

TRANSFORMING OPERATIONAL PERFORMANCE

Throughout the Industrial Revolution, technological innovation meant harnessing new forms of power. Coal, steam, petroleum and nuclear power literally fueled an era of human flight, automobiles, mass communications, an unprecedented scale of manufacturing and agriculture, and even space exploration. Today, as the next industrial revolution dawns, innovation has become all about information technology, specifically the emerging technologies collectively known as the Internet of Things (IoT). The impact of IoT will be no less profound. Those who learn to harness the power of information stand poised to capture the \$19 trillion in new value that will result from IoT technologies over the next 10 years.

IoT technology is comprised of increasingly cheaper sensors and attenuators that collect and transmit data over high-capacity networks and the capability to use it. In a world where information is the critical currency, data has become the new sustainable competitive advantage. It forms the central fuel to transform a business from a set of siloed and unconnected operational functions into more of a unified intelligent system focused on maximizing overall performance. It can do so by first processing data into a format that reveals useful and actionable insights to become mission-critical information. If placed in the hands of managers at the right moments when they need it, it informs their operational decisions and actions in ways that achieve more desirable outcomes. We call this Data Resources™. Information Strategy™ is about identifying and determining how to use Data Resources to improve operations for an organization.

The right Information Strategy determines how IoT can collect and integrate data directly into the management of key operations, functions and physical assets to create a “smart,” automated system. The deeper value of IoT is that it provides the ability to also create, identify, collect and quantify the utilization metrics of any business function. Metrics can be established to optimize the critical operations of an organization. When linked to a performance measurement system, automated data-driven operations can be calibrated to optimize the output of each subcomponent in real-time, thus maximizing the value of the entire system. This makes the system intelligent and transforms your operational performance into a powerful competitive advantage.

Achieving transformational operational performance through IoT is within reach for any organization. Through our collective decades of experience and honed expertise, we have developed a full suite of IoT products and services that enable our clients to transform their operations into high-performance systems powered by IoT. Because of our interdisciplinary strengths, we understand how to identify the Data Resources that enable the right Information Strategy for your needs. Our innovative methodology of ASSESS, PLAN, DEPLOY™ gets our clients there faster.

We review our clients' operations and physical assets to understand the current data being generated, and we assess their information communication technology currently collecting and storing that data, in order to recommend the best use of IoT to optimize their operations. Based on the clients' goals and objectives, we collaborate to define clear outcomes for the IoT project, then we plan detailed roadmaps to execute it. Working together, we develop comprehensive cost-effective solutions that outline how to use intelligent systems, methods to improve performance and the technologies required. Finally, with clear outcomes and deliverables defined, we deploy code, provide testing, and offer integration and enhancements to deliver the IoT solution that transforms our clients' operational performance. Our clients generate significant productivity, enhance their market competitiveness, and capture the value of IoT next industrial revolution.