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Enabling an Intelligent Planet

WISE-PaaS/DeviceOn : Key Driver to Enable Your Service as a Platform

Moderator:

Rosa Chang, BDM Advantech

Panelists:

Chad.Shih, Advantech Supervisor

Thomas.Kastner, Advantech Director

Pier Luigi Zenevre, iProd Srl Chief Marketing Officer

John Kuo, NextWarehouse Chief Executive Officer

Points You Will Catch…

↗ The features of WISE-PaaS/DeviceOn as an application

↗ WISE-PaaS/DeviceOn as a building block to develop your application

↗ Success Stories Sharing

↗ How to take the first step?

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The Features and Applications of WISE-PaaS/ DeviceOn

Chad Shih

Engineering Manager

Advantech North America

Device Lifecycle Management

Onboard, Configure, Monitor, Update, Retire

Device Onboard & Registration

- ✓ Zero-touch Onboarding
- ✓ Batch Import, Provisioning & Configuration
- ✓ Device Migrate, Transfer, Replace, and Retire

Data Acquisition & Visualizer

- ✓ Device Real-time & Historical Data
- ✓ WISE-PaaS/Dashboard Built-In

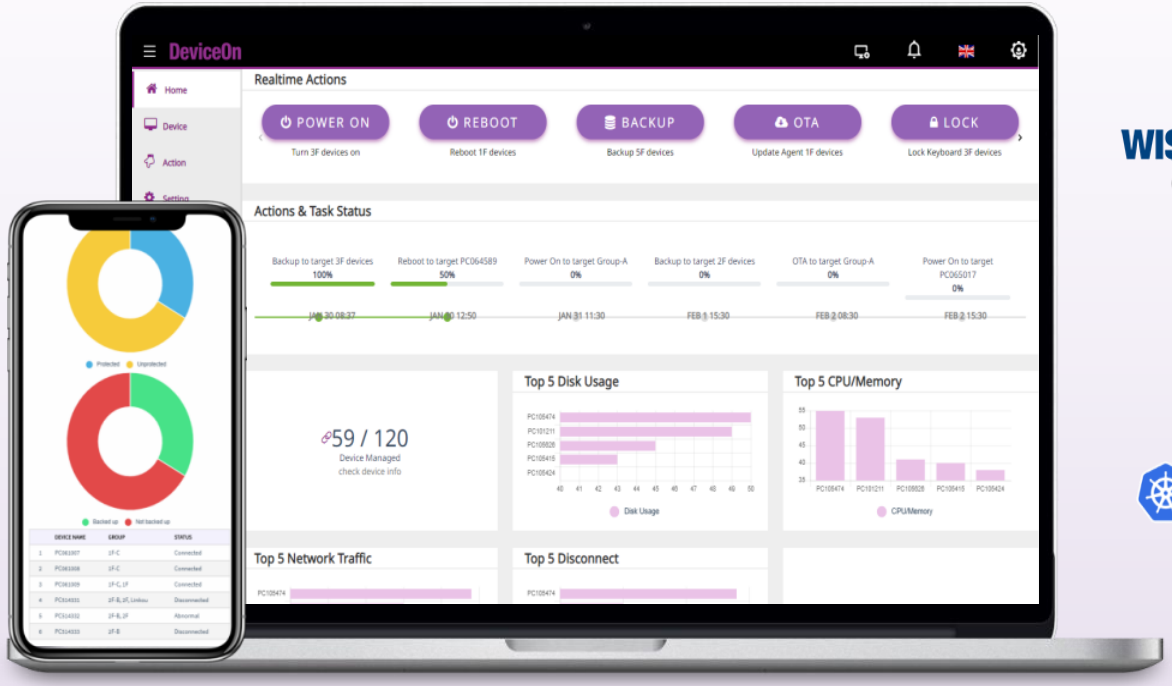
- ✓ Hardware & Software Monitoring
- ✓ Power Management
- ✓ Remote Trouble shooting
- ✓ Backup/Recovery, Protection
- ✓ Windows 10 Lockdown (Security & Protection)
- ✓ Device Anomaly Detection (Rule Engine)
- ✓ Notification & Alert

