Business Transformation in Action

Bryan Von Axelson – B V A
Principal Solution Specialist
Microsoft Corporation
Here’s what we’re covering

- Digital Transformation enabled by IoT
- Best practices
- Hear from our partner
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

DOVER FUELING SOLUTIONS
EMERSON
AVIGILON
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**

3. **New business models**
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   - Devices/hardware/machines delivered “as a service”

4. **Features and rev streams**
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Emblematic logos of Dove Fueling Solutions, Emerson and Avigilon.
4 steps of Digital Transformation

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Value generation
The purpose of every digital transformation

[Diagram showing percentage increase and decrease with greenhouse background]
Vision & strategy

Culture & capabilities

Business model & GTM

Technology

WHY

WHAT

HOW
Dover’s Digital Transformation

Sreedhar Patnala
VP, Software Development, Dover Digital

Scott Guettinger
IoT/Cloud, Worldwide Strategic Accounts Lead, Microsoft

IoT in Action
Dover: redefining what’s possible

Diversified global manufacturer
Over $7 billion in annual revenue
18 operating companies in 5 segments
Over 60 years of experience
24,000+ employees
Fortune 500 company
Dover’s segments

- Refrigeration & food equipment
- Pumps & process solutions
- Engineered products
- Fueling solutions
- Imaging & identification
Dover’s digital transformation focus areas

**IT**
- Rationalize datacenters
- IT as business partner
- Improve collaboration
- Optimize IT costs
- Drive efficiency in functions

**Improve security**
- NIST-based
- Critical assets protection
- Security first culture
- Cloud, product, OT security

**Digitize sales, product, operations**
- Connected products
- Digital customer experience
- Industrial SaaS offerings
- Connected factory
Digital transformation drivers

People

Process

Platform
Dover IoT platform

Built on Microsoft Azure IoT Cloud and Edge platform
Built in security and common reusable features
Reduced TCO
Enables quicker go to market
Scaling IIoT at Dover—a secure platform approach

### CLOUD

<table>
<thead>
<tr>
<th>Platform</th>
<th>Security</th>
<th>Customer setup</th>
<th>Billing</th>
<th>Enterprise connectors</th>
<th>Location services</th>
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<td>Device management</td>
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Microsoft Azure IoT Cloud

### GATEWAY

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<thead>
<tr>
<th>Platform</th>
<th>Data collection</th>
<th>Security</th>
<th>Connectivity</th>
<th>Provisioning</th>
<th>Software update</th>
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Microsoft Azure IoT Edge

### SENSORS

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<tr>
<th>Vibration</th>
<th>Temperature</th>
<th>Tank gauge</th>
<th>Overfill</th>
<th>Gas leak</th>
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<tbody>
<tr>
<td>Pressure</td>
<td>Flow</td>
<td>Proximity</td>
<td>Ultrasonic</td>
<td>Humidity</td>
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Transport Security
Extending value of connected products to our customer

The evolution of technology is changing the business models

- Intelligent
- Deeper market penetration
- Differentiated value
- Lower cost

- Visibility
- User experience
- Collaboration

- Predictive models
- Artificial intelligence
- Autonomous behavior

- Value-based services
- Tiered offerings
- Digitally-enabled

Data collection → Insights & analytics → Decisions & actions → Outcomes

Edge & fog computing

IIoT portal solution & cloud computing

Physical & data analytics collaboration

Outcome-based services
Dover IIoT solutions available today

**IIoT in vehicle services**

Mosaic ADT: Advanced Diagnostic Technology
- Provides vehicle ADAS modules scan and calibration post collision
- Remote ADAS calibration
- Based on OEM procedures
- Workflow and history
- Uses Microsoft Azure® Cloud

**Waste management control systems**

Improved productivity and margins for the solid waste collection using digitized Trucks & Analytics
- Identify collection points
- Labor productivity
- Enhanced asset utilization
- Fuel savings
- Lower costs
- Improved safety

**Current cloud/IOT portfolio**

Remote monitoring and diagnostics for the fuel station forecourt
Additional success stories

**Hydro built industrial laundry module**

Provides data analysis for chemical cost, usage at industrial laundry sites. Also sends notifications to service personnel for critical faults. Chemical companies subscribing for these services for each site to improve efficiencies in service and cost models with their customers.

**OPW Civacon built fuel fleet module**

Provides Live tracking of fuel trailers and their product contents, notifications for critical faults, driver productivity. Fuel fleet companies would like to improve their driver efficiencies and increase the number of deliveries. Subscription is per fuel trailer.
Partnerships...

Dover Fueling Solutions and Microsoft collaborate to provide Azure-based Edge to Cloud IoT solutions

DOWNERS GROVE, Ill., July 25, 2019 /PRNewswire/ Dover Fueling Solutions ("DFS"), a part of Dover (DOV) that delivers advanced fuel dispensing equipment, electronic systems and payment, fleet systems, automatic tank gauging and wetstock management, is pleased to announce a planned strategic partnership with Microsoft to bring new cloud and IoT solutions to market.