Tech Data
Beyond the Technology
Taking IoT solutions to market on a global scale
Craig Smith – Director IoT & Analytics Solutions & Services
24 April 2018

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GLOBAL MARKET REACH

TechData

Tech Data – THE IoT Solutions Aggregator

Complex Ecosystem

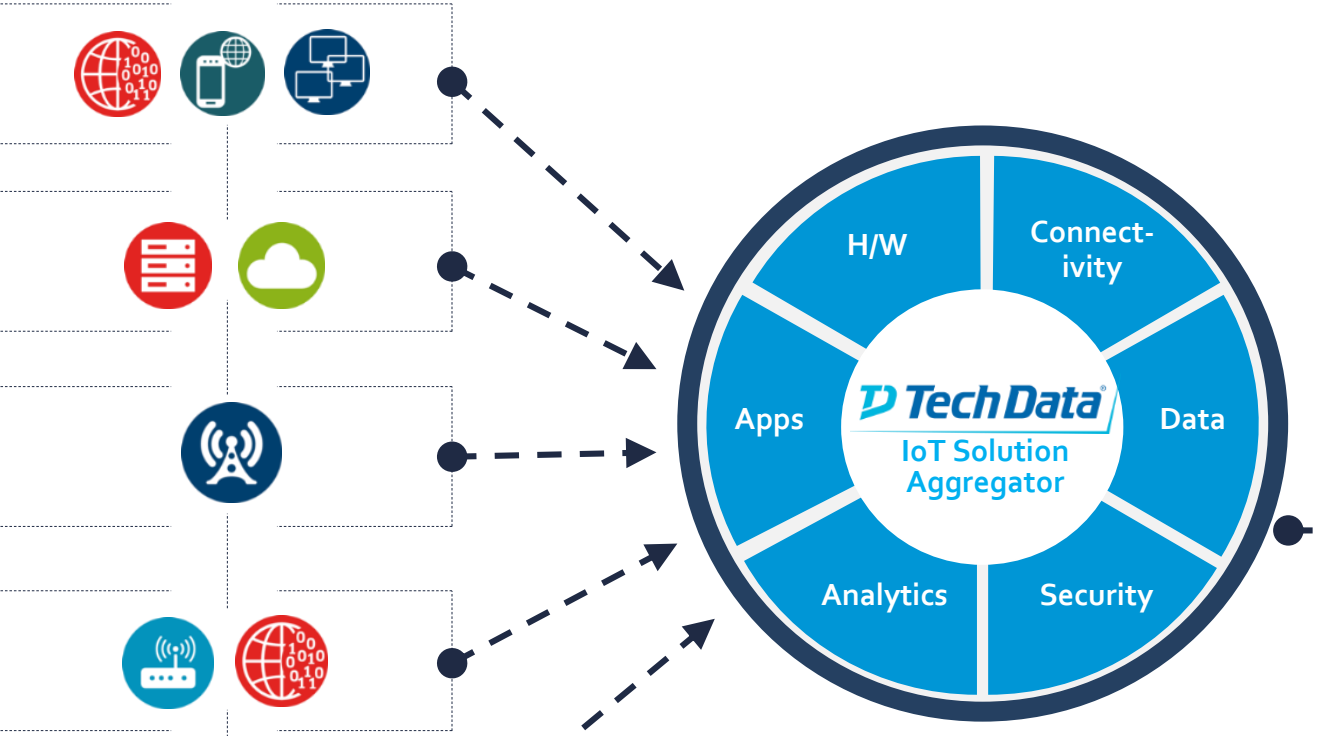
Analytics/Cognitive Dashboards/Reporting

