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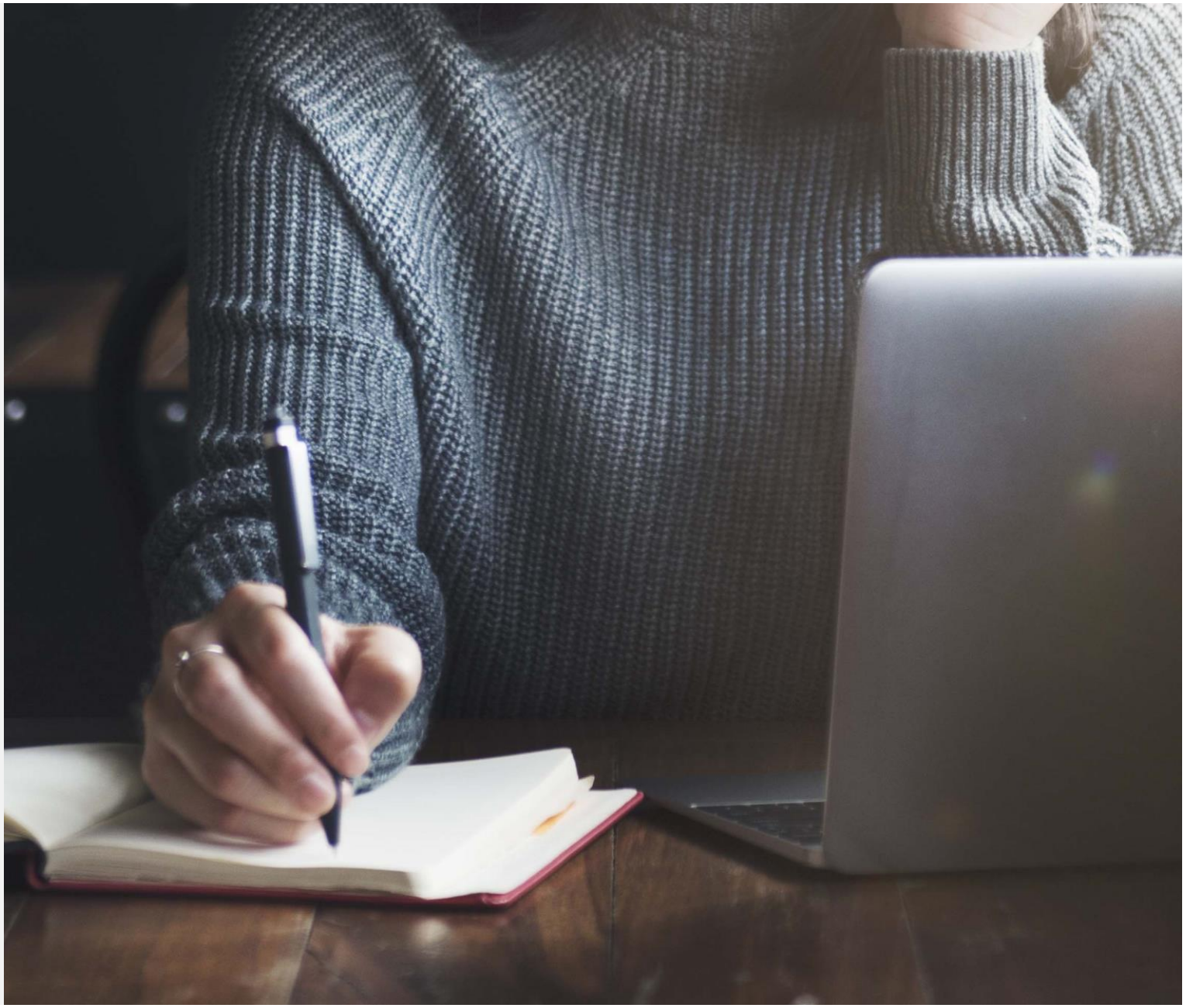
EUGENIO

AGENDA

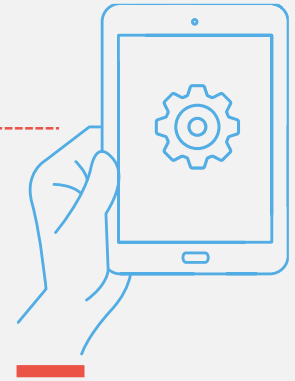
- EUGENIO
- Market Context
- Customer Cases
- Business Model



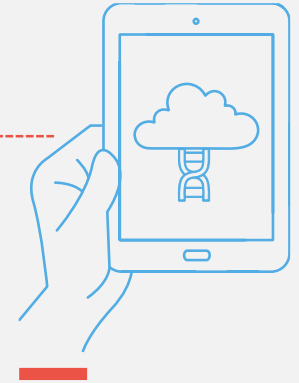
EUGENIO

What is EUGENIO?

