Sierra Wireless Octave

Simplifying industrial IoT

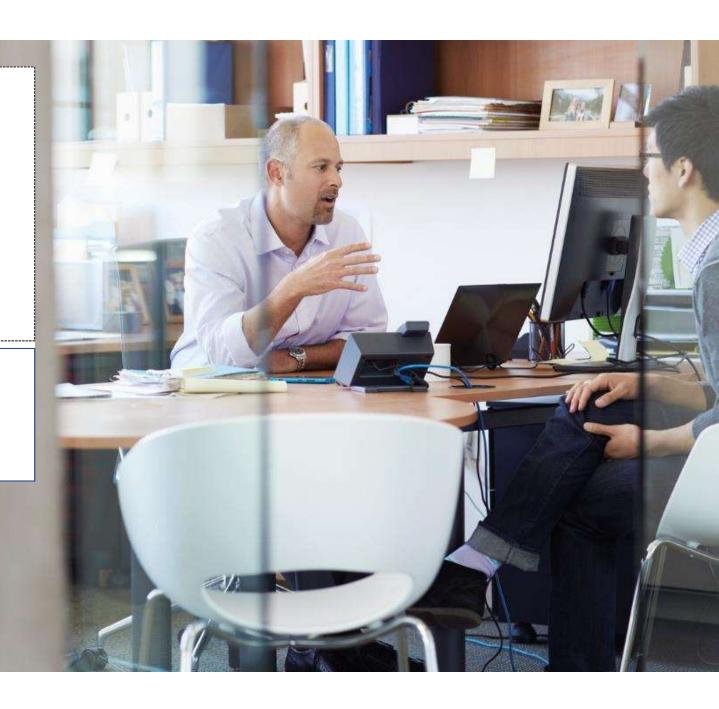**SIERRA WIRELESS®**

Challenges

IoT is Transforming Industries But Remains Highly Complex for industrial companies

Only 26% of companies are successful with their IoT initiatives, given a whole host of challenges: long time to revenue, complex and costly development, high project risks

Ideal Solution

Sierra Wireless Octave is the first and only **all-in-one edge-to-cloud solution** for IoT deployment at any scale enabling companies to deliver on the business value of IoT

Sierra Wireless Octave helps scaling IoT:
- Enables companies to focus on data, rather than reinventing infrastructure
- Accelerates development, by freeing companies from edge-to-cloud integration
- De-risks deployment by ensuring flexibility and optimized operations, at a predictable cost

Desired Outcomes

"The way Sierra have structured Octave and with all cloud-based features and cloud-based configuration, it's an advantage that makes things much, much simpler for the software engineers"
Head of Engineering, Industrial Product Manufacturer

- Focus on data, rather than re-inventing IoT infrastructure
- Reduce costs. Octave can reduce development and deployment costs by 42%*
- Boost time-to-margin. Octave reduces time-to-market by an average 9 months*

* *Forrester TEI study*

Sierra Wireless Octave

The all-in-one edge-to-cloud solution for connecting industrial assets

Focus on your data, not on your IoT infrastructure

- Octave securely integrates edge devices, network, and cloud APIs into a single solution
- Octave lets you securely extract, orchestrate, and act on data from your industrial assets to the cloud.

Reduce your development costs

- Connect your first equipment in just a few hours for quick PoC
- No need to recruit developers for 6-9 months to run custom integration
- No need to hire 3rd party to provide all needed expertise (embedded, telecom, cloud, security)

De-risk your IoT deployment

- Easily transition from PoC to commercial solution
- Use one single SKU for global deployment, incl connectivity
- Single point of support, 24/7, with Sierra Global Network Operations Center

A complete edge-to-cloud solution

Octave + Azure IoT Central
- Global solution, incl global cellular network access
- Scalable, with data orchestration capabilities
- Integrated with existing ERP and leveraging a strong partner ecosystem (edge to the cloud)

"Octave creates a link between cloud and hardware. Hence it gives our product an infinity of potential applications for a minimum of development"
Pierre-André Galy, Axibio, Founder and CEO

Box 1: Sierra Wireless Octave+ Microsoft Azure IoT Central

Together Sierra Wireless Octave + Microsoft Azure IoT Central simplify industrial IoT. It provides a complete edge-to-cloud solution, allowing manufacturers to easily and securely extract, orchestrate, manage and act on their asset data.

Solution Alignment

A complete edge-to-cloud solution, available globally	Enhanced scalability	Fully integrated with existing IT
A complete with global cellular network access, able to orchestrate data from your industrial assets at the edge to Microsoft Azure, with customizable dashboards	Increased ease of deployment and operations, with guaranteed security	Tighter integration between your industrial assets sitting at the edge and your IT systems, incl your ERP