



decisyon

Unifying People, Process, Data & Things

# MAKING THE INTERNET OF EVERYTHING WORK FOR YOUR CLIENTS

The industrial and enterprise solutions worlds are colliding, and companies are going to want to harness the combined power of industrial data and big data.

**How will your organization leverage the Internet of Everything (IoE) on behalf of your clients?**

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# 1

## DISRUPTING THE WORLD OF INDUSTRIAL APPLICATIONS

A 2014 World Economic Forum study identifies the following changes for global industries:



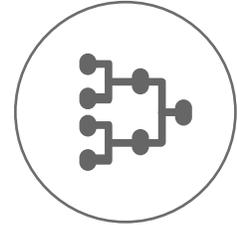
Vastly improved operational efficiency

(e.g., improved uptime, asset utilization) through predictive maintenance and remote management



The emergence of an outcome economy

fueled by software-driven services, innovations in hardware, and the increased visibility into products, processes, customers and partners



Emerging, complex, connected ecosystems

coalescing around software platforms that blur traditional industry boundaries

**GE announced \$1 Billion in incremental revenue by helping customers in Industrial Internet areas like asset management.**

# 2

## NEW CAPABILITIES CREATE NEW BUSINESS CHALLENGES

The challenge of IOE is not just technical. Many companies have not thought through the processes and organizational challenges presented by emerging solutions.

In the short run, this is Disruptive Technology.

It will require changes, and will threaten entities that do not have the resources or leadership to make those changes. It will cross organizational lines and blur distinctions between foundations. The challenges of realizing the benefits of this technology will be more organizational in nature than technical.

**Your organization has the opportunity to guide clients through the convergence of technical, business, and human requirements.**

Key market projections for 2022\*



**Asset Utilization**  
\$2.5 Trillion



**Employee Productivity**  
\$2.5 Trillion



**Innovation**  
\$3.0 Trillion



**Supply Chain**  
\$2.7 Trillion

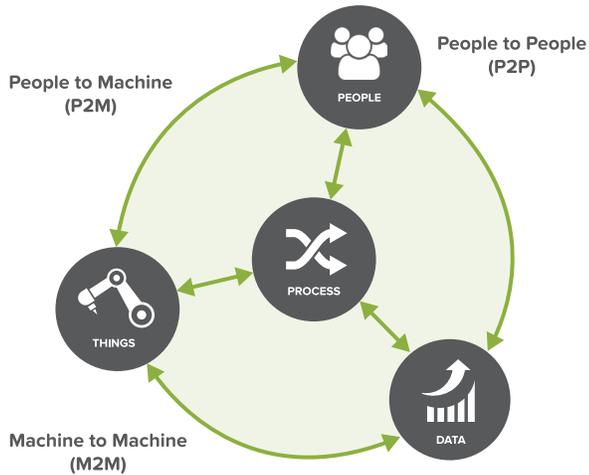


**Customer Experience**  
\$3.7 Trillion

\*Cisco Internet of Things study

# 3

## INTERNET OF EVERYTHING: PEOPLE, PROCESS, DATA, AND THINGS



The Internet of Everything brings together people, data and things. IoE manages and creates value from the process-driven functionality that connects all three.

There are three core communication paradigms:

- Machine to Machine
- Machine to People
- People to People

By bringing together these three paradigms and integrating process, IoE enables entirely new sets of applications and ways of doing business.

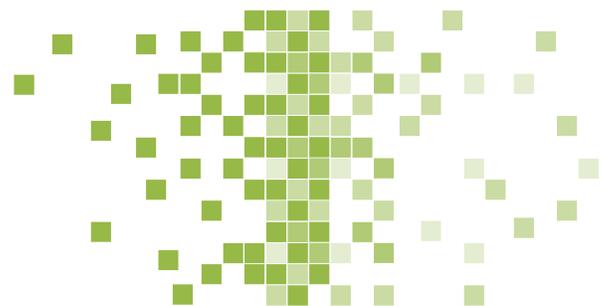


All of these paradigms are controlled by business and application processes.