End to End IoT Platform (software and hardware) which allows corporations to implement IoT projects in a simple way focusing on the business



It's **hardware layer**, called Cube, enables the connectivity of numerous types of devices in a simple and customized way, allowing the scalability of IoT low cost projects.

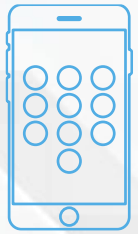


The solution consists of cloud and on edge **software layers**, enabling flexible decision making, locally or remotely.

EUGENIO'S

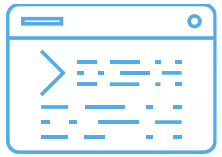
Main Target Audience

BENEFITS FOR APPLICATION DEVELOPERS

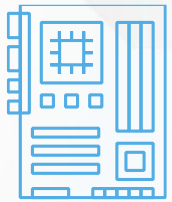


Rapid development of IoT applications leveraged by EUGENIO APIs.

It provides data management and storage in its Big Data engine, elastic infrastructure, security and low latency data exposure.



100% API based technology: developers can use existing interfaces and functions or create their own, based on open APIs.



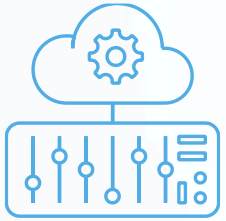
Flexible hardware architecture due to EUGENIO's FOG components.

EUGENIO'S

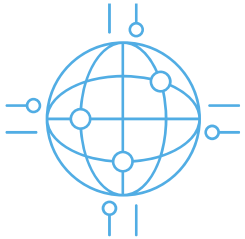
Main Target Audience

BENEFITS FOR IOT MANAGERS

Secure, scalable and open architecture, based on standards.

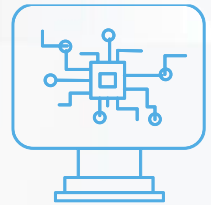


Reliable cloud infrastructure based on Microsoft Azure.



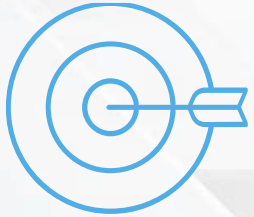
Single platform for all IoT applications, improving governance and security management.

End-to-end management and visibility of devices for data visualization.



Big Data: all your data in a single data lake, including IoT and external data.

EUGENIO'S
Benefits



It allows you to focus on your business, that is, put effort into the development of IoT use cases, allowing the platform to resolve the most technical issues related to the topic.

It concentrates all device administration and all data generated by them in a single structure, facilitating the management and governance of IoT projects and allowing the development of new use cases using data available on the platform.

Through its set of APIs, it allows IoT applications to be developed by Logicalis, by our partners, by its own IT team or by its partners.

The creation of a tenant (specific environment with data segregation) is done in seconds, as well as the addition of new devices.

It presents a flexible business model, which fits your business and your needs, allowing a simplified view of the cost benefit.

EUGENIO'S

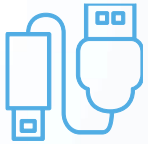
Advantages

BENEFITS FOR APPLICATION DEVELOPERS

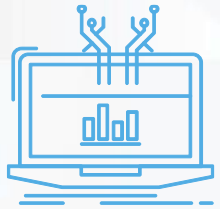
Integrated Big Data, allowing full visibility of the data generated by your devices

Structure to support thousands of devices

Device management and storage



Plug and play (easy to connect)



The platform can be used pragmatically, that is, it is possible to include routines for the application;

ARE WE DIFFERENT FROM COMPETITORS?

Unlike other market platforms, EUGENIO delivers Big Data & Analytics functionality for data storage and processing 100% integrated with other platform services.

EUGENIO (including Cube) allows modular expansion, enabling the inclusion of new applications and increasing the data analyzed according to the evolution of the customer's environment. Fully customizable.

