Microsoft

IoT in Action

#IoTinActionMS

Microsoft

Business Transformation in Action

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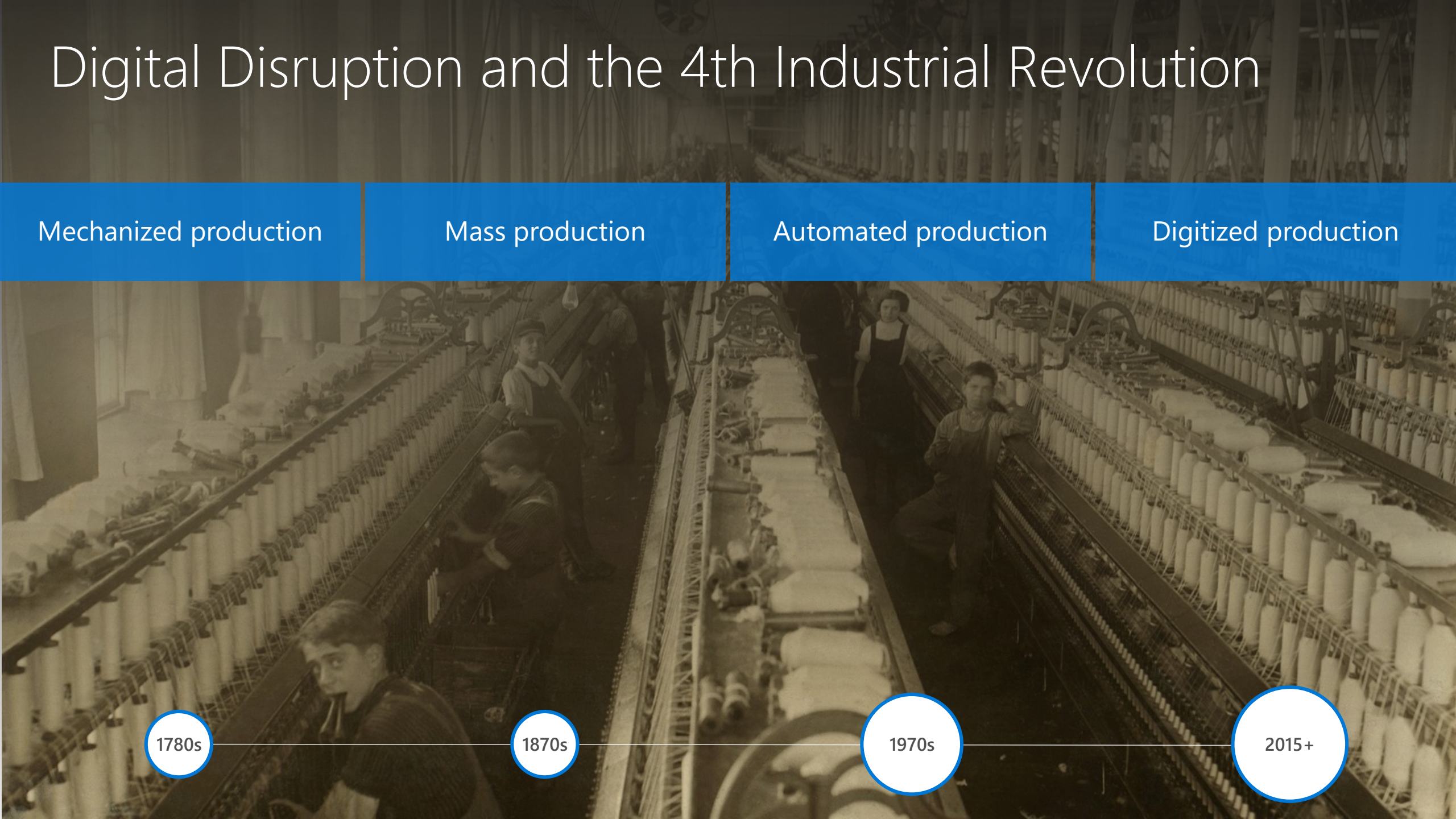
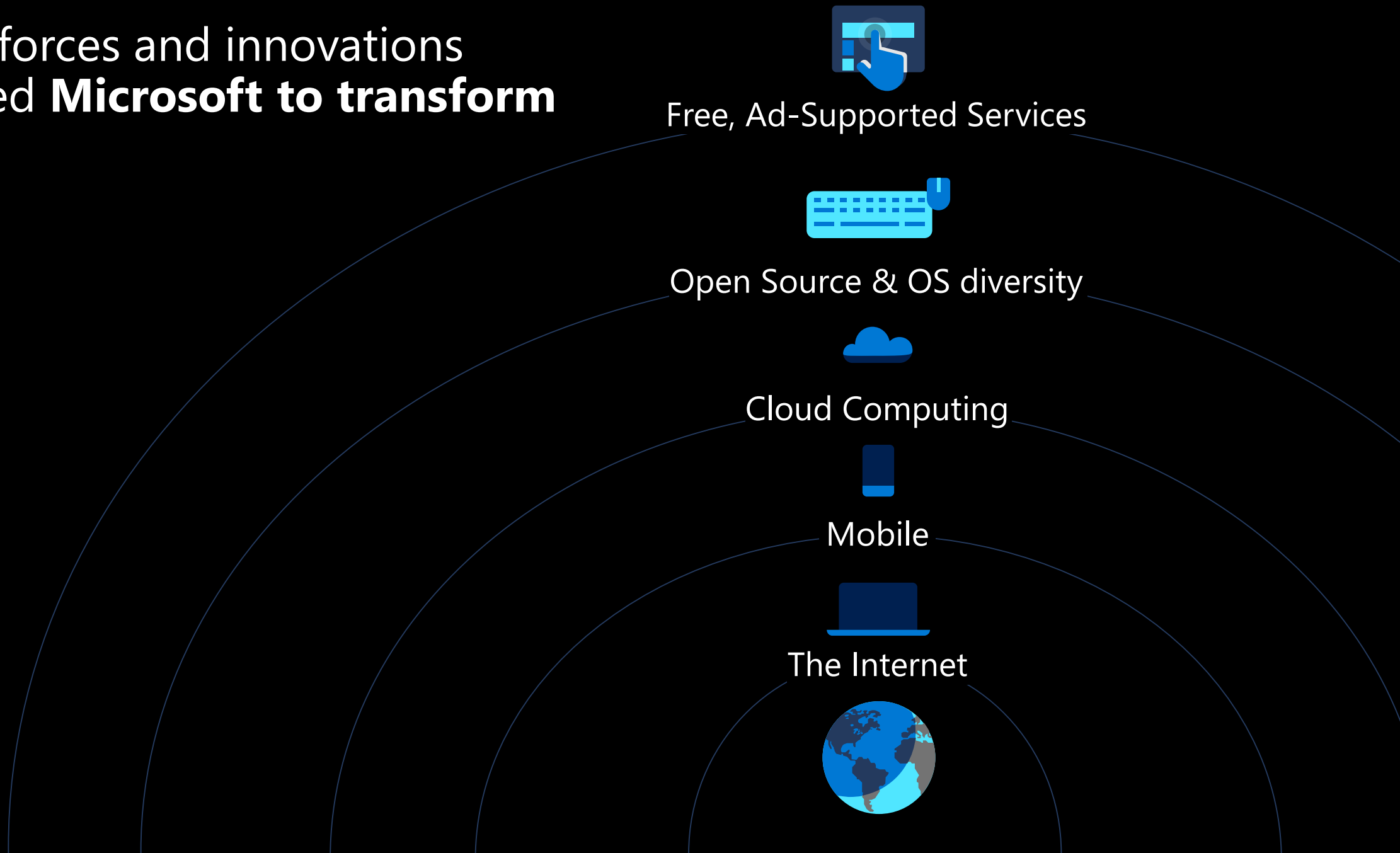
IoT Strategic Accounts & Programs
Microsoft