Cloud/On Premises IoT Platform

Connectivity, Network

Gateways Edge Compute

Sensors Connected Devices



Made Simple

Start Here

Business Outcome

Enterprise, Process, System Integration

Partner

Single source for end-to-end IoT solution components

Choice, time-to-market & scalability

Create new Innovative services

TD EMEA IoT Vendor Eco-System

Edge Devices	Edge Infrastructure	Connectivity Providers	IoT Platforms	Data Analytics & Visualisation	Enterprise Integration
IQRF Alliance	IQRF Alliance	vodafone	IBM	IBM	IBM
Schneider Electric	DELL	LoRa	Microsoft	Microsoft	HITACHI Inspire the Next
keonn	Hewlett Packard Enterprise		NEXIONA IoT CONNECTOCRATS	HITACHI Inspire the Next	Microsoft
EPISENSOR	CISCO		CISCO	amazon web services	informatica
PANDUIT	ADVANTECH		relayr.	ORACLE	ORACLE
ifm			amazon web services	Information Builders	Information Builders
			HITACHI Inspire the Next		

Security

Services & Consulting

Advanced Solutions

A Connected World is a Smarter World

Smart Spaces (Cities & Buildings)

Manufacturing

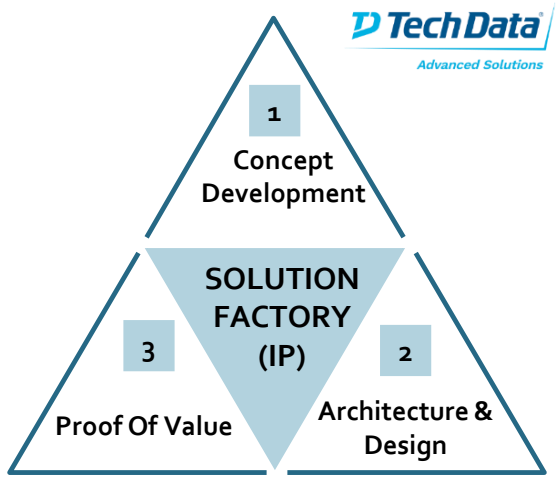
Transport & Logistics

Retail

Simplify and Accelerate IoT Go To Market

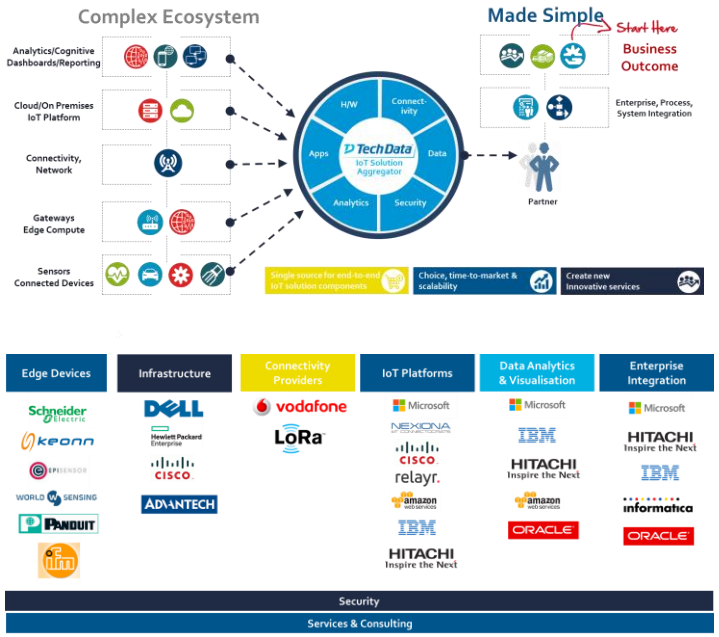
TD'S SOLUTION FACTORY

- Enhance TD's Innovation capability
- Leverage EMEA IoT Center Of Excellence
- Build outcome-based solutions catalogue:
  - Pre-integrated components
  - Implementation-ready by partners
  - Repeatable sales



CO-CREATE WITH VENDORS

- Leverage recently available vendor IoT programs & funding
- TD integrating vendor technologies (SI like)



WHAT WE ACHIEVE

- Build value in IP:
  - Differentiate from competition
  - Lock partners into TD
- Cut time to market on commercializing IoT
- Repeatable sales in terms of # of deployments
- Create annuity streams

Solution Maturity Score

★ Concept level only - Unproven

Sales Assets – Concept Overview, High Level positioning / Customer Challenges / Solution