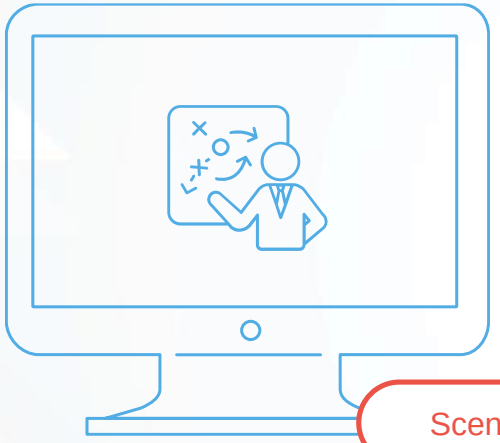
Cube is a unique solution on the market, which allows customization of the hardware layer close to the sensors.

Market Context

WHICH MARKET SCENARIO DOES EUGENIO APLLIES?

Scenario 1

EUGENIO is a platform that provides a complete environment for creating any IoT application through its APIs.
Corporations that follow this model can create applications for use in their operations, and also to offer in the market as a service.



Scenario 2

EUGENIO is directly associated with IoT projects with defined use cases, in which case it is possible to mention the following applications in a non-exhaustive way:

Logistics: Fleet management and input / product distribution control.

Agribusiness : Precision agriculture, climate monitoring, input control.

Industries: Operational efficiency, monitoring, maintenance, vibration of production line equipment.

Smart Cities: Manholes, dumps, lighting and connected parking lots.

Retail: Management of refrigerators and freezers, energy management.

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Customer Cases

CUSTOMER CASES

SMART CITY - SMART LIGHTING

bhip

PREFEITURA BELO HORIZONTE

Gestão por meio de PPP

Previous Scenario

- High cost service for the city that did not have manpower, equipment and knowledge and investment / maintenance in public lighting
- Streets not secure and high operating cost

- Need to modernize the lighting park and install a remote management system, making Belo Horizonte's public lighting an innovative project in line with the concept of smart cities

- **Low security**
- **High Operational Costs**

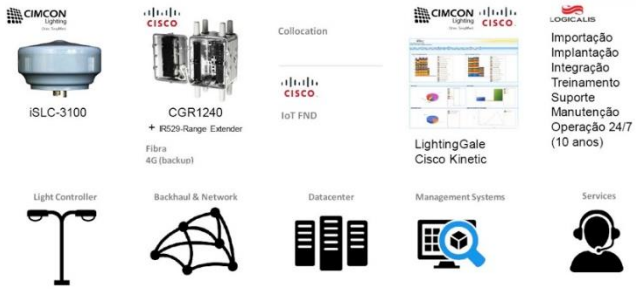
Logicalis Solution

- Remote management based on the concepts of smart grid and IoT
- Automation management automation
- Control over energy consumption

CIMCON Lighting
Cities. Simplified.

CISCO

LOGICALIS



Outcomes

- Increase in the quality of public lighting in Belo Horizonte.
- Energy consumption reduction
- Operation and Maintenance cost reduction
- Remote fault management.
- Increased public safety
- Feasibility of other Smart City projects
- Reduction of environmental impacts with the proper use of energy sources

- **Smart City**

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CUSTOMER CASES

SMART CITY - WASTE MANAGEMENT

ferrovial

Previous Scenario

PROJECT RECYCLABLE WASTE COLLECTION INNOVATION PILOT IN GRENADA

- Routes of fixed garbage collection, which impairs the efficiency of the service, since at the time of collection some dumpsters are still empty or with few residuals

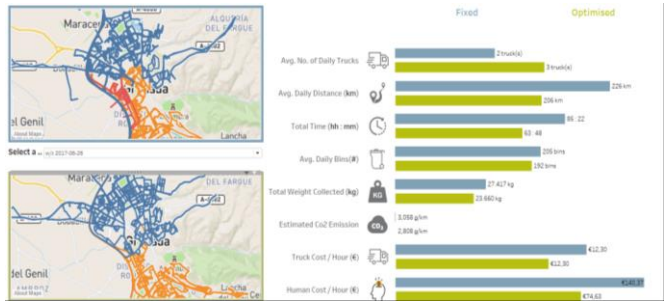
- **Non-optimized garbage collection**
- **5 simultaneous trucks**

Logicalis Cisco Solution

- Sensors in dumps
- LoRa connectivity
- Kinetic for cities
- Microsoft Azure
- BigData Cloudera
- IBM - weather forecast
- Logicalis - routing software
- Tableut

Outcomes

COST REDUCTION



- 1/3 reduction in the number of simultaneous trucks.
- Optimized collection route.
- Decrease in operating costs with reduced hours worked.
- Reduced fuel consumption and better use of vehicles.
- Improved service quality.