Device Monitoring & Diagnostics

- ✓ Software, Firmware & Configuration Update
- ✓ Advantech BIOS Update

Device SW Updates & Maintenance

Work Anywhere on Popular Platform and Service



Public Cloud Platform

WISE-PaaS/ EnSaaS
(Cloud Foundry Container)

Microsoft Azure
(AKS + Azure IoT Hub)

On-Premise Service

kubernetes
(Container PaaS)

VM
(Standalone Installation)

WISE-Stack
(EnSaaS Private Cloud)

DeviceOn US Strategy

- **Target Customer**
  - Equipment Builder: Hypertherm SHAPING POSSIBILITY BUCHER emhart glass ,etc.
  - DFSI: System integrator with IT resources
- **Focus Domain**
  - Industrial equipment builders…etc.
  - Industrial Automation, Energy(wind farm, solar, etc), Oil & Gas
- **Main Application**
  - Device Management & Monitoring : Bring rapid deployment tool that adds IT management capability to our OT customer.

Ready on WISE-PaaS Marketplace

WISE-PaaS/ DeviceOn

Empowers Edge Intelligence

Device Management
- Device Monitoring and Diagnostics
- Device Control & Updating

Data Management
- Data Acquisition and Storage
- Secure Data Access

Connectivity Service
- Device Connectivity
- Plug-n-Play Peripherals

DeviceOn.Dev

OTA
- Software & Firmware Updates
- Advantech BIOS Updates

Rule Engine
- Distributed Rule Monitoring
- Flexible Trigger and Action

Data Security
- McAfee Threat Protection
- Acronis Backup Recovery

DeviceOn.App

DeviceOn OTA

OTA
- Software, firmware & configuration updates
- Advantech BIOS updates

DeviceOn FaceView

FaceView
- Facial recognition
- People counting
- Behavior detection

DeviceOn E2I

E2I
- Protocol conversion
- Edge intelligence
- Real-time visualization

DeviceOn ePaper

ePaper Manager
- EPD device auto-discover
- Fast transmission
- Device association

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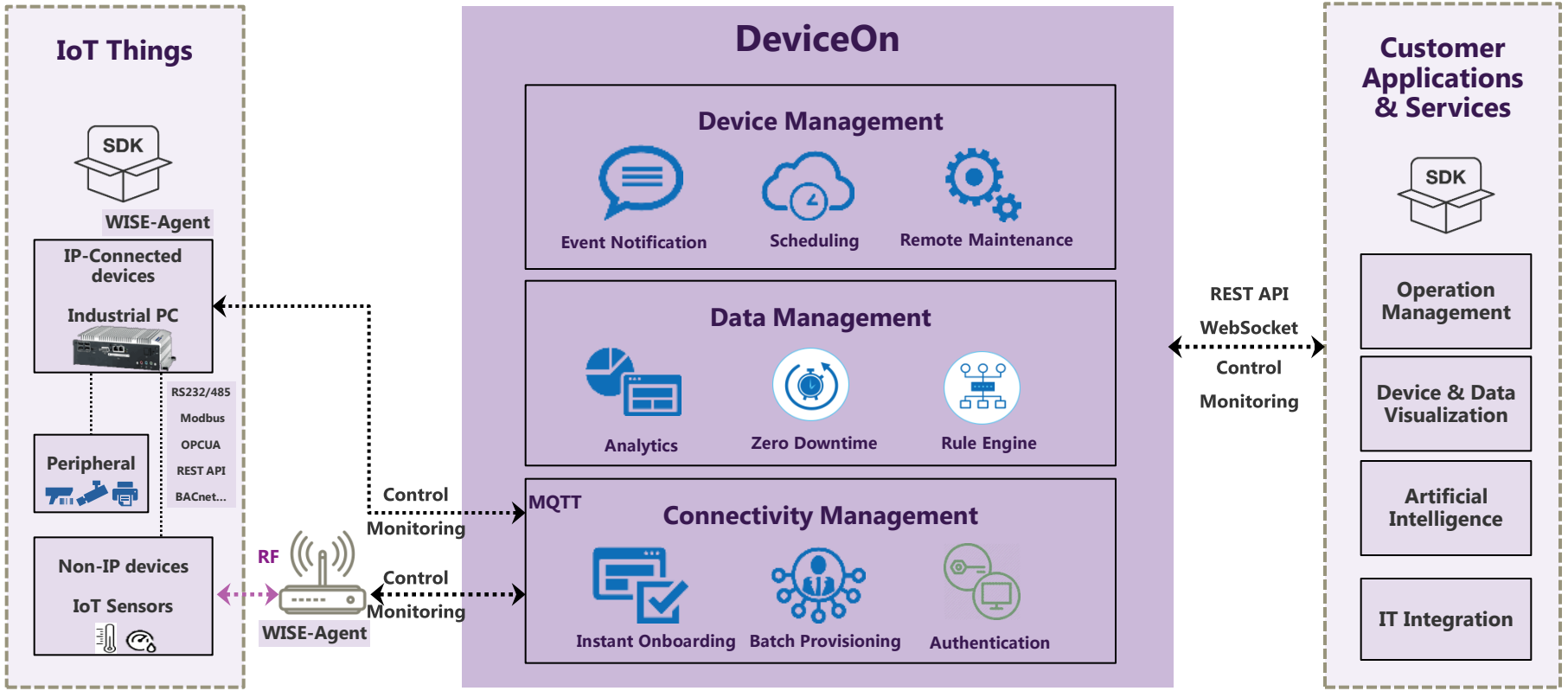
How Can DeviceOn's Flexible Architecture Help to Quickly Develop Your Application