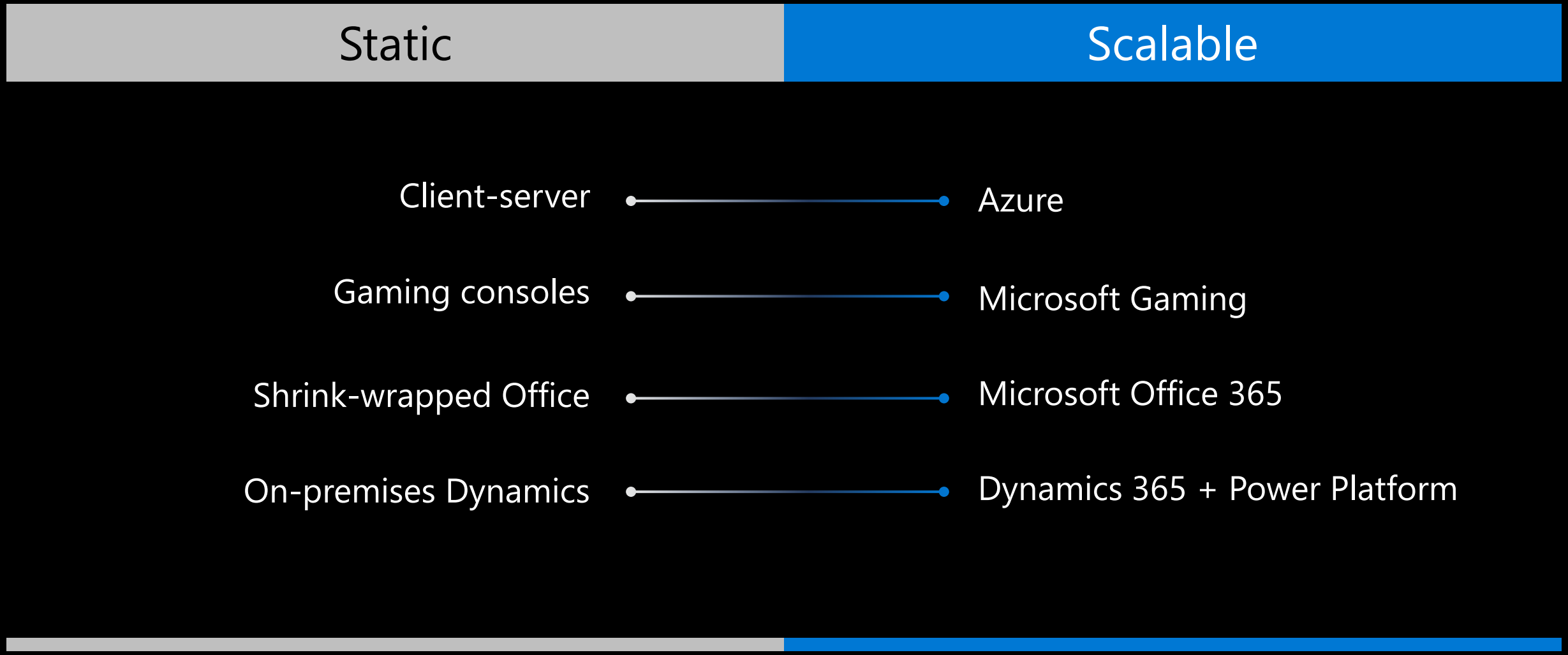
Digital Disruption and the 4th Industrial Revolution



