



IoT in Action

#IoTinActionMS



Business Transformation in Action

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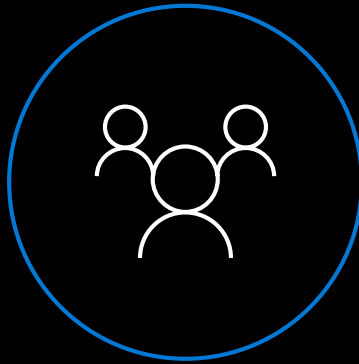
IoT in Action



Here's what we're covering



**Digital Transformation
enabled by IoT**

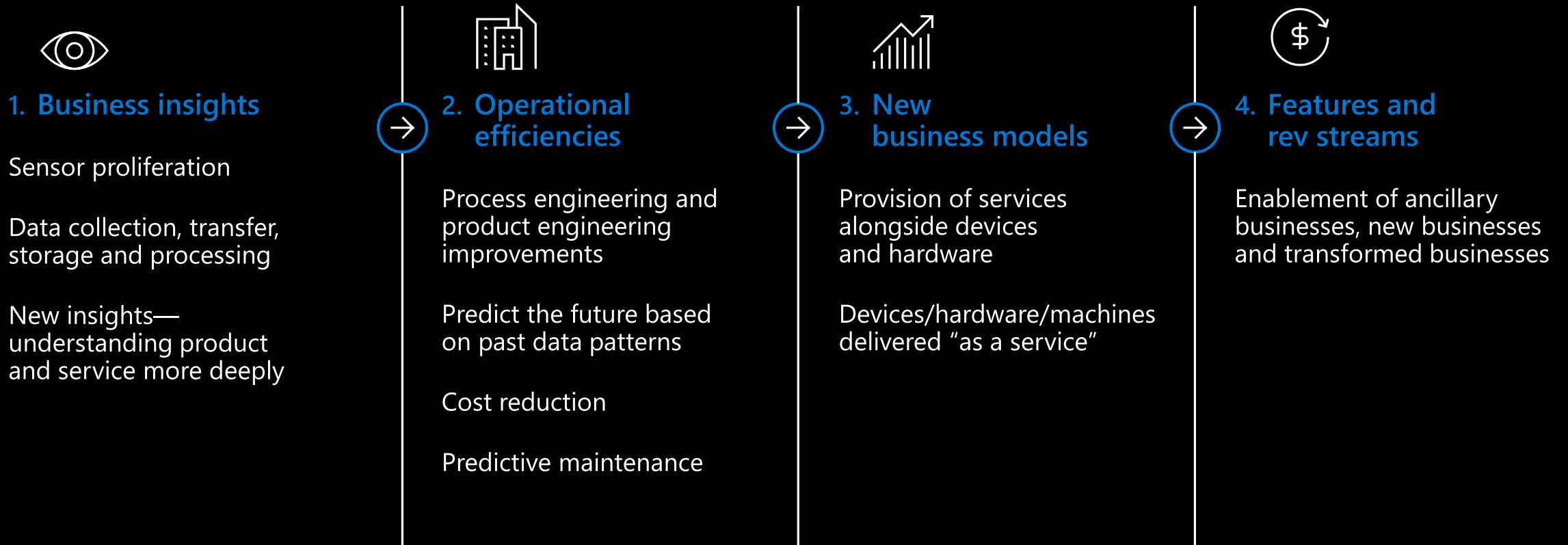


Best practices



**Hear from
our partner**

4 steps of Digital Transformation



4 steps of Digital Transformation



1. Business insights

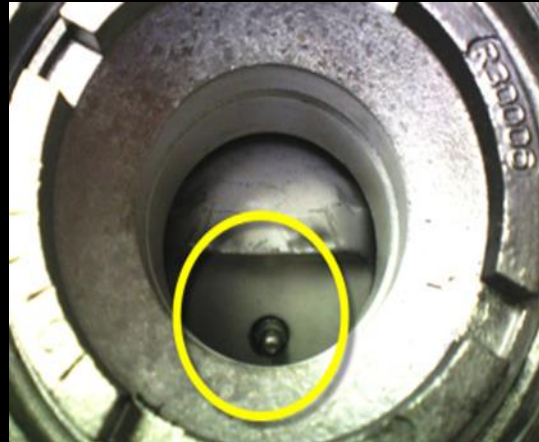
Sensor proliferation

Data collection, transfer, storage and processing

New insights—
understanding product
and service more deeply



2. Operational efficiencies



3. New business models

Provision of services
alongside devices
and hardware

Devices/hardware/machines
delivered "as a service"