Thomas Kastner
Director of WP.SENSE Europe
Advantech

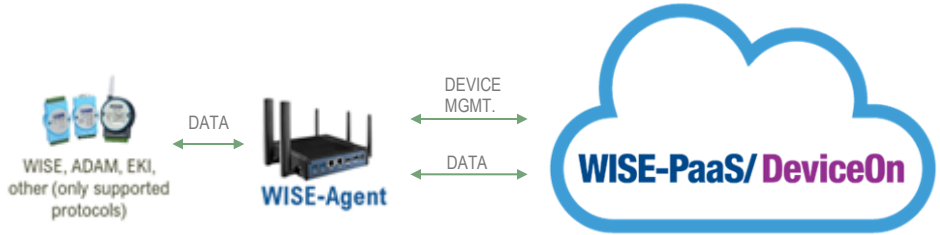
WP.SENSE
WISE-PaaS Solution Enabling Services

DeviceOn Architecture Overview

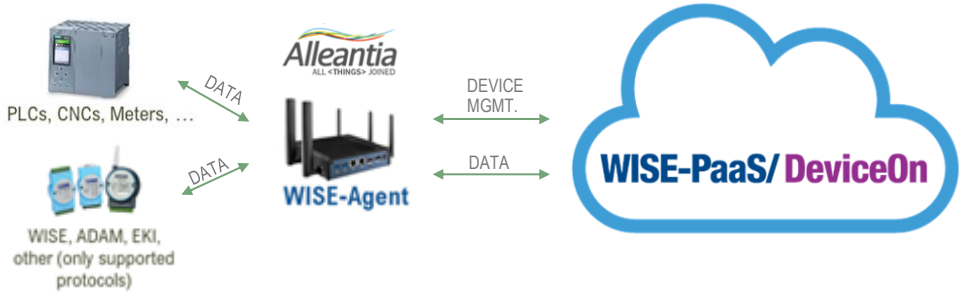


Versatile client connectivity through plugins

Advantech
out-of-the box
connectivity



Alleantia Software and
plugin add connectivity
to 5000+ devices



Turnkey industry 4.0
tablet with WISE-Agent
and Alleantia Software

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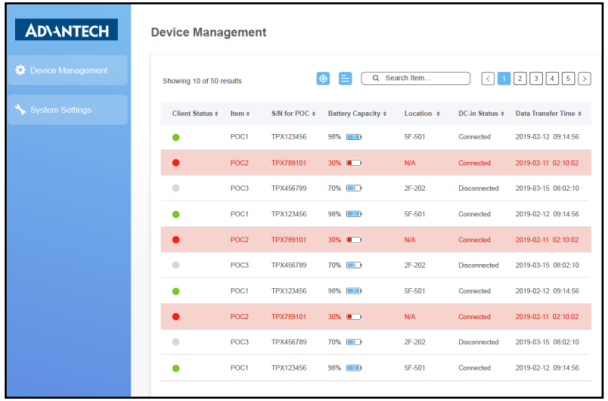
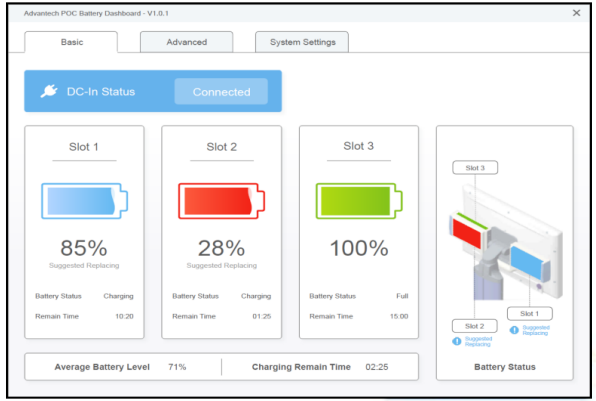
Server-side flexibility through RESTful APIs / Add-Ins

RESTful APIs for cloud services/apps or cloud-to-cloud connectivity

Custom User Interface as DeviceOn-Add-in on Advantech medical product





DeviceOn Flexibility Supports Europe's Strategy

- Building up a true ecosystem around DeviceOn
- Creating blueprints and SRPs for real use cases in focused verticals
- User-friendly reselling through existing channels
- Flexible connectivity options and services for 3rd party clouds or devices

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Success Story | iprod

iProd MOP: as easy as an App.

The first 4.0 cloud Platform to create your Digital Workshop

Pier Luigi Zenevre