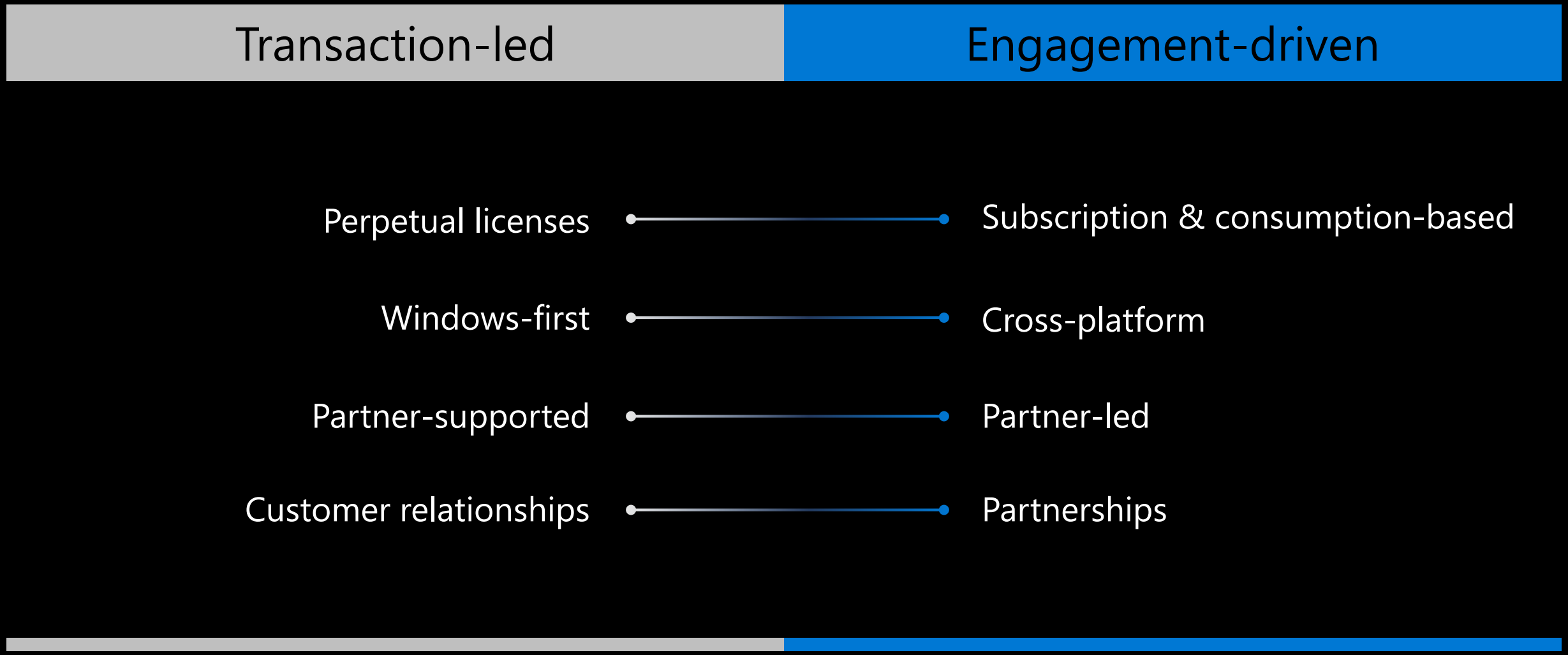
Major forces and innovations required **Microsoft to transform**