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CUSTOMER CASES

PREDICTIVE MAINTENANCE

RENAULT

Previous Scenario

PREDICTIVE MAITENANCE

- Difficult to forecast and anticipate maintenance on machines.
- When any machine had problems, there was a great loss of productivity.
- Too much time spent doing the necessary maintenance.

Logicalis Solution

EUGENIO

- Predictive maintenance.
- Sensing the Production Line (HW).
- Correlation with reference standards.
- EUGENIO platform.

Outcomes

PREDICTIVE MAINTENANCE

- Better efficiency with less machine downtime
- Identification of atypical / irregular operating situations of multiple variables
- Failure prediction and optimization of maintenance and operation windows

- **Maintenance shutdowns scheduled according to need.**

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CUSTOMER CASES

PRECISION AGRICULTURE

COOPERCITRUS
cooperativa de produtores rurais

Previous Scenario

- Members with low integration and monitoring of field operations.
- Rural producers with low management of their crops due to lack of technological tools.
- High operational cost of precision farming processes.

Logicalis Solution

- Agricultural technological services portal.
- Analysis of the plantation using drone images.
- Automation of fertility analysis by management area.
- Weed mapping and drone spraying.
- Mapping of irrigation pivots.

Outcomes

- Increased productivity of crops.
- Reduction of operating costs.
- Reduced response time between the cooperative and the cooperative member.
- Consolidated view of the farm.
- Modern digital resources like drones and high resolution images.
- Optimization of producer decision making throughout the crop cycle.

- **Precision Agriculture**

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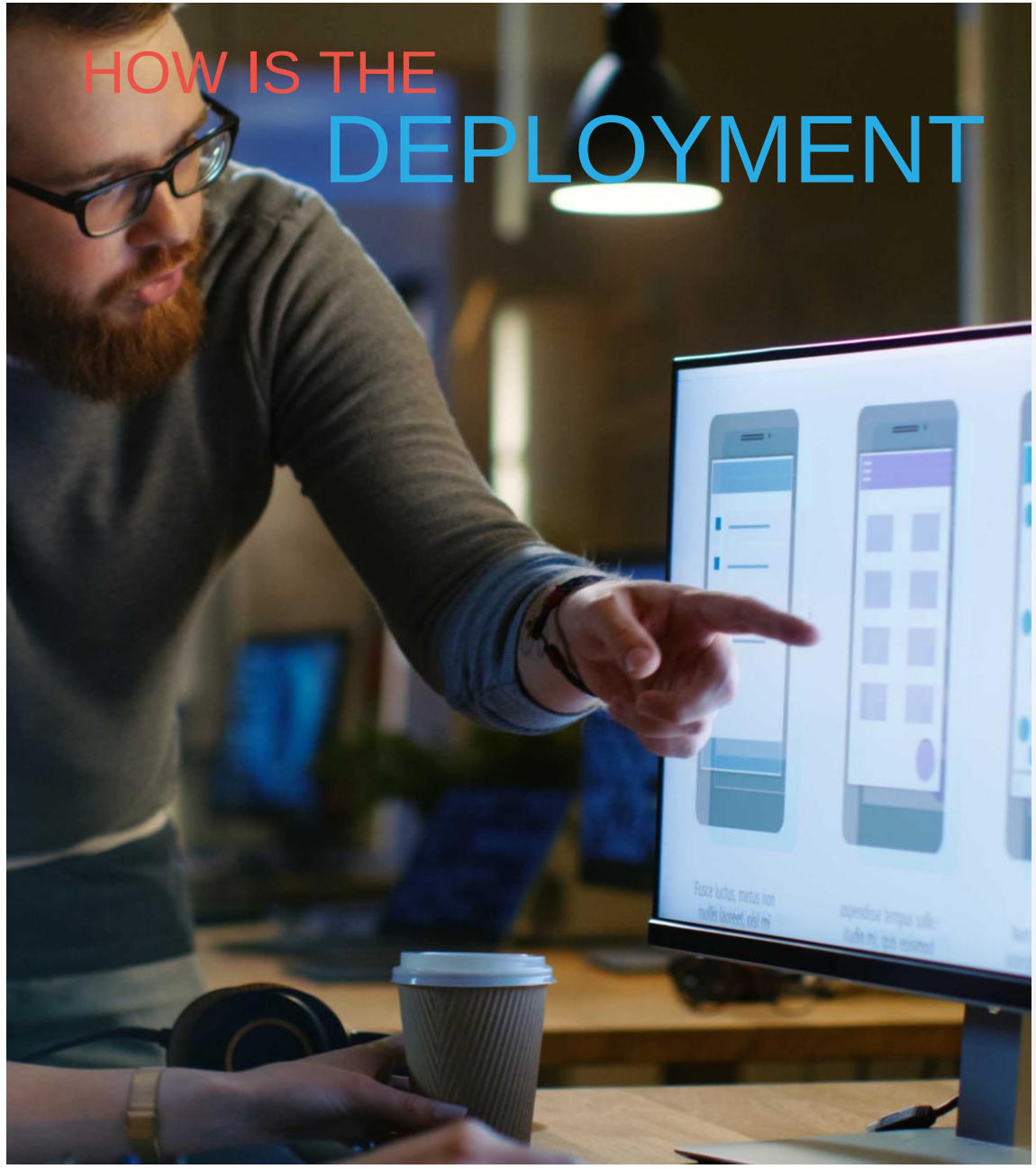