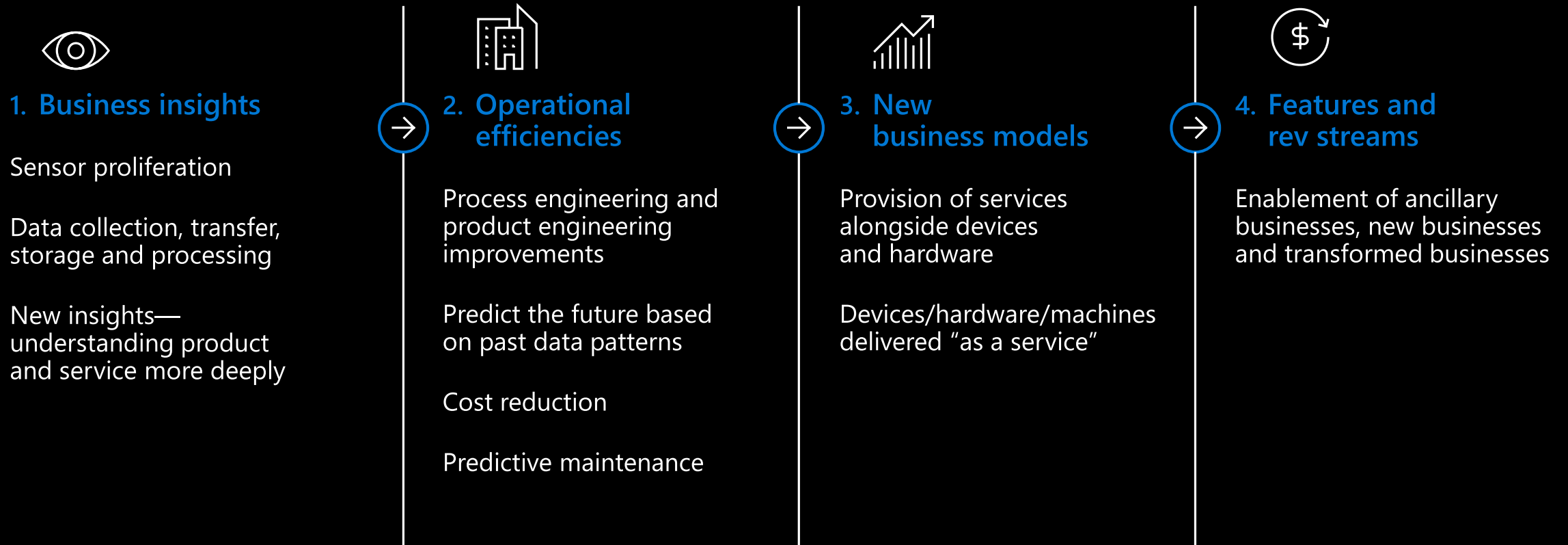


4. Features and revenue streams

Enablement of ancillary
businesses, new businesses
and transformed businesses

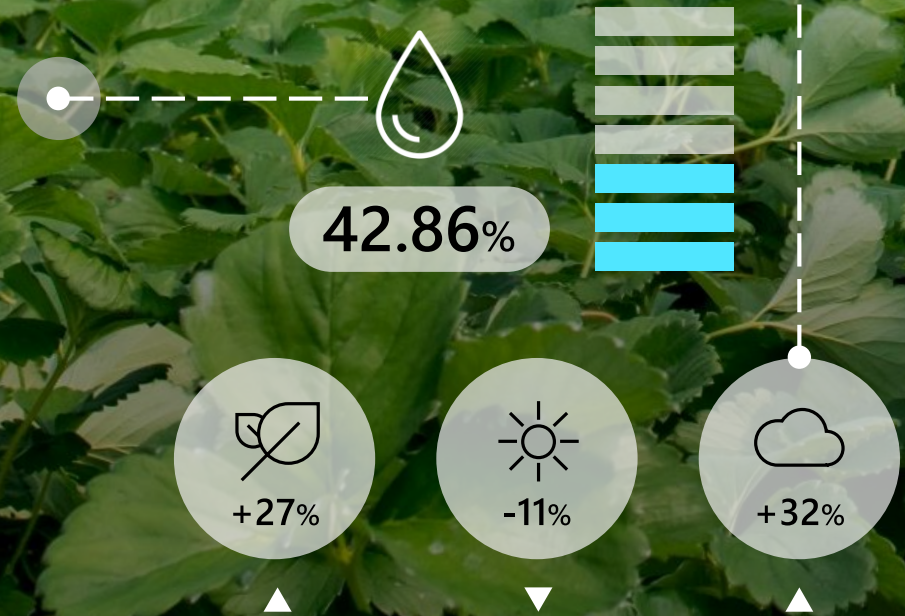


4 steps of Digital Transformation



Value generation

The purpose of every digital transformation





Vision &
strategy

WHY



Culture &
capabilities

WHAT



Business
model & GTM



Technology

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



Since
1955

|

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



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



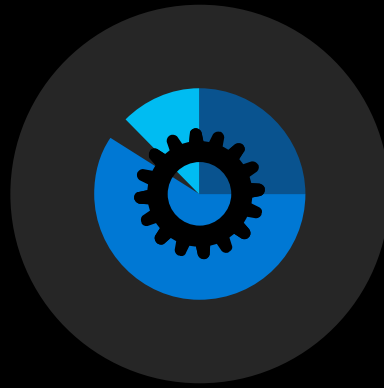
Digitize sales, product, operations

- Connected products
- Digital customer experience
- Industrial SaaS offerings
- Connected factory

