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?
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

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

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

Device SW Updates & Maintenance
- Software, Firmware & Configuration Update
- Advantech BIOS Update

Plan

EOL
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*, *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.
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

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.Dev

DeviceOn.App

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

DeviceOn.FaceView
- Facial recognition
- People counting
- Behavior detection

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

DeviceOn.ePaper
- EPD device auto-discover
- Fast transmission
- Device association

FaceView

E2I
How Can DeviceOn’s Flexible Architecture Help to Quickly Develop Your Application

Thomas Kastner
Director of WP.SENSE Europe
Advantech
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
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
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
2. Purchasing Management of materials and tools
3. Production Planning & Monitoring
4. Preventive and Extraordinary Maintenance
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

**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**

- iProd IoT Tablet 4.0
- iProd Cloud Professional

**Digital Workshop**

**Machine tools and others production assets**

**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**
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
Device Management: Monitoring & Diagnostic
Data Management:
Data Acquisition & Storage
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
Reasons of Partnering with Advantech WISE-PaaS

1. Strengthen 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!

Contacts:

www.iprod.it  blog.iprod.it
sales@iprod.it
@iprod40  /iprodsrl
/iproductivity  youtube
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

- **EnSaaS 4.0**: An Industrial PaaS Solution for the Edge to Cloud Service
- **Edge.SRP DeviceOn**: An IoT Device Monitoring and Management Platform
- **Dashboard**: 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.
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
## WISE-PaaS VIP Membership

### Enabling AIoT Success

<table>
<thead>
<tr>
<th>Intelligent Factory</th>
<th>IMachine &amp; Metalworking</th>
<th>Electronics Manufacturing</th>
<th>Smart City Solutions</th>
<th>Energy &amp; Environment</th>
</tr>
</thead>
<tbody>
<tr>
<td>BroadTec</td>
<td>LCM</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>YCM</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
<tr>
<td>ZTE</td>
<td>Cermate</td>
<td>LGM</td>
<td>Samsung</td>
<td>HCC</td>
</tr>
</tbody>
</table>

### Members

350 Members
WISE-PaaS VIP Alliance
One Alliance, One Network, Limitless Opportunities

Sell to Grow
- Publish IAPP on the Marketplace
- Gain international promotion and orders

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

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

Join VIP
Co-Creating the Future of the IoT World

Come to Demo Room for Track B!