Microsoft: Product transformation

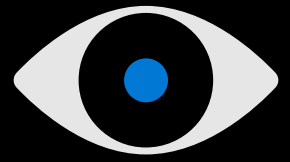


Microsoft: Business model transformation



These disruptions are occurring across **all industries**

IoT: 4 steps of Digital Transformation



1. Business insights

Sensor proliferation

Data collection, transfer, storage and processing

New insights—understanding product and service more deeply

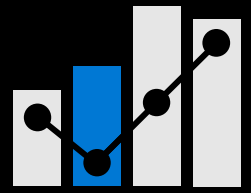
2. Operational efficiencies

Process engineering and product engineering improvements

Predict the future based on past data patterns

Cost reduction

Predictive maintenance



3. New business models

Provision of services alongside devices and hardware

Devices/hardware/machines delivered “as a service”

4. Features and rev streams

Enablement of ancillary businesses, new businesses and transformed businesses


Vision &
strategy


Culture &
capabilities


Business model
& GTM

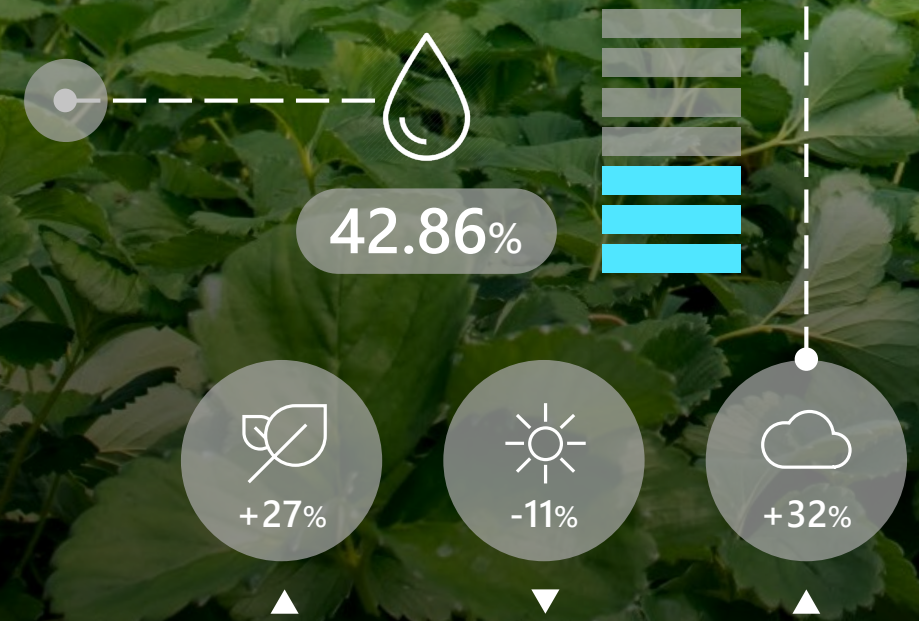

Technology

“The only thing that’s going to enable you to keep building new capabilities and trying out new concepts long before they are conventional wisdom is **culture**”.

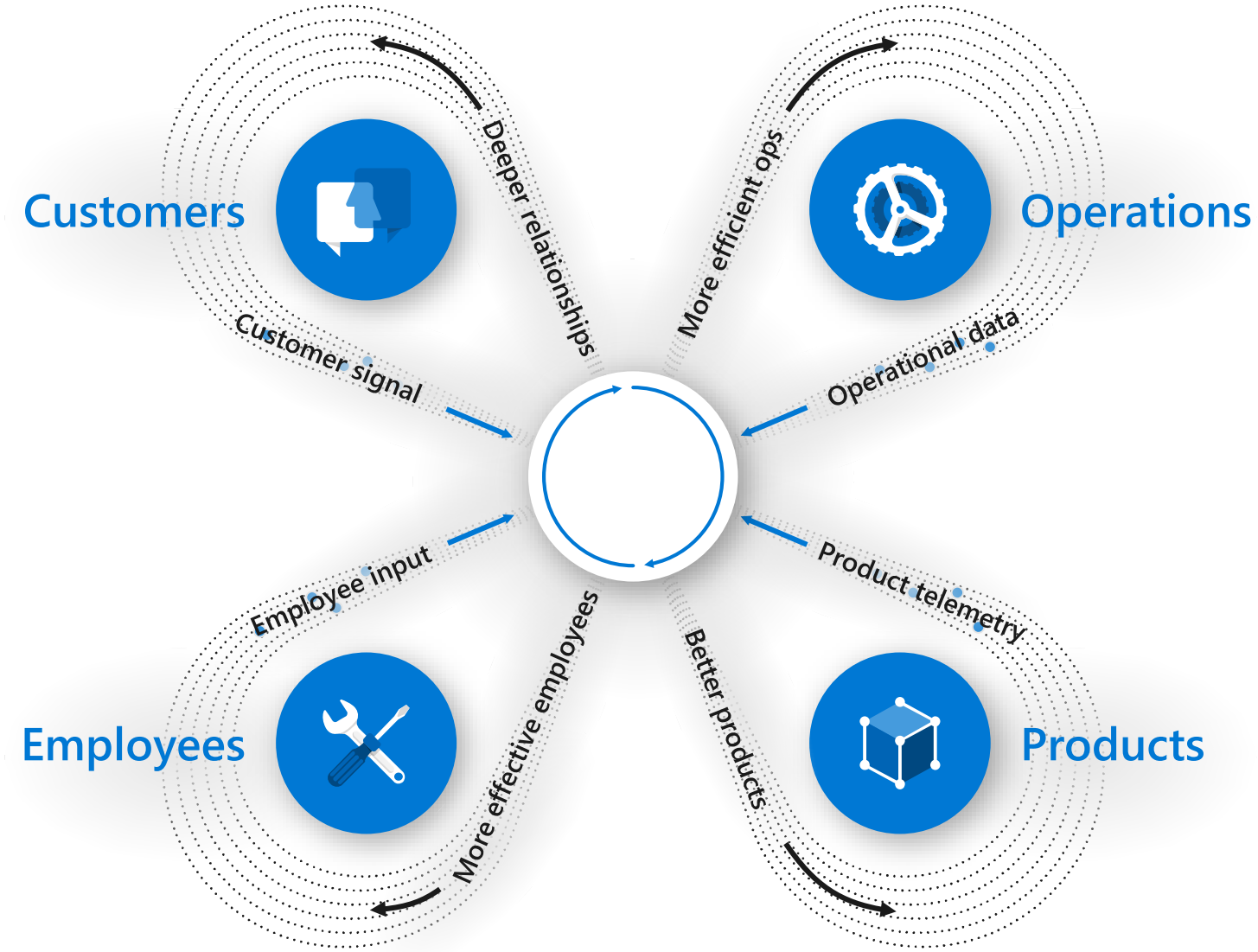
Satya Nadella

Value generation

The purpose of every digital transformation



Digital Feedback Loop



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Fleet Management

Application Gateway, Service Fabric, HD Insight, Data Factory

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How is IoT and Cloud Technology revolutionizing the way we work?