★★ Concept + Interoperability Checked

Sales Assets – Concept Overview/ Technology + Vendor Defined /High Level Architecture / Customer Challenges / Solution, Requirements Gathering Questionnaire, Qualification Guide.
Technical Assets – High Level Interface map (connectivity).High Level Functional/Non Functional Requirements & specification

★★★ Concept + Interoperability + Complete Reference design

Sales Assets – Concept Overview/ Technology + Vendor Defined /High Level Architecture / Customer Challenges / Solution, Requirements Gathering Questionnaire, Qualification Guide, Configurator/Price Estimator
Technical Assets – Detailed Interface map (connectivity).Detailed Functional/Non Functional Requirements & specification, Full Architecture Documented

★★★★ Concept + Interoperability + Complete Reference Design + Tested + Starter Kit Creation

Sales Assets – All of the above + Demo + Demo Video + Blog/BR
Technical Assets – All of the above + Demo Kit

★★★★★ Referenceable + Deployed at Scale

Sales Assets – All of the above + Case Study
Technical Assets – All of the above

TechData Advanced Solutions

Intelligent Inventory Optimisation

Retail

Solution Benefits

- Reduction of out-of-stocks and misplaced items
- Fast location of products
- Persistent inventory
- Streamline Store to Warehouse Communication & Accuracy
- Accelerate in-bound goods checking

Solution

An RFID-based system that provides inventory in real time of all tagged items located in a given space.. This solution also supplies the approximate location of each tagged item in real time. comprises a set of overhead antennas, connected to RFID multiplexers, which are in turn connected to RFID readers. Integration into Microsoft Dynamics AX/365 and the Cortana Intelligence Suite in order to integrate real-time inventory into Dynamics ERP workflows enabling streamlined and accurate communication between the store and warehouse, leveraging the Cortana Intelligence Suite to assist in stock allocation planning and give deep insights into product consumption patterns and trends.

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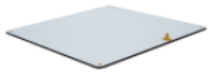
AdvanTenna
RFID Antenna



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AdvanReader
RFID Reader

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RFID Multiplexer

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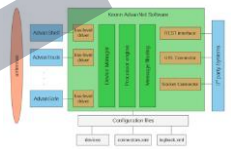
Advannet Device/Event
Mgmt SW & API Connectivity



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RFID Mgmt SW

Network
Infrastructure

CISCO

Analytics and Machine Learning

Microsoft
Cortana Intelligence Suite

ERP System

Microsoft
Dynamics 365 / AX

Dashboards/Visualisation

Microsoft
Power BI

Cloud Infrastructure

Microsoft
Azure IaaS

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Advanced Solutions

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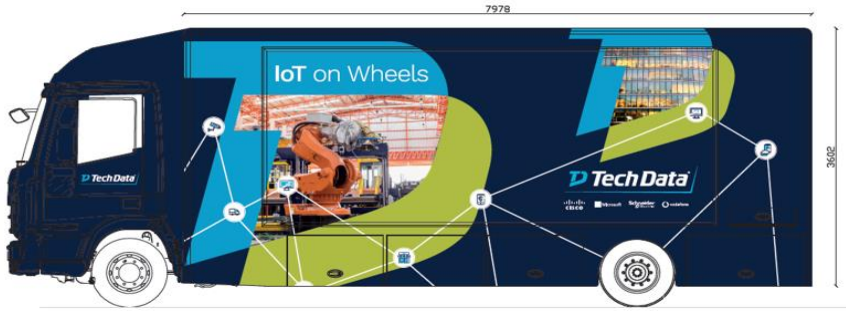
Exam

IoT on Wheels 2018 – 20 stops in 7 weeks



Tech Data will be showcasing connected capabilities to partners and end user clients by driving a connected truck throughout Europe this spring

This will demonstrate our vendors & Tech Data's capabilities & IOT solutions

<u>Dedicated Solution Demo Areas Inside The Vehicle</u>

Retail
- Intelligent Inventory Management
- Remote refrigeration monitoring
- Power Management