# 4

## HOW WILL YOU HELP YOUR CUSTOMERS COMBINE THEIR BUSINESS SYSTEMS AND THEIR INDUSTRIAL AUTOMATION?

Clients have spent millions and millions of dollars on their industrial and enterprise technology stacks. Building solutions that optimize the existing platforms and create new value from disparate data will accelerate client adoption and usage



# 5

## Q: WHO WILL GET THE MACHINES AND PEOPLE TALKING? A: SYSTEMS INTEGRATORS

### IoE Solution Stack

- 7 Collaboration & Processes**  
(Involving People & Business Processes)
- 6 Application**  
(Reporting, Analytics, Control)
- 5 Data Abstraction**  
(Aggregation & Access)
- 4 Data Accumulation**  
(Storage)
- 3 Edge Computing**  
(Data Element Analysis & Transformation)
- 2 Connectivity**  
(Communication & Processing Units)
- 1 Physical Devices & Controllers**  
(The "Things" in IoT)



The value of systems integrators to the world of IoE applications is immeasurable.

The complexity of integrating systems and data requires expertise not usually present in corporate technology teams. IoE solutions require expertise in enterprise, industrial, big data, and social technologies.



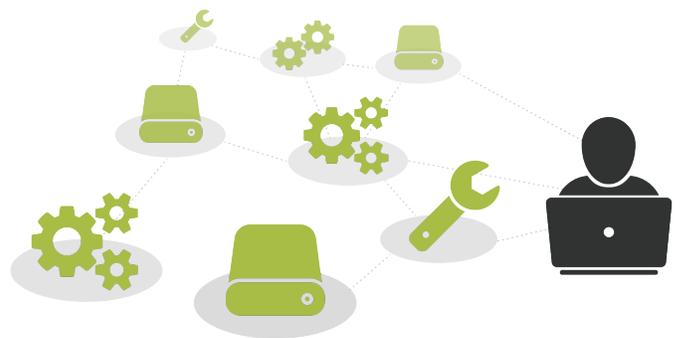
**Collaboration between humans and machines will result in unprecedented levels of productivity and more engaging work experiences.**

# 6

## APPLICATIONS FOR HUMANS

Modern business applications integrate data and functionality from numerous platforms and solutions.

Building a common user experience and unified visual language reduces onboard time, accelerates adoption, and leads to user driven evolution and adaptation.



# 7

## EMPOWERING HUMAN INTERACTION, MANAGEMENT & ACTION



Immense amounts of sensor data and machine control are useless if they are not delivered to and leveraged by humans.

**“Humans must adapt to collaborate with machines, and when that collaboration happens, the end result is stronger.”**

Erik Brynjolfsson, Director, MIT Initiative on the Digital Economy, Massachusetts Institute of Technology, USA

# 8

## NIMBLE SOLUTIONS & SHIFTING BUSINESS LANDSCAPES

Nothing in business ever stays the same for long, and being able to rapidly adapt to changing processes, business requirements, and competitive issues is essential.

Designing a solution that enables rapid evolutions by the business users is an absolute must.



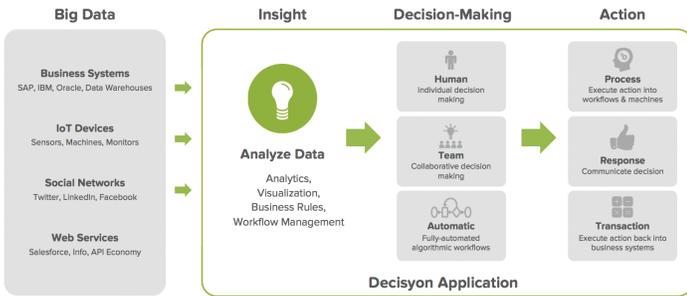
# 9

## THE SPEED IMPERATIVE

**Transforming data into action has become a competitive advantage for organizations looking to improve performance and accelerate innovation. IoE solutions harness the power of integrated data and enterprise systems, and empower users to rapidly gather insights, collaborate, and act upon strategic decisions.**

# 10

## THE DECISION DIFFERENCE



An application development platform for the loE

Decisyon 360 is the only Internet of Everything application platform that connects the ecosystem of enterprise functionality and data with sensor and machine data to rapidly build real world solutions.

### Why partner with Decisyon?



Consistent User Experience



Collaboration at the Data & Transaction Level



Unified Data and Processes



Correlate Disparate Data



Schedule Demo Preview



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