

When is IoT Right for you?

Zones examines the business objectives and events that trigger the adoption of IoT solutions.

The Internet of Things (IoT) is this year's groundbreaking component of the advanced technologies leading the progressive evolution of IT. Last year it was The Third Platform; before that, it was the Cloud, and Virtualization. Years ago, we were intrigued by "personal" computers. In time, we come to understand new technology concepts, adopt, and eventually embrace them. Almost every data center now runs virtual technology, and most incorporate some form of hybrid cloud. High tech innovations and inventions arrive on the fast track with no time for IT managers and planners to take a breath before deciding when to leap on board. IoT is no different.

So, how *do* you know when to make that leap? Let's first look at the business advantages of IoT to understand its value, and then we'll highlight the triggers that set IoT in motion.

Deployed strategically with the goal of generating useful information, IoT allows organizations to analyze data and automate systems to streamline processes and reduce risk exposure, operational costs, and manpower, while improving worker safety, data safety, physical security, communications, and equipment longevity. These business goals apply to many sectors, such as education and government operations, healthcare, property management, manufacturing, distribution, transportation, finance, utilities, energy companies, hospitality, and real estate.

It is worthwhile to recognize what types of events precipitate the adoption of IoT, and prepare for when that event occurs. You know and plan your organization's growth, strategy, regulatory compliance, top-down business mandates, security, and safety goals. Zones possesses insight into advanced technologies and expertise specific to IoT. Together, we will help you pinpoint your event trigger and your IoT solution.

Some of the significant deployments for IoT (per industry) are:

- > **Manufacturing:** Connected automation, connected wireless, connected security, connected energy management
- > **Smart buildings:** Smart work spaces, infrastructure management
- > **Oil and gas:** Connected pipelines, connected refineries, secure operations, connected oilfields
- > **Transportation:** Connected roadways, connected trains, fleet visibility and monitoring
- > **Utilities:** Connected utilities, mobile field workers, AMI, connected substations, distribution operations
- > **Healthcare:** Asset monitoring, predictive maintenance, distance learning, secure operations, safety and efficiency of remote workers

Business events that trigger IoT solutions:

New buildings and construction

Breaking ground on a construction site for your new office building is an ideal time to plan a complete IoT solution: virtualized networking, unified communications, physical security, smart HVAC or lighting, all from centralized operations in a new data center.



Relocation

Moving to a new location allows for a thorough assessment of the current state of your technology, infrastructure, and equipment. Evaluation of a new site helps you understand the extent of changes, in order to maintain current workloads and ensure backup of critical data and systems.



Fleet management and/or expansion

Sensors installed in cargo planes, ships, trains, and trucks access data across borders and timelines to ensure safe and on-time delivery of goods. A central dispatch can be equipped to track exact locations of drivers and cargo, automatically reroute deliveries to avoid delays and meet your customer commitments.



Utilities and municipal grants to improve infrastructure

Urban planners can build an intelligent utility or traffic grid to balance supply and demand, prevent power outages, and integrate renewable power. IoT drives energy efficiencies and helps move people and goods faster, safer, and with fewer resources.



IoT solutions vary by industry, but the triggers are similar and logically lead to an IoT opportunity:

- > Adding a warehouse
- > Growing or expanding operations
- > Meeting regulatory compliance requirements
- > Remodeling a building
- > Retrofitting hotels for improved communication and security
- > Adding a new retail store
- > Preventing data loss or responding to a security incident
- > Starting new drilling operations
- > Addressing internal mandates for business excellence
- > Receiving grants for health, public safety, or environmental improvements

How Zones supports IoT solutions

Zones has assembled expert solutions architects focused solely on IoT. We have worked to grow a unified partner ecosystem of IoT resources including Cisco, Intel, Dell, Microsoft, Oracle, AGT, AeroScout, Tripwire and more. Our dedicated IoT practice differentiates us - we have developed an entire infrastructure and the expertise to offer these solutions, because these solutions require significant expertise. In 2014, Zones deployed more than \$10 million dollars in IoT solutions.

IoT solutions are highly scalable; we can scale them up to your total Enterprise or scale them down to just one part of your operations. IoT can be employed in one building or in all your buildings. We can apply solutions to your new fleet or retrofit your current fleet. We can address the security of one drill site or plant, or address every aspect of physical security for your organization. We analyze your business and operations, and review the devices that you already have in place to make sure that you are getting the maximum value out of them, adding additional sensors or devices as needed. Even if the total impact or scale of change is still unknown, it's not too soon for you to talk to Zones about the possible opportunities for a virtually connected infrastructure in your data center.

Anyone whose mission is to improve data capabilities and overall process agility should employ an IoT solution. For every size and type of deployment, you can improve your decision-making when you increase visibility into your business drivers and disrupters. IoT creates this visibility, regardless of the type of IT devices or the number of devices that you need to connect.

You can't fix issues when you aren't aware of them, or monitor anything that you don't track. Now, with high-speed data transmissions and processing, you can deploy sensors and connect wired and wireless devices to generate actionable, instant alerts. This allows you to gather information about physical assets to optimize processes and catch and correct problems immediately, before issues compound into costly and difficult repairs. Increased connectivity leads directly to better information, and you can act on this to increase efficiency and save money.

Zones has the ability to connect the unconnected – things that you might not have considered could be connected to improve your business. We can assess, scope and develop a solution, and then source and deploy the components. In fact, we will plan, scope, scale, and deploy right-sized IoT solutions tailored to your exact industry, your present needs, and your future goals.

For example, we recently **deployed an IoT smart technology solution** for Del Papa distributing in Texas that included a private cloud with wired and wireless networking, unified communications with video surveillance, automated physical access control system, and digital signage for enhanced communications. We were able to improve customer experience through streamlined business processes and worker experience from manufacturing to loading trucks, with security for their distribution centers, and sensors that monitor temperatures to beat the heat of Texas summers. Plan the leap into IoT for your organization:

- > The timing of IoT implementation matters. Weaving IoT into expansions and new initiatives from the outset is less costly than a retrofit.
- > IoT will help you save money in the long run. Better insight can help you lower energy bills, streamline operations, and extend the longevity of your equipment.
- > IoT is comprehensive, but highly scalable. Zones will right size an impactful IoT solution, regardless of your industry or size.

The business objectives and events that trigger the adoption of IoT solutions are impacting you now - take advantage of the benefits that IoT offers.