Parking
- Smart Parking

Manufacturing
- Predictive Maintenance
- OEE Improvement
- Power Management

Smart Spaces
- Smart Meetings

Transportations & Logistics
- Fleet Management
- Asset Tracking

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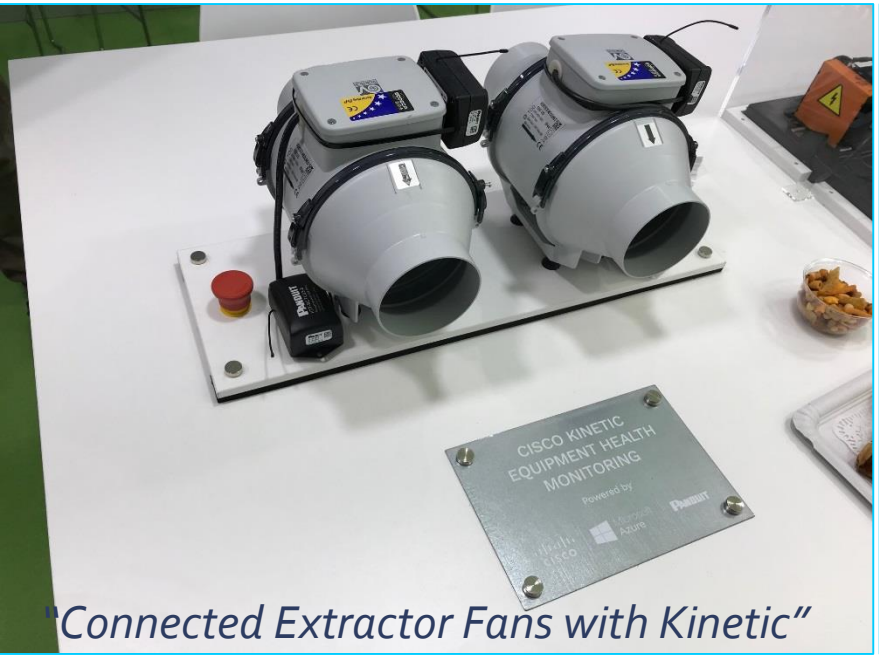
IOT on Wheels 2018 - On Truck Solutions



IoT On Wheels – Solution Overview

★★★ minimum

Retail Solutions

Inventory Optimisation

Microsoft

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Remote Refrigeration Monitoring/Maintenance

PANDUIT IBM

vodafone CISCO

Transport and Logistics

Vehicle Connect & Protect

vodafone

Supply Chain Asset Tracking

vodafone

entopy

Manufacturing

Machine Monitoring 1

ifm ActionPoint

Microsoft DELL

Machine Monitoring 2

PANDUIT CISCO

IBM

Smart Spaces

Smart Meeting

Microsoft

aruba a Hewlett Packard Enterprise company

tesm

Smart Parking

WORLD SENSING

CONNECTED OPERATIONAL INTELLIGENCE

Core Infrastructure

Power Management / Optimisation

Schneider Electric IBM NEXIONA ADVANTECH

Networking

CISCO vodafone

Driving the IoT GTM

IoT Practice Builder

Identify partners with the right commitment, competence and capacity

IoT Solutions Factory

Addressing the market at scale.

Examples
+ Inventory Optimisation
+ Asset Tracking

Access to Market

10,000's of resellers, SI's, ISV, CSP's and MSP's

100 Countries

Global Reach

IoT on Wheels

Taking IoT to the mass market

DE, UK, FR, ES, IT, BE

Digital Market Places

StreamOne

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Questions

Craig Smith – Director IoT & Analytics (EMEA)