Chief Marketing Officer
iProd Srl.

iProd MOP: optimizes the 4 operational areas within manufacturing domain

1 Production Technology

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MOP
MANUFACTURING OPTIMISATION PLATFORM

3 Production Planning & Monitoring

2 Purchasing Management of materials and tools

4 Preventive and Extraordinary Maintenance

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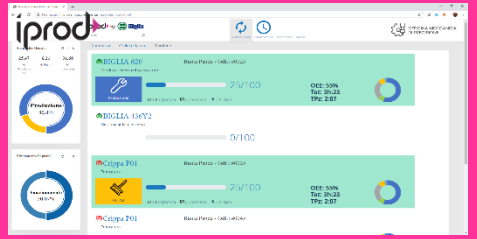
iProd IoT Tablet: a ready-to-use kit (IoT + Cloud)

FEATURES

Real time Production Planning
Online Asset Monitoring
Production KPIs
Technopedia
“Sharing” activities with customers

Digital Workshop



iProd Cloud Professional

UNIQUE VALUE PROPOSITION

Plug&Play IoT & Cloud
NO training, as easy as an APP
Effective already from a single interconnected machine
NO annual fees
Open for integration with third parties APP

LAN, WiFi or 4G

IoT Tablet 4.0 and operators

LAN

connected by Alleantia

IoT 4.0 Plug&Play

Machine tools and others production assets

iProd IoT Tablet: bundle of 4 Advantech's building blocks

Advantech
UTC 510

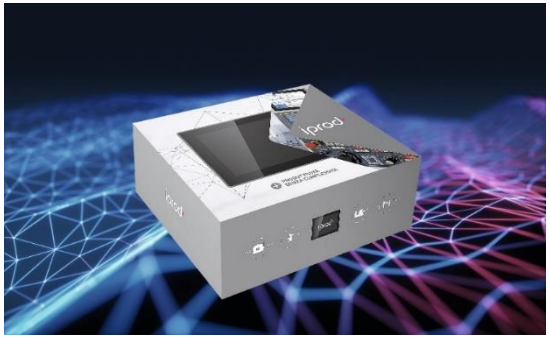
Alleantia
I4.0 P&P
Edge software

WISE-PaaS/ DeviceOn

iProd Cloud
Professional

Go experience on the booth outside!

