

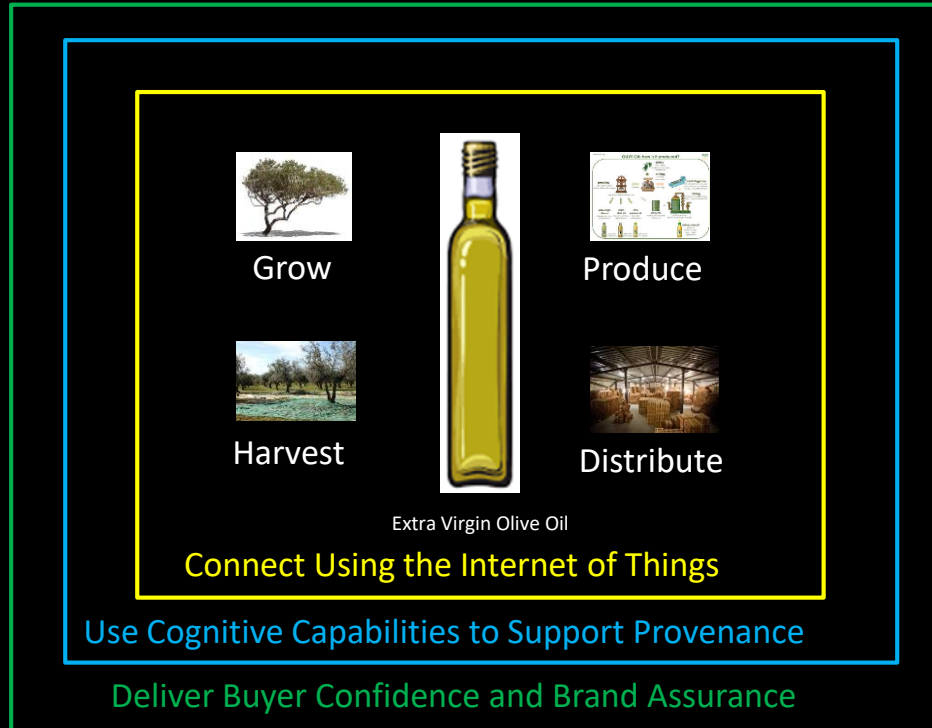
Delivering IoT Innovation and Growth

Teaming with IBM

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Digital Transformation For Extra Virgin Olive Oil

Business Challenge - Brand Reputation and Value



Digital Transformation For Extra Virgin Olive Oil



Watson IoT Platform

Watson Visual Recognition

IBM Food Trust

Operational Dashboarding – Delivered by Thingable Low Code Dashboard

The Customers Brand Loyalty Platform

Cloud accelerates digital transformation

- Innovate with the the latest technology from any source
- Access more types of data, analytics and AI from anywhere
- Improve return on existing investments



We enable our clients across **asset-intensive** industries to **maximize value** from their **connected assets**, leveraging **insights & AI**

Maximizing Value

- Lower Cost/Expense
- Increase Output/Revenue
- Improve Quality

Connected Assets



Equipment



Facilities



Vehicles

Insights & AI





By impacting decisions in:

- Enterprise Asset Management
- Facilities Management
- Software & Systems Engineering


Leveraging the:

- IoT Platform


Collaborate to Deliver An IoT Solution – Leverage Domain Expertise

Business Partner  Business Partner  Business Partner  Business Partner 

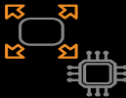
IBM IoT OT Ecosystem Partners and Alliance




Sensors



Devices






Gateways




Networks


Operational Technology

Business Partner   Business Partner 

Traditional IBM Partners



Enterprise Connectivity



Business Applications

Information Technology

Silicon and Sensor
Device
Gateway
Network





Alliance




Tech Data

Cloud







 **Validated Solution**

Ready for IBM Watson IoT

Watson IoT Platform is a foundation for our industry solutions and IoT business use cases.

IoT Industry Solutions

Enterprise Asset Management	Asset Performance Management	Worker Safety Insights	Facilities Optimization	Building Insights	Facilities Management
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Visualisation, Analytics and AI

MRO Inventory Optimization	Watson Assistant Solutions	Engineering Lifecycle Management	Maximo Asset Monitor
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Watson IoT Platform
Integrated managed service with SLAs

Connection Service Securely connect and collect	Analytics Service Explore AI Driven Insights	Blockchain Integration Govern and Deliver
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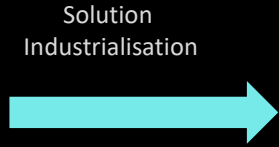
Watson IoT Platform from Development to Industrial Production

Device to Cloud
Connectivity Development



Watson IoT Platform on IBM Cloud

[Access Via IBM Cloud](#)



PoC to MVP
Development Environment

Watson IoT Platform

Connection Service

Non Production



Industrial Scalable
Production

Watson IoT Platform

Connection Service

Production



Delivered as an IBM Management SaaS Solution

[Build Device to Cloud Connectivity Demonstrator](#)

Rapidly Deliver A Minimum Viable product Or Custom Pilot

Scale Your Solution or Customer Business Application with an Industrialised Scalable Platform supported by an SLA

[IQRF](#)
[Watson IoT Platform Connection Recipe](#)
[Start Ready for Watson IoT Accreditation](#)