Digital transformation drivers



People



Process



Platform



Dover IoT platform

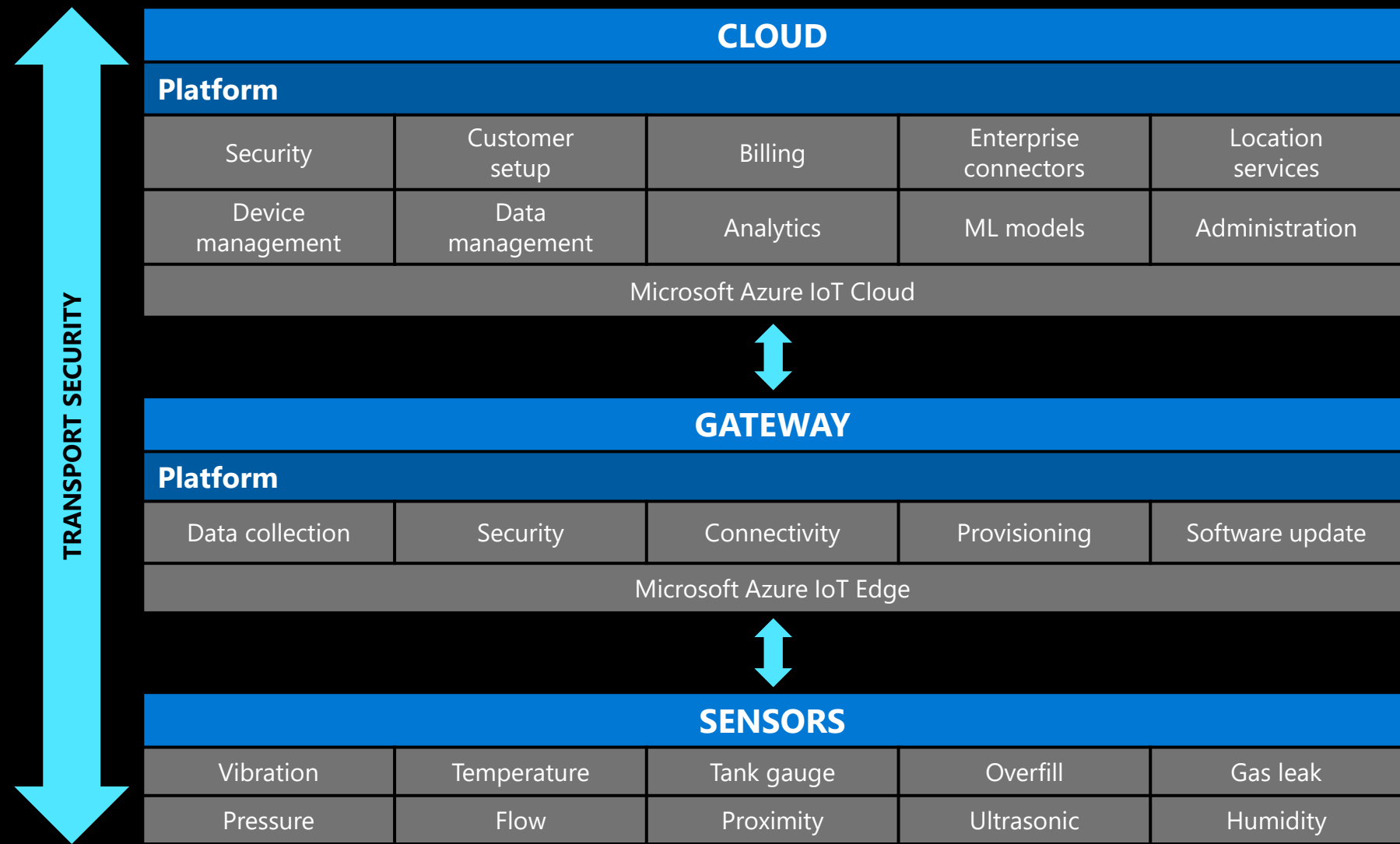
Built on Microsoft Azure IoT Cloud and Edge platform