From Box to Cloud
in a few minutes



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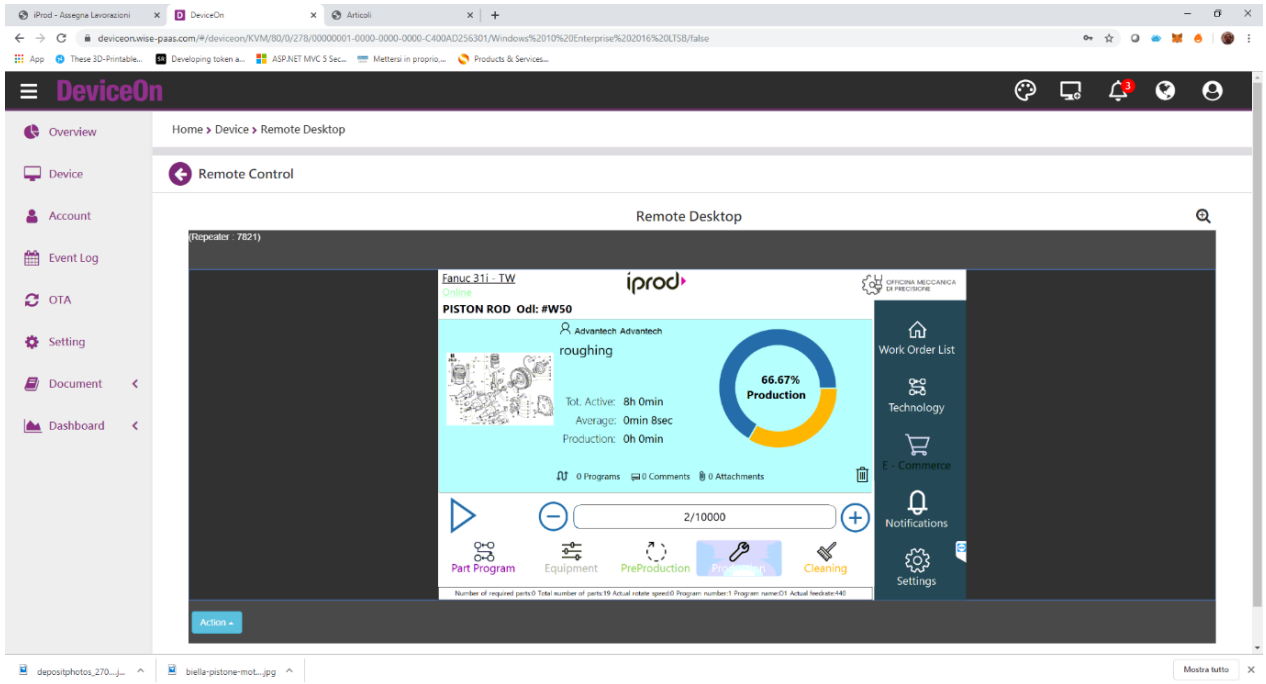
WISE-PaaS/ DeviceOn