André Lange
ICONICS

IoT in Action

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About ICONICS

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Headquartered in Foxboro, MA
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400+ Partners

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Manufacturing Intelligence
and Industrial Automation

Power & Water Utilities
Oil & Gas

Public Infrastructure

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Why ICONICS?

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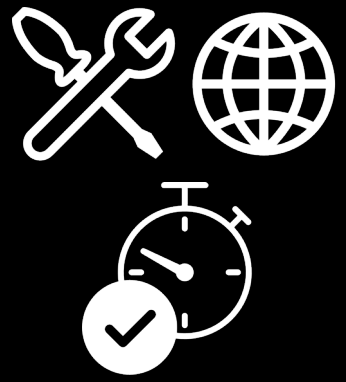
Reduce typical project deployment time by 50% or more



Pack and Go, Bulk Asset Configuration, BIM/CAD import, Symbol Library, powerful APIs

Connectivity and Integration

ICONICS provides open, industry standard protocol support

OPC

Microsoft SQL Server

BTL BACnet Testing Laboratories

OPC UA, OPC Classic, BACnet, OLEDB, ODBC, SNMP, Web Services and more

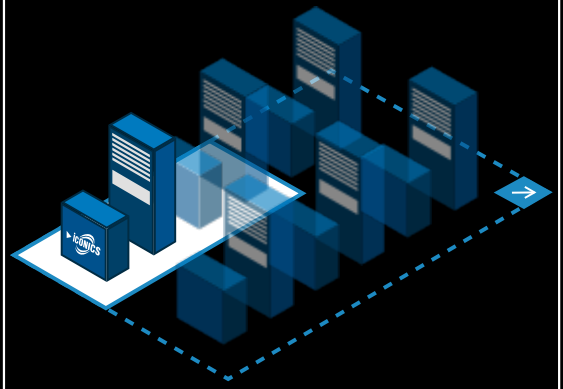
Visualization on Any Glass

Cross-browser, cross-platform rich visualization technology

Any Glass, Anytime™ Desktops, tablets, wearables or smart mobile devices

Redundant and Scalable

Synchronized, multi-tier redundancy and load balancing



Distributed architecture on-premises or in the cloud easily scales to unlimited tags

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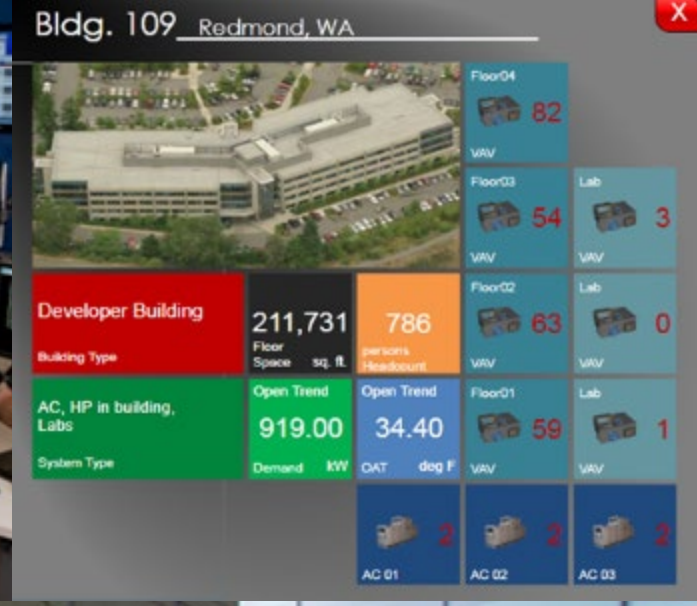
Smart City
Microsoft
Redmond Campus



IoT in Action

Microsoft's Energy Smart Buildings

https://www.microsoft.com/en-us/stories/88acres/

- 145 structures
- 60,000 employees
- 2M connection points
- 500M transactions per day