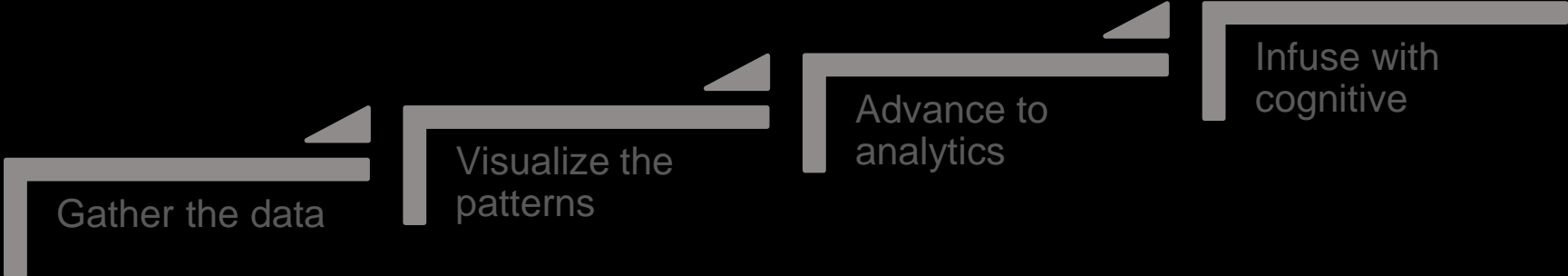
Industrialise with Blockchain and Analytics

Blockchain Integration

Watson IoT Platform Analytics Service

Building an Agile Cognitive IoT Journey

Identify a Business Critical High Value/High Impact Project /Use Case that has a Realistic ROI



- Instrument your equipment/assets to collect data
- Gather already existing data utilizing

- Visualize your data in meaningful dashboards
- Start to see patterns
- Build with

- Gain insights from the data
- Produce models, prediction recommendations with

- Refine models with cognitive machine learning
- Utilize other cognitive functions to improve engagement such as



Asset needs to be connected, outfitted with sensor or data gathered



Use the platform to quickly build dashboards for data visualization



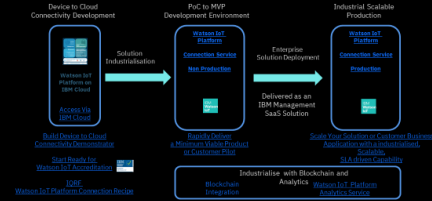
Use analytical models to predict equipment failures and provide recommendations



Use speech, video, image to diagnose complex problems

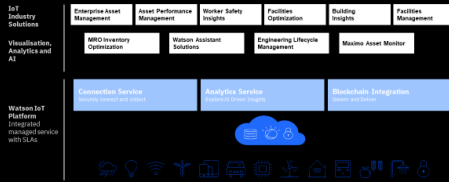
Teaming For Success

Watson IoT Platform from Development to Industrial Production



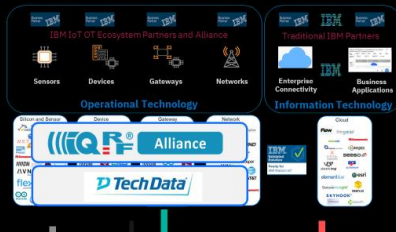
Build Your Connectivity to The Watson IoT Platform and Engage with the Ready for Watson IoT Program

Watson IoT Platform is a foundation for our industry solutions and IoT business use cases.



Identify your key value add and how you can enhance the go to market capability of IBM and existing partners

Collaborate to Deliver An IoT Solution – Leverage Domain Expertise



Identify Key partnerships with IBM Partners And Distributors Like Tech Data

Develop joint go to market plans with these new partnerships that can drive Customer opportunity and Revenue

Thank You

Any Questions ?

What is “Ready For”

- Cross-brand IBM PartnerWorld program
- Technical validation of Business Partner solutions

Ready for IBM Watson IoT

- Validate IoT Business Partner solutions
 - Not a certification to a set of test cases
 - Solutions that exchange device data with IoT Platform
- Business Partner will provide:
 - Recipe(s) on how to connect the Business Partner product to the IBM Watson IoT Platform
 - Tutorial or marketing video showcasing the integration

Benefits for Clients

- IBM Business Partners have demonstrated compliance to the published technical criteria
- Easily find Business Partner products and solutions that have successfully validated
- Published recipes that guide clients on the use of Business Partner products with Watson IoT Platform

Benefits for Business Partners

- Able to assure clients their Business Partner solution integrates with Watson IoT
- Visibility to a global IBM sales team and other IBM Business Partners (e.g. System Integrators)
- Marketed via multiple channels including solution catalogs, and IoT web site
- Right to use of the Ready for IBM Watson IoT logo on websites, collateral and solution
- Option to participate in the IoT Design Partner Program



<http://ibm.biz/ready4wiot>

Ready for IBM Watson IoT - Steps to achieve



1. Learn about IBM Watson IoT Platform: use self-enablement materials
2. Integrate your technology to IBM Watson IoT Platform
3. Publish recipes to connect your solution to the platform
4. Publish a tutorial or marketing video that shows the integrated solution in action
5. Join IBM PartnerWorld at no cost
6. Submit your solution to Global Solutions Directory and nominate for “Ready for IBM Watson IoT” validation
7. Upon approval, Sign the Business Partner mark license supplement
8. Download your licensed Business Partner mark