Device Management: Monitoring & Diagnostic



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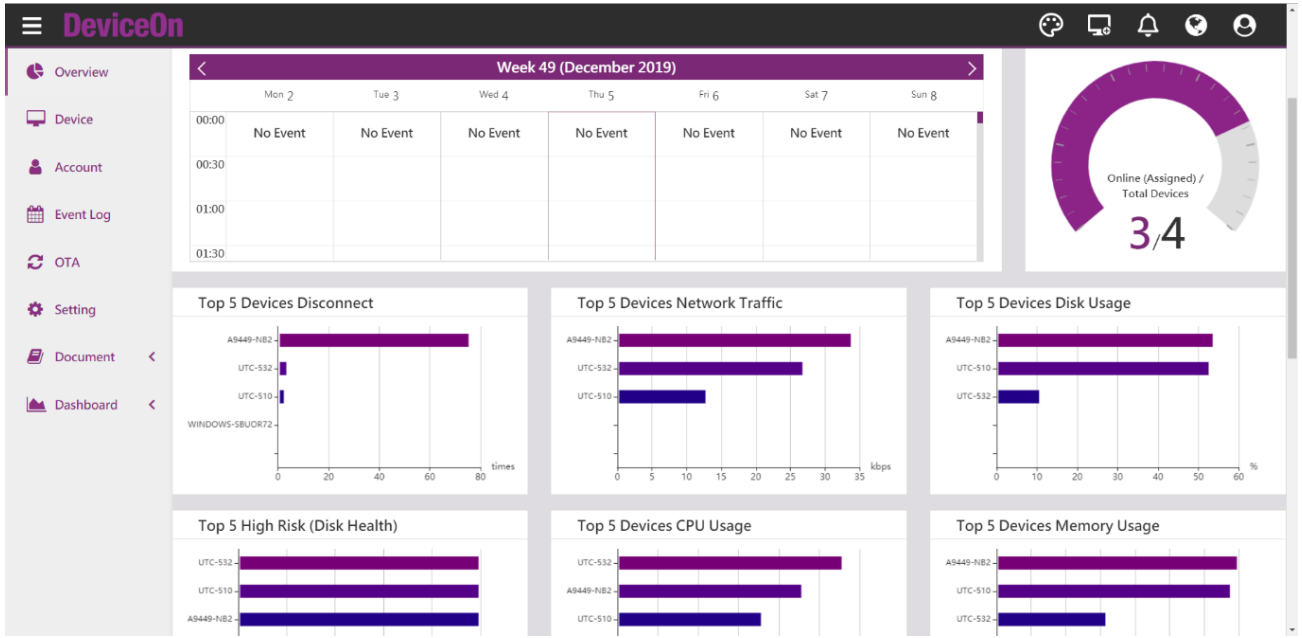
WISE-PaaS/ DeviceOn

Data Management:
Data Acquisition & Storage



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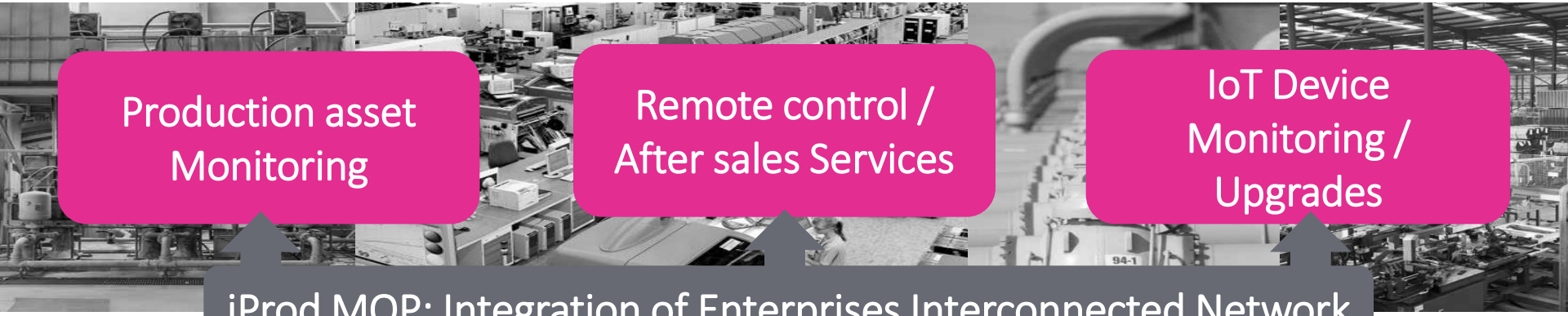
Reason of Partnering with Advantech WISE-PaaS:
To expand Digital Workshop through iProd MOP



Production asset Monitoring

Remote control / After sales Services

IoT Device Monitoring / Upgrades

iProd MOP: Integration of Enterprises Interconnected Network

Cross Selling / Upselling

Disintermediation

XaaS

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Reasons of Partnering with Advantech WISE-PaaS

1. Strenghten Advantech partner Ecosystem by embedding solution packages (Alleantia)

2. Expanding upselling through Cloud Services (iProd Cloud Professional new packages)

3. Enabling new Business Models (AI and Contextual Market Place)

Thanks!