Built in security and common reusable features

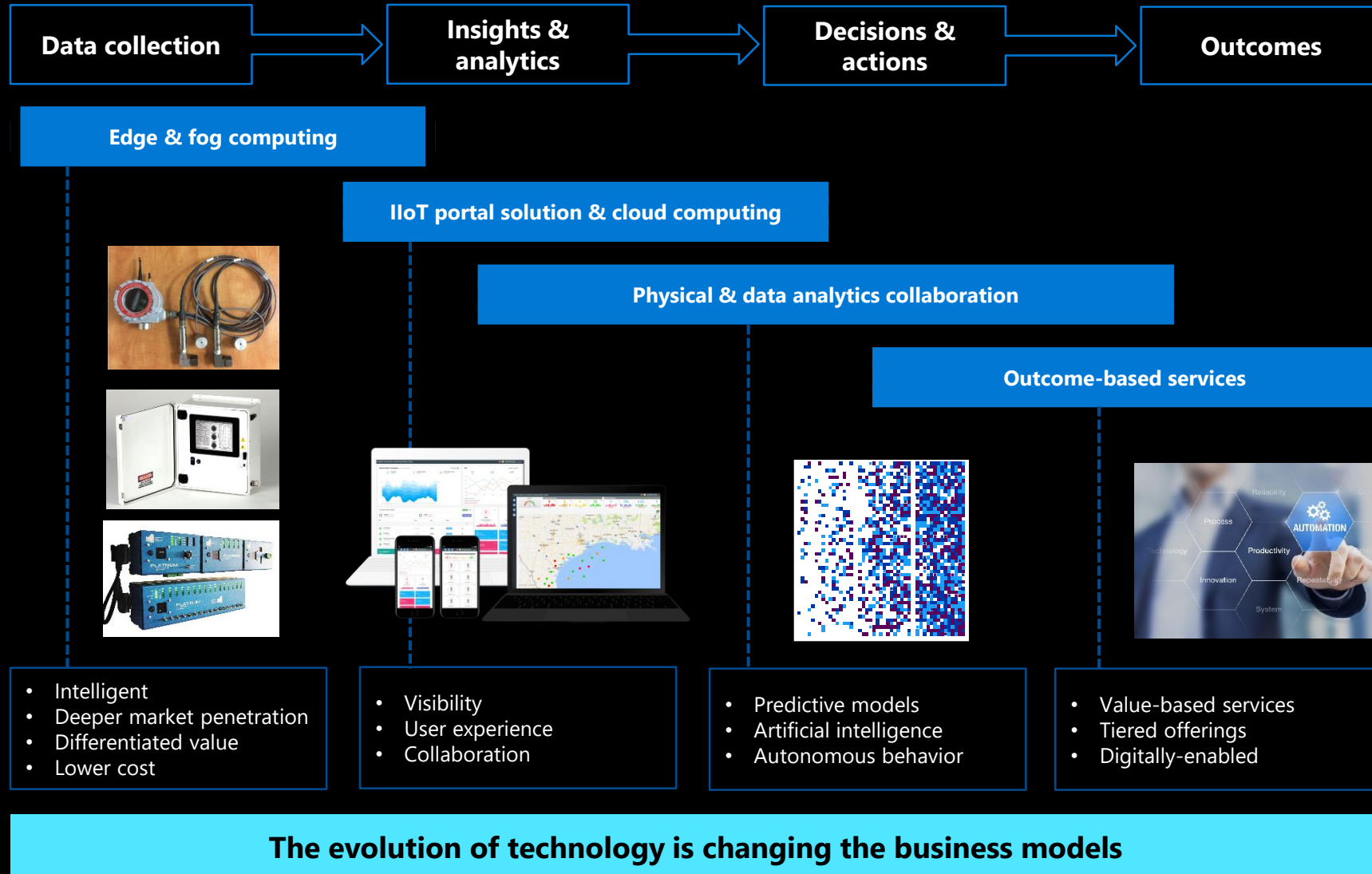
Reduced TCO

Enables quicker go to market

Scaling IIoT at Dover—a secure platform approach



Extending value of connected products to our customer



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

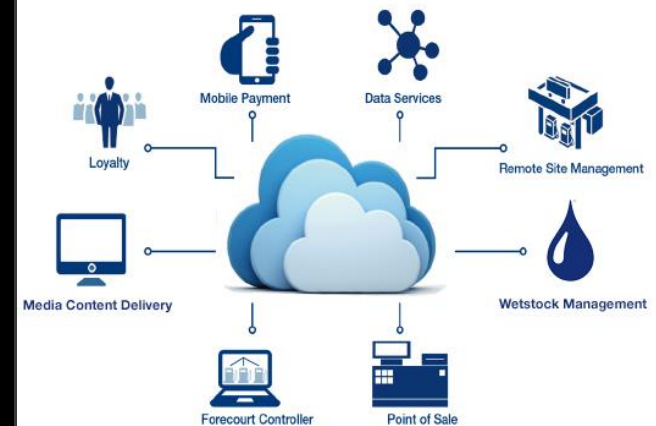
- Identify collection points
- Labor productivity
- Enhanced asset utilization
- Fuel savings
- Lower costs
- Improved safety



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.



Q&A

