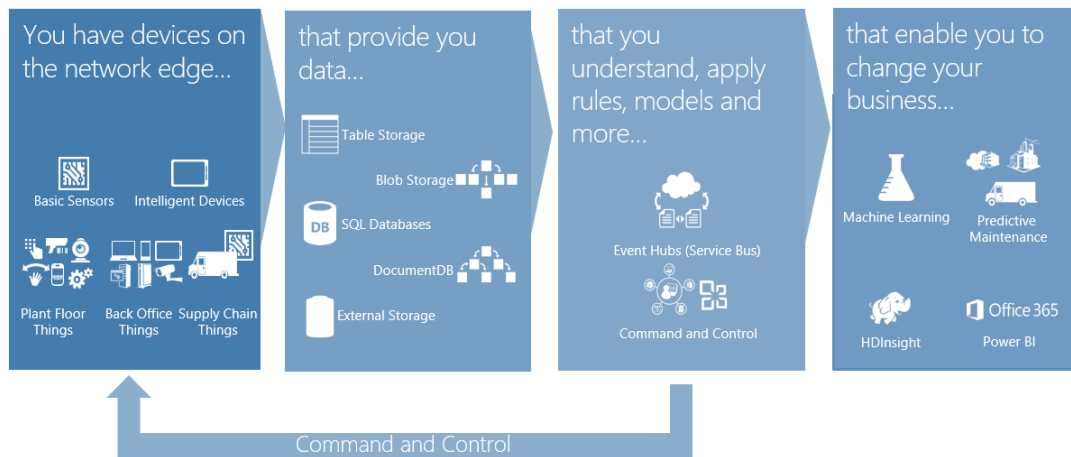
We specialize in Microsoft technologies & infrastructure solutions in both the On-Premises realm and the Cloud.

Inside the Cloud division we offer an end to end services of IoT planning, AI architecting, Devices Implementing and data extracting for business intelligence- BI, Applications Performance Monitoring (APM) and System control.

Our customer base comes from a broad range of industries, from the technology and communications sector to financial, governmental, defense institutions and many more.

## The Internet Of Things - IoT

IoT (Internet of Things) allows you to have devices on the network edge (basic Sensors, Intelligent devices, plant floor things, back office things, supply chain things, etc.), that provide you data into storage (tables storage, blob storage, SQL databases, NoSQL databases, big data databases, external storage, etc.), that you understand, apply rules, models and more (queueing, stream with analytics, command and control, etc.), that enable you to change your business (machine learning, predictive maintenance, make data analytics, reports with Power BI, etc.).



## Azure IoT Solutions

Azure IoT solution is easy to provision, use and manage, you pay as you go, scale as you need, you can global reach, hyper scale and have an end to end security & privacy. The Azure IoT solution was designed to deal with the IoT challenges, such as connecting reliably and securely millions of devices to the solution backend, often embedded systems with no human operator, may only be reachable through the solution back end, may have limited power and processing resources, may have slow, or expensive network connectivity, using proprietary, custom, or industry-specific protocols, large set of popular hardware and software platforms, and can be deployed in remote locations, where physical access is expensive.

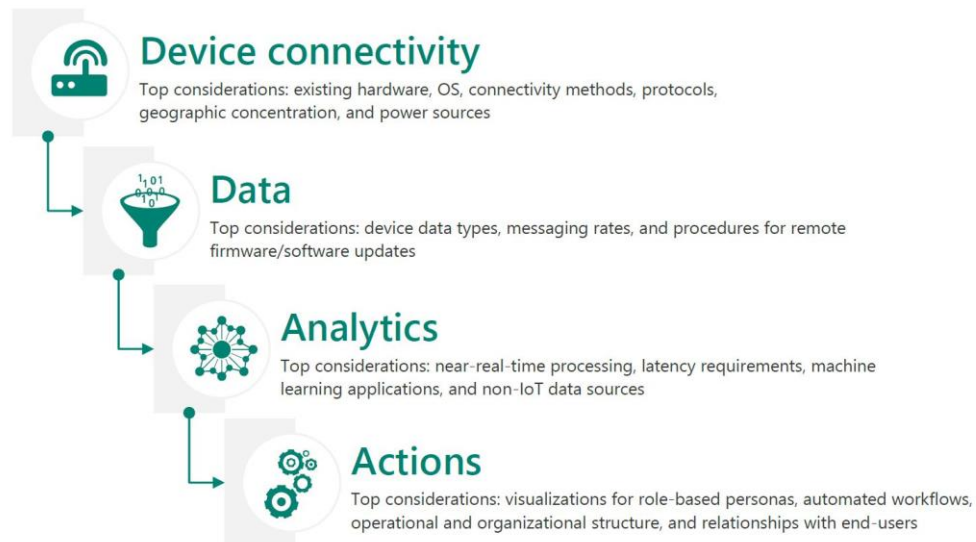
## Neway's IoT Services

IoT Solution Architecture & Design
Data Collection & migration to the Azure Cloud
Cloud administration & enablement
IoT Hub Connect, monitor, and control billions of IoT assets
Smart devices connectivity and analyses
Data visualization and extraction- Making data useful and clear to view
Stream Analytics Real time data- streaming processes from millions of IoT devices
Machine Learning- Open and elastic AI development
Artificial Intelligence AI
Time Series Insights- Instantly explore and analyze time series data
Azure Location Based Services- Simple and secure location APIs provide geospatial context to data
Event Grid- Get reliable event delivery at massive scale
Apps Automation access- and use of data across clouds without writing code
IoT Devices Integration -Azure Logic Apps ,Salesforce, ServiceNow

## Getting Started

A proof of concept is an instrumental step in a company's IoT journey. It allows organizational leaders to take real action on their business visions, by testing and refining the most important characteristics of a solution. It is where a company may begin to see firsthand the value and transformative power that the Internet of Things. From unlocking opportunities to utilizing existing data into new business opportunities

At Neway, we want you to feel empowered to make the best decisions in your IoT journey. If you have further questions about developing your own IoT solution, please reach out to us to learn more about how our services and our partnership with Microsoft can help your business realize on the incredible potential of the Internet of Things.



## Learn more

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- Learn more about the Internet of Things at the Microsoft IoT [blog](#).