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/iproductivity

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Success Story | NextWarehouse

The Reasons and Benefits of Partnering with Advantech

John Kuo
Chief Executive Officer
Nextwarehouse Inc.

The Challenge and Pain Point That We Are Facing

Integration of data process, data collection, remote diagnosis and monitoring for industrial critical application.

WISE-PaaS Functions used for Nextwarehouse's Power Monitor Solution

An Industrial PaaS Solution for the Edge to Cloud Service

An IoT Device Monitoring and Management Platform

A data analysis and visualization tool

Advantages Obtained from WISE-PaaS

- WISE-PaaS has complete platforms for different application use, only display the information you want.

- WISE-PaaS hosts platform itself, no longer from customer’s end.

The Support and Benefit of Joining WISE-PaaS Alliance

- Well constructive engineer support team and product management team for complete instruction.

- Advantech is a well-known industrial embedded, computing, and network product manufacturer. Nowadays, IIoT has become a fairly hot topic. More and more customers are seeking integration of data process and collection as well as remote diagnosis and monitoring capability with edge devices. With implementing WISE-PaaS to Advantech product, it increases the market visibility in IIoT.

DeviceOn

- Overview
- Device
- Account
- Event Log
- OTA
- Setting
- Document

Real-time Actions

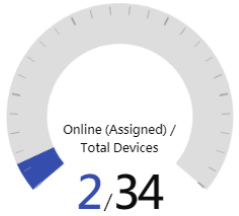
- Reboot-Reboot Default
- Screenshot-Screenshot Default
- Power On-Demo Power On
- Power Off-Demo Power Off
- Reboot-Demo Reboot

Scheduled Tasks

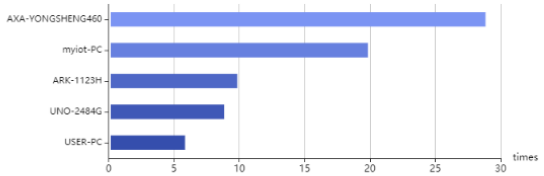
Week 47 (November 2019)

	Mon 18	Tue 19	Wed 20	Thu 21	Fri 22	Sat 23	Sun 24
00:00	No Event	No Event	No Event	No Event	No Event	No Event	No Event
00:30							
01:00							
01:30							