HOW IS THE DEPLOYMENT

IoT projects that do not only involve EUGENIO, have a longer deployment time and vary with each project. However, in the vast majority of scenarios it is possible to create quick wins so that you can have a result between 1 and 3 months.

As it is a cloud solution, EUGENIO is 100% of the time available. A new exclusive tenant is added for each new customer. This process takes a few minutes and is performed by the Logicalis Services team. If the project involves CUBE, it may take a longer time depending on the necessary customizations and manufacturing times.

BUSINESS MODEL

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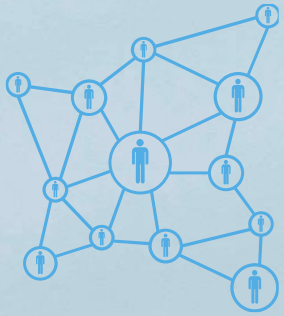
BUSINESS

COMMERIAL MODEL

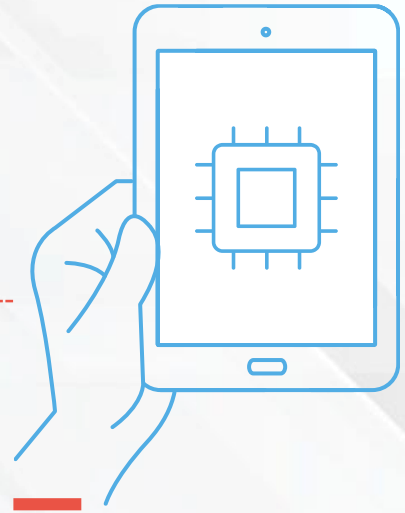


EUGENIO's business model is completely flexible and adapts to the business conditions of each use case.

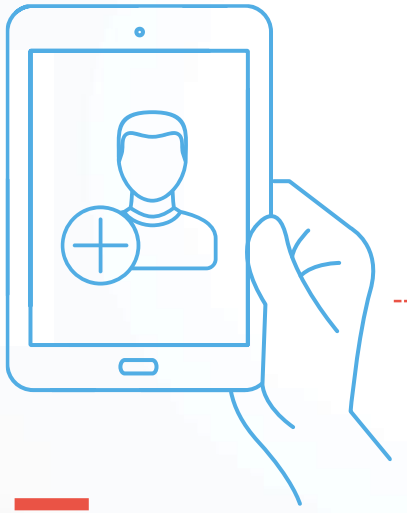
TYPE OF SERVICES OR PRODUCTS

WHICH IT IS POSSIBLE TO COMBINE

TO BUILD AN END TO END SOLUTION



An EUGENIO as a platform sale for creating IoT projects can be associated with a consultancy service related to the topic of digital transformation and strategic use-case management.



On the other hand, EUGENIO can generate more opportunities for IoT projects, which in this case may involve:

- ✓ Consulting services
- ✓ Managed Services
- ✓ IoT devices
- ✓ Software development
- ✓ Own and third-party IoT applications
- ✓ IT infrastructure (security, connectivity, among others)

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