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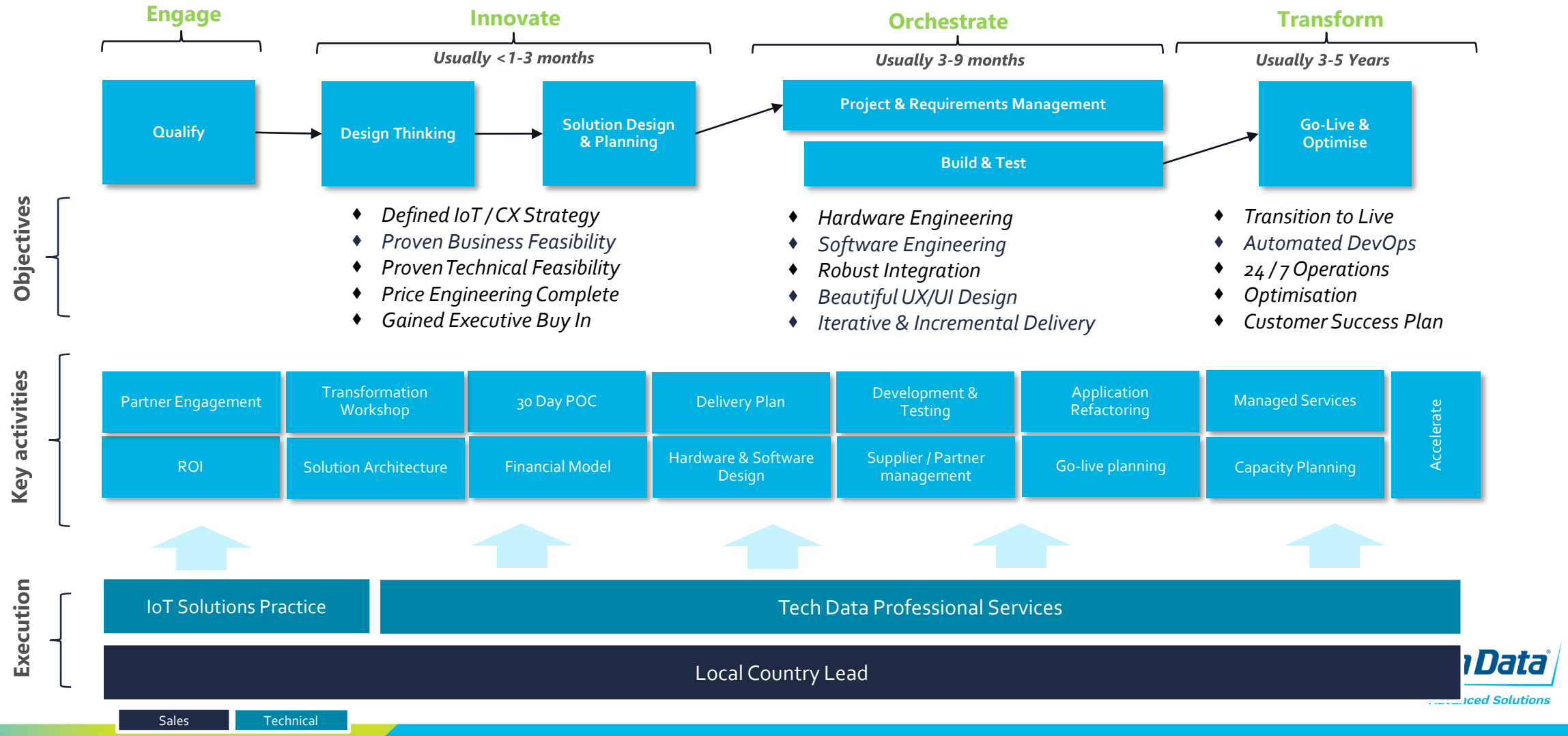
Back Up Slides

Tech Data IoT Services | IoT Delivery Framework



Retail – Inventory Optimisation

Example

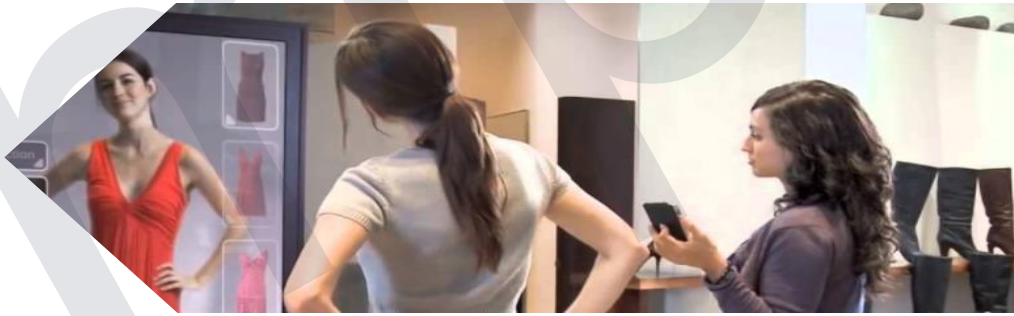
Business Outcomes In A Digital Retail Future

Store security in real-time

Turn loss prevention from a reactive to pro-active state

Unreached service levels

Through automation of stock management, product advice, point-of-sales systems, etc.