Lower **energy consumption**

Preventive maintenance

Energy savings of **25.4%** annually

Reduced **cost**

ICONICS showcase project Microsoft Redmond Campus

Easier system coordination

Improved technician efficiency with 32,300 work orders per quarter

48% **of faults are corrected within** 60 seconds

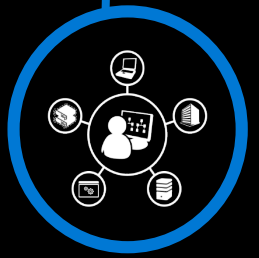
Lower energy consumption

Forecasted energy savings of 15-22% over three years

55 **megawatts have been reduced to** 43 **megawatts**

Reduced cost

Saved $2 million in its first year



$56M saved by aggregating data from **sensors** vs. retrofitting equipment

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Mining
FLSmidth

IoT in Action

From selling equipment to selling "up-time"

Goal: To develop a platform that provides FLSmidth the opportunities to offer added value services to mining companies about equipment/ asset performance

Ultimate case will be 400 plants to be connected

Azure Machine Learning integration will be integrated

Expanding into other area's and business units within FLSmidth

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1 New Street Square

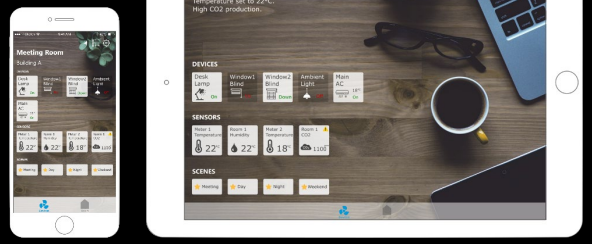
Deloitte's flagship

IoT in Action

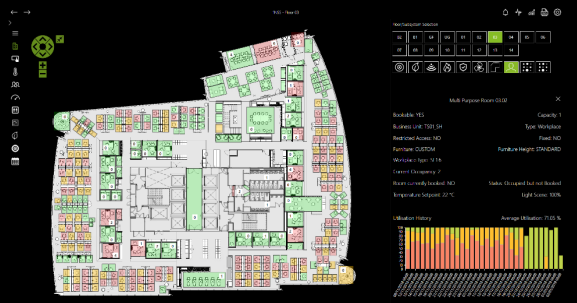
The Result: 1NSS adapts and speaks

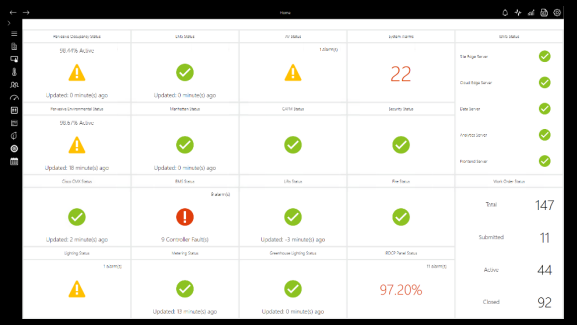
- 20 base build and fit-out subsystems integrated.
- Single Pane of Glass view of building across multiple roles
  - FM
  - Workplace Services
  - Technical Services

- Digital Signage and Wayfinding
- In Room Digital Control Panels replace multiple traditional meeting room controls



- Cause and Effect logic all software driven.
- E.g. use Occupancy sensing to drive HVAC and Lighting to setback mode when Room Booking System says meeting running but no occupants.





Typical Intelligent Building Use Cases

Fault Detection and Enhanced Maintenance

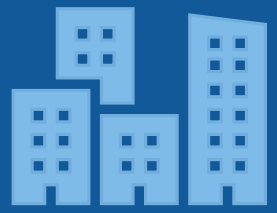
Equipment based

Energy Optimisation

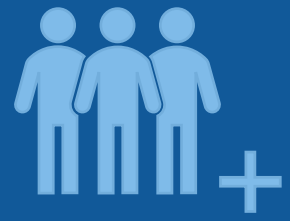
Enhanced User Experience

Single Pane of Glass

Wellness, increased productivity based



Workplace Optimisation



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THANK YOU!

André Lange
a.lange@iconics.com

IoT in Action


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How is IoT and Cloud Technology revolutionizing the way we work?

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Thank you!