



FAST TRACK YOUR SUCCESS IN THE BOOMING IOT SPACE.

HERE ARE SOME COMMON SCENARIOS:



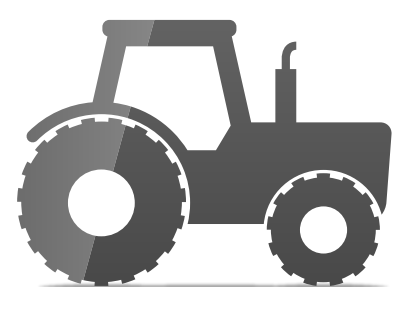
Predictive maintenance



Remote monitoring



Building management



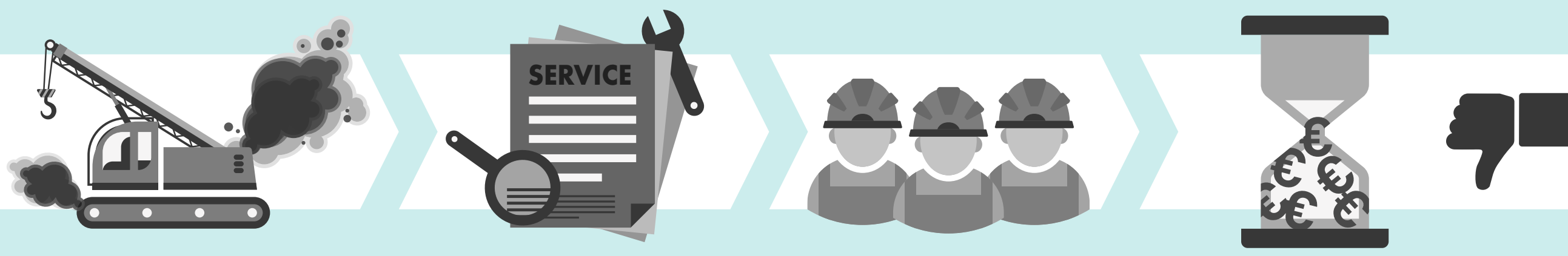
Agriculture



Asset management

Adding predictive maintenance and remote monitoring to a company's toolset can have a dramatic effect on its productivity.

A TYPICAL FIELD SERVICE ENGINEERING CHALLENGE



• When something goes wrong...

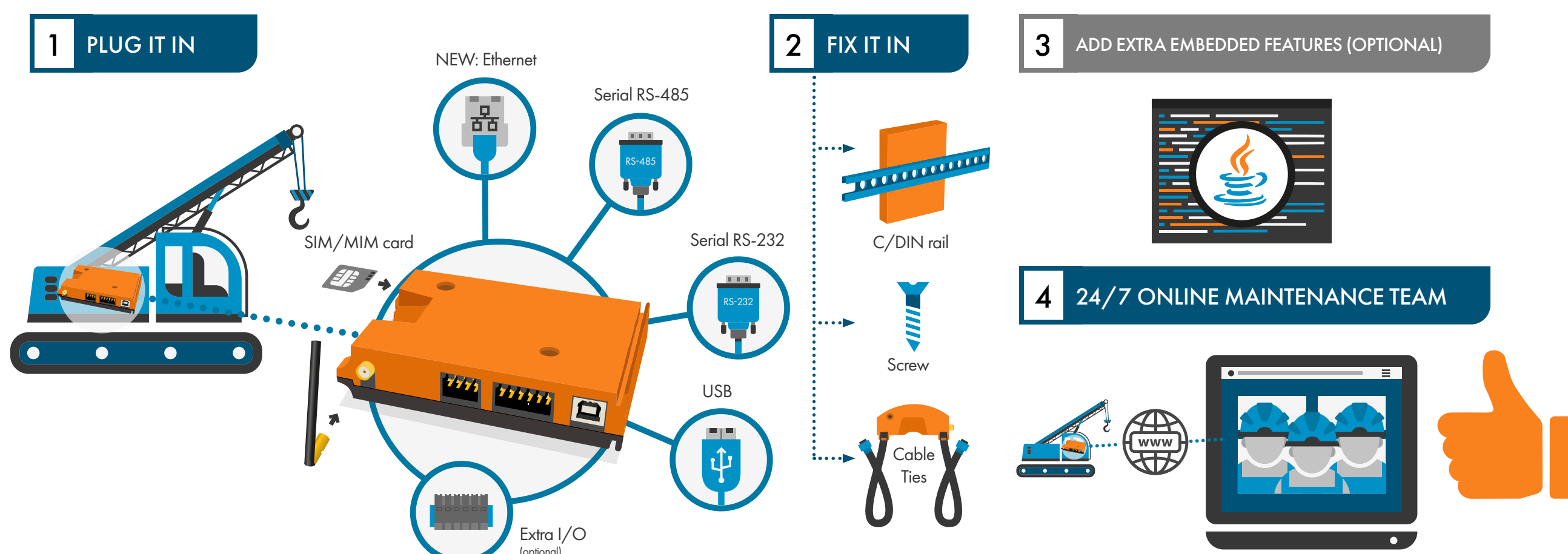
• You rely on your service contract to get it fixed

• But this means calling out the maintenance team

• Which means wasted time and money...

THE BENEFITS OF WORKING WITH THALES

Quickly connect your industrial applications with virtually zero design time, no hardware skills, minimal integration effort and no costly approvals using Thales Cinterion® Cellular Terminals.



THALES

Terminal Requirements

TIMELINE IN MONTHS

CONCEPT

Timescale:
1.5 to 2 months

Skills required:
Software & firmware,
systems engineering

PROTOTYPE

Timescale:
1 to 2 months

Skills required:
Software &
firmware design

PRE-PRODUCTION

Timescale:
1 to 2 months

Skills required:
Software &
firmware design

PRODUCTION COMPLETE

Ready for deployment

**TIME TO DEPLOYMENT:
UP TO 6 MONTHS**

BESPOKE

Full Bespoke Design Requirements

CONCEPT

Skills required:
Software & firmware, systems
engineering

Timescale:
2 to 3 months

PROTOTYPE

Skills required:
Hardware design,
mechanical design,
complex PCB layout
& RF design, software
& firmware design,
purchasing

Timescale:
4 to 5 months

PRE-PRODUCTION

Skills required:
Hardware design, software
& firmware design, RF design,
PCB layout, purchasing

Timescale:
4 to 5 months

PRODUCTION

Skills required:
Hardware design, software
& firmware design,
RF design, PCB layout,
purchasing, legal

Timescale:
4 to 5 months

**TIME TO DEPLOYMENT:
UP TO 18 MONTHS**

9 BEST PRACTICES FOR ACCELERATING IOT PROJECTS WITHIN YOUR ORGANIZATION

01. >>>



Depend on the generic functions of IoT service modules

02. >>>



Work within your skills base and get partners in where needed

03. >>>



Get good at building the business case for IoT to justify investment

04. >>>



Retrain your service engineers to support remote diagnostics

05. >>>



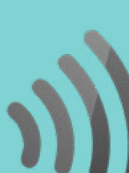
Consider how you secure your endpoints

06. >>>



Be aware of the landscape as connectivity requirements vary globally

07. >>>



Decide early on the types of data collection and transmission

08. >>>



Think about where you want data processing to happen – on the device or elsewhere

09. >>>



Build external partnerships, e.g. for virtual networks

Thales offers a broad portfolio of solutions, services and platforms that enable M2M and IoT applications and allow enterprises and people to trust in our connected world.

For the full white paper detailing these best practices and more information about Thales' M2M and IoT solutions, please visit: www.thalesgroup.com