Personalized customer experience

Through an information push-policy from a centralized data model through all store form factors, online and offline

Better brand awareness

By allowing digital intelligence into each step of the sales cycle, from the home to the store

Continuous sales improvement

By combining data from all touch points (clicks, people walking, people staring at products, actual sales, stock, customer profiles,...) in to a central digital retail store model to be integrated into legacy or third-party systems

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Example

Effects of Poor Inventory Management

Delayed Product Shipment

Increased Operational Costs

Reduced Profit Margins

Decreased Customer Satisfaction

Out-of-stock and Overstocks account for

$1.1 TRILLION

in worldwide losses each year.

Business Wire - http://www.businesswire.com/news/home/20150506005233/en/Research-Report-Retailers-Lose-1.75-Trillion-Revenue

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Inventory Optimization Variables

Product Lifecycle

Inventory Levels

Shipping Costs

Storage Space

Storage Costs

Shipping Volumes

Customer Demand

Lead Time

Example

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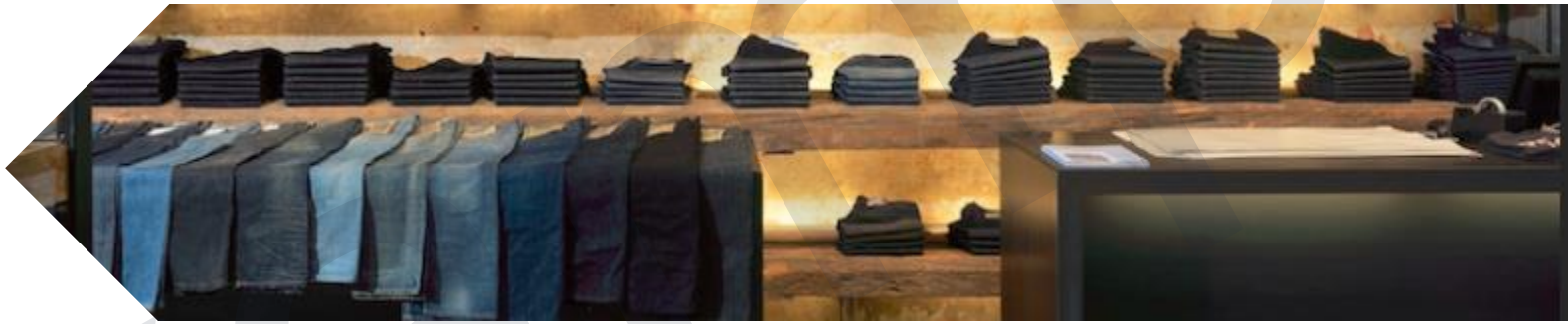

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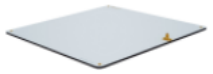

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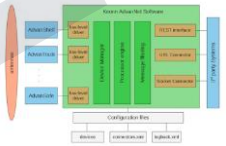

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Azure IaaS

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Advanced Solutions

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Battle Card : Real Time Inventory Management

How Can Tech Data Help ?

Tech Data can offer the below services to support your IoT opportunity:

- Business Outcome Planning Support.
- IoT Proof of Value Initiatives
- IoT Architecture Definition
- Customer App Development
- IoT Security and Integration
- IoT Hardware/Software Implementation.
- IoT Managed Services
- BI/Analytics Consultancy
- Data Integration Services

Conversation Starters

- How optimised is your process for in store stock replenishment ?
- Would you be able to manage a click and collect style service for your customers today ?
- How would it benefit your in-store employees to have access to real time stock information and location without having to manually input the data ?