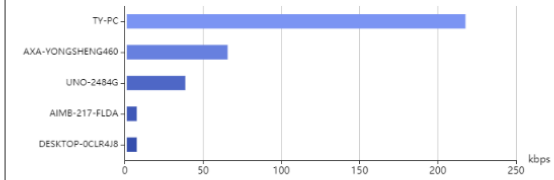
Online/ Total Devices



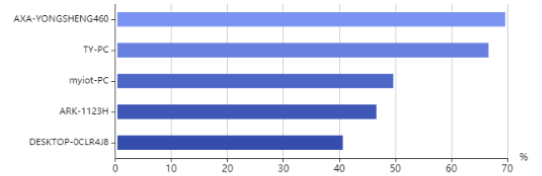
Top 5 Devices Disconnect

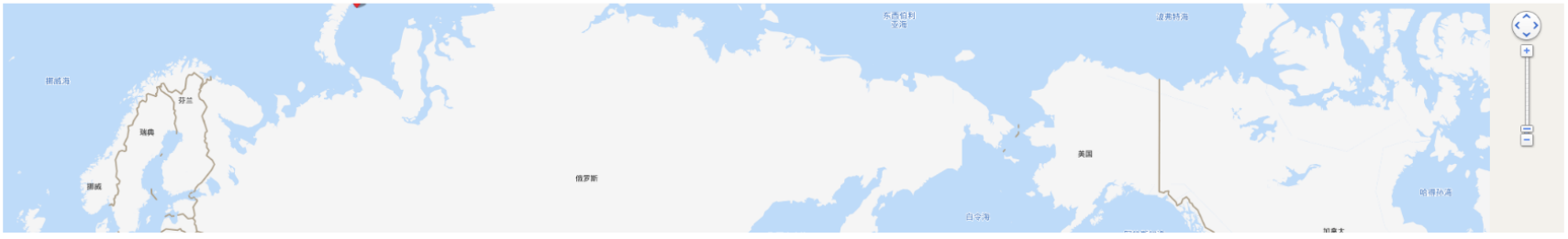


Top 5 Devices Network Traffic

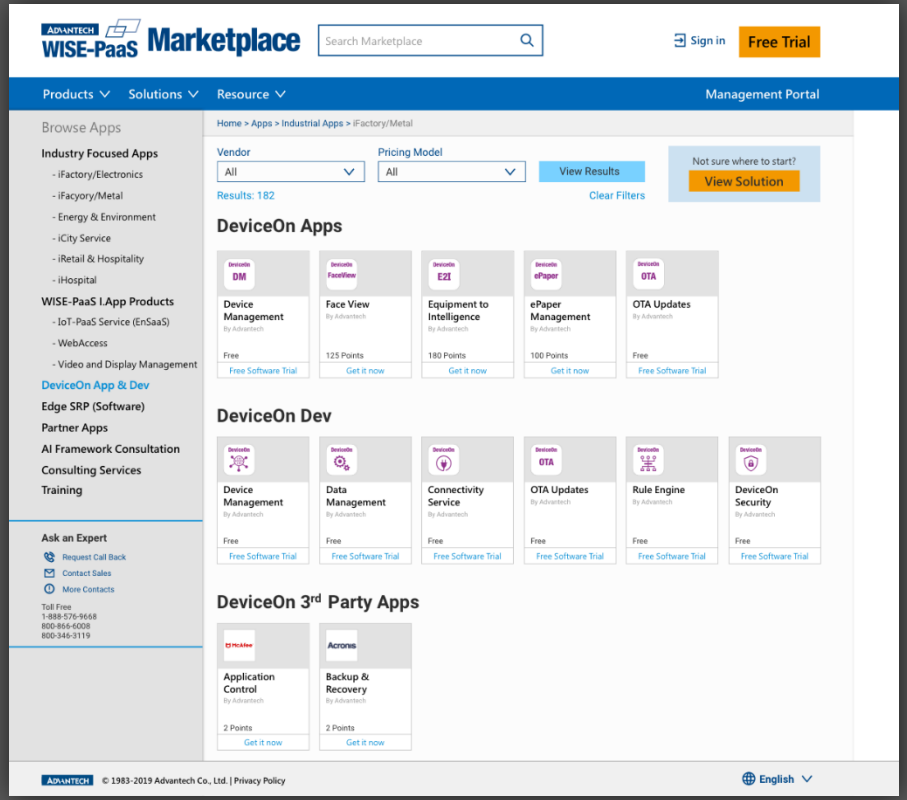


Top 5 Devices Disk Usage





↘How to take the first step?



WISE-PaaS Alliance Program

◆ Regular ◆

- ✓ Free certified training
- ✓ 2% discount of cloud services

◆ VIP ◆

- ✓ 6% discount of cloud services
- ✓ Free certified training
- ✓ Free consultation
- ✓ Business opportunity referral
- ✓ Marketing resources

◆ Premier ◆

- ✓ 10% discount of cloud services
- ✓ Free certified training
- ✓ Free consultation
- ✓ Business opportunity referral
- ✓ Marketing resources

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WISE-PaaS
IoT Edge Intelligence

WISE-PaaS VIP Membership Enabling AIoT Success

350 Members

Intelligent Factory 智慧工廠

iMachine & Metalworking 金屬加工與智慧機械

Electronics Manufacturing 電子製造

Smart City Solutions 智慧城市

Energy & Environment 能源與環境

WISE-PaaS VIP Alliance

One Alliance, One Network, Limitless Opportunities

Sell to Grow

- Publish I.APP on the Marketplace
- Gain international promotion and orders

Speed to Market

- Get the best discount for 150+ IoT Solutions
- Instant purchase with one click
- Business consultation and technical training

Alliance Network

- Attend Advantech IoT Partner Conference
- Gain business network through 1-on-1 meeting
- Co-marketing and case study

ADVANTECH WISE-PaaS VIP Member

Join VIP

Co-Creating the Future of the IoT World

Come to Demo Room for Track B!