Customer Challenges

Many Retailers struggle to stock profile delivered from warehouse to store inline with in-store inventory requirements.

In-store employee's in retail stores spend a significant amount of time physically searching for product which can cause delays for other customers.

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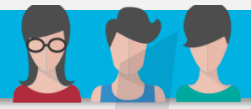
Stock takes are highly manual, often too infrequent and subject to human error.

Retail customers struggle to manage inventory for Omni-channel sales with services such as click and collect.

Target Audience



Business stakeholders:

CDO, VP Supply Chain Ops, VP Store Operations, VP of Merchandising, VP Digital Strategy

IT stakeholders:

CIO, VP/director of IT, CTO

Key words to listen for

- Warehouse Communication
- Stock Optimisation
- Implementing in-store collection
- Time constrained high street sales staff
- Challenges with stock take accuracy
- Wanting to reduce customer waiting time.

Services Opportunities

- RFID Reader/Infrastructure Implementation
- Network Implementation/Configuration
- Security/Authentication/Identity Services
- Data/API Integration
- BI/Analytics Consulting/Delivery
- Application Development
- MS Dynamics Implementation/Development

Supporting Vendors

Microsoft Azure

keonn

CISCO

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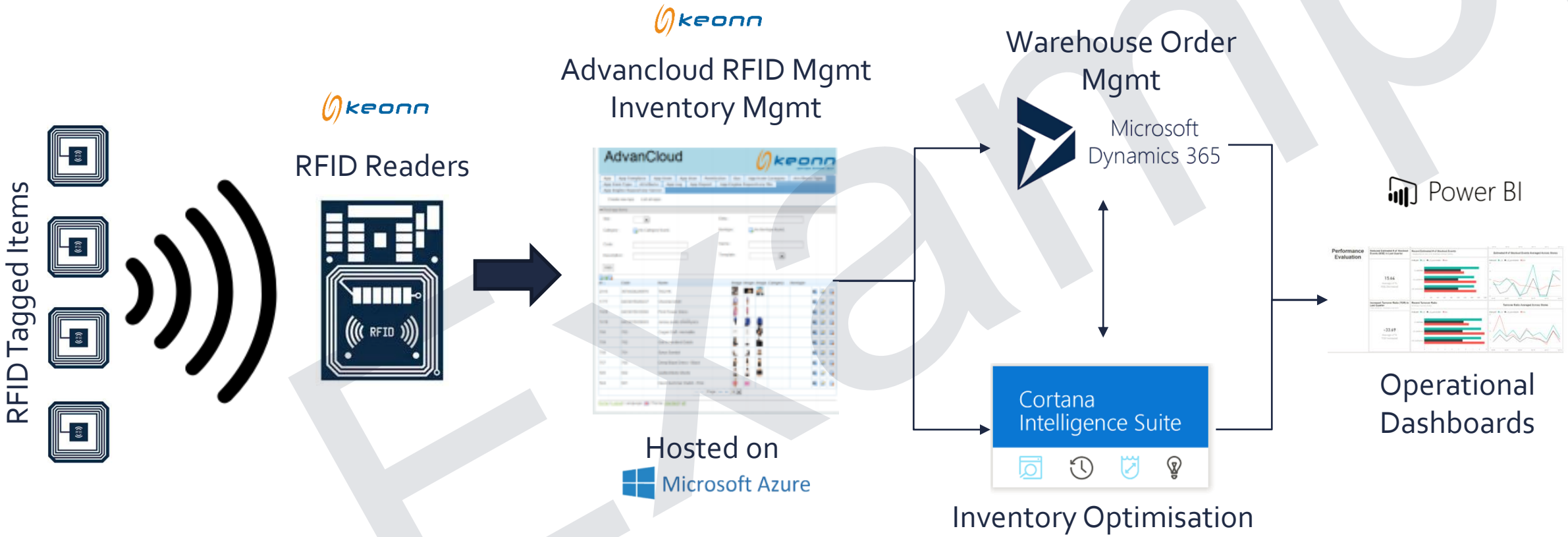
Example

High Level Architecture



Example