DeviceOn & EIS drive new business growth

Angus Hsu, GM, EIOT, Advantech China

Vertical IEM Market Business Development

Robots
Surveillance robot
Service robot

Carrier Network infrastructure
5G EMC

Logistic
AGV, DWS
Unman delivery van

Intelligent manufacture
3D Printer
Industrial robots

Medical
Ultra Sound
IVD/Endoscope
Rehabilitation Dev

Contribute **90%** to E-IoT Revenue in 2019

Keep growth **15%** by vertical development

Winning by **design in service**

Offering:
60%： board
30% : System;
10%: Accessory

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DFSI Development-Contribute 30% Rev in 2025

Sensor terminal units

Hardware
Produce data

gateway

operating system

Chip

Cloud computing/big data

Communication module

Network security

AI and others

Software
Manage data

Communication
Transform data

Communication operators and communication protocols

Application
Transfer data to value

DFSI

consumer

transportation

factory

city

agriculture
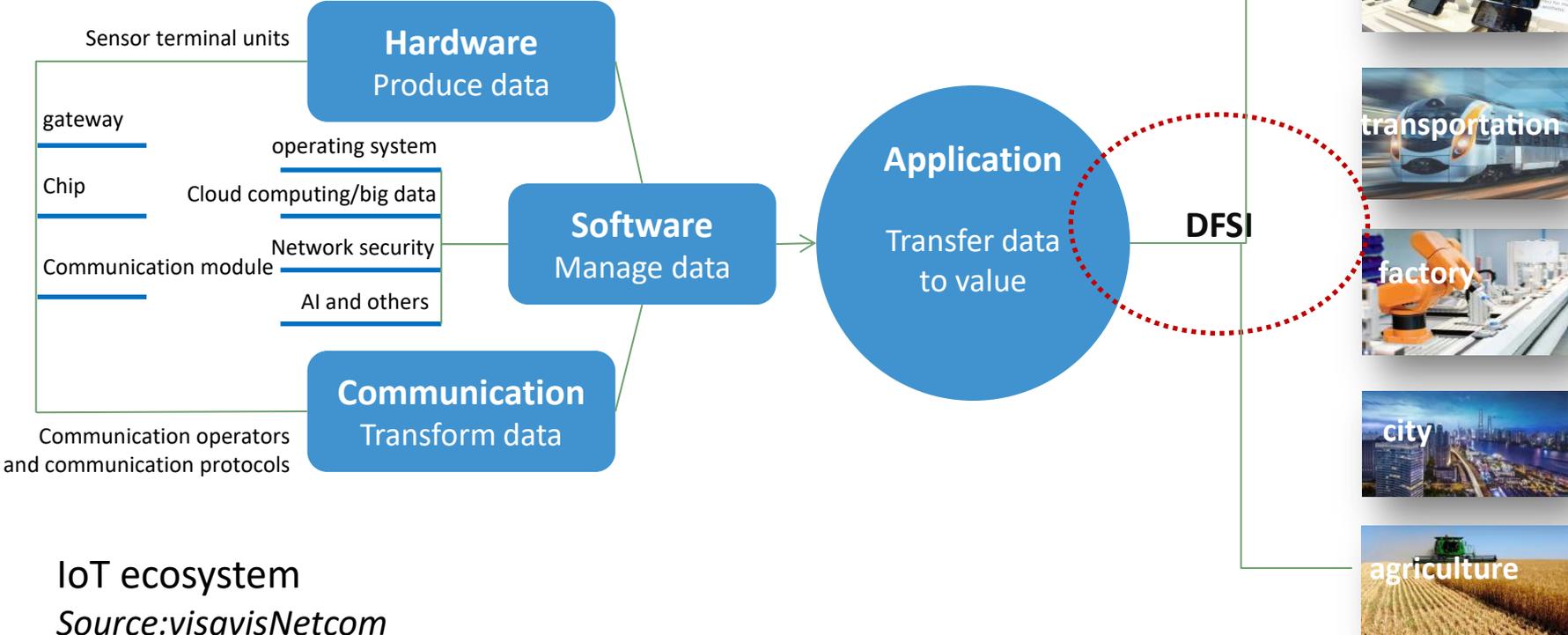
IoT ecosystem
Source:visavisNetcom

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Business development team to speed up growth

WISE-PaaS/ Device on/EIS
Jujian

WISE-EC/ ARK/ARK-DS
TBH

EPD/IDS
Liu Qiang

PSM Team Jujian

BDM&Sales Team Xujing

Eastern China
Xujing

Northern China
Junwei

Southern China
Shensen

PSM & BDM & Sales cooperate together to speed up business growth

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TSO & ARM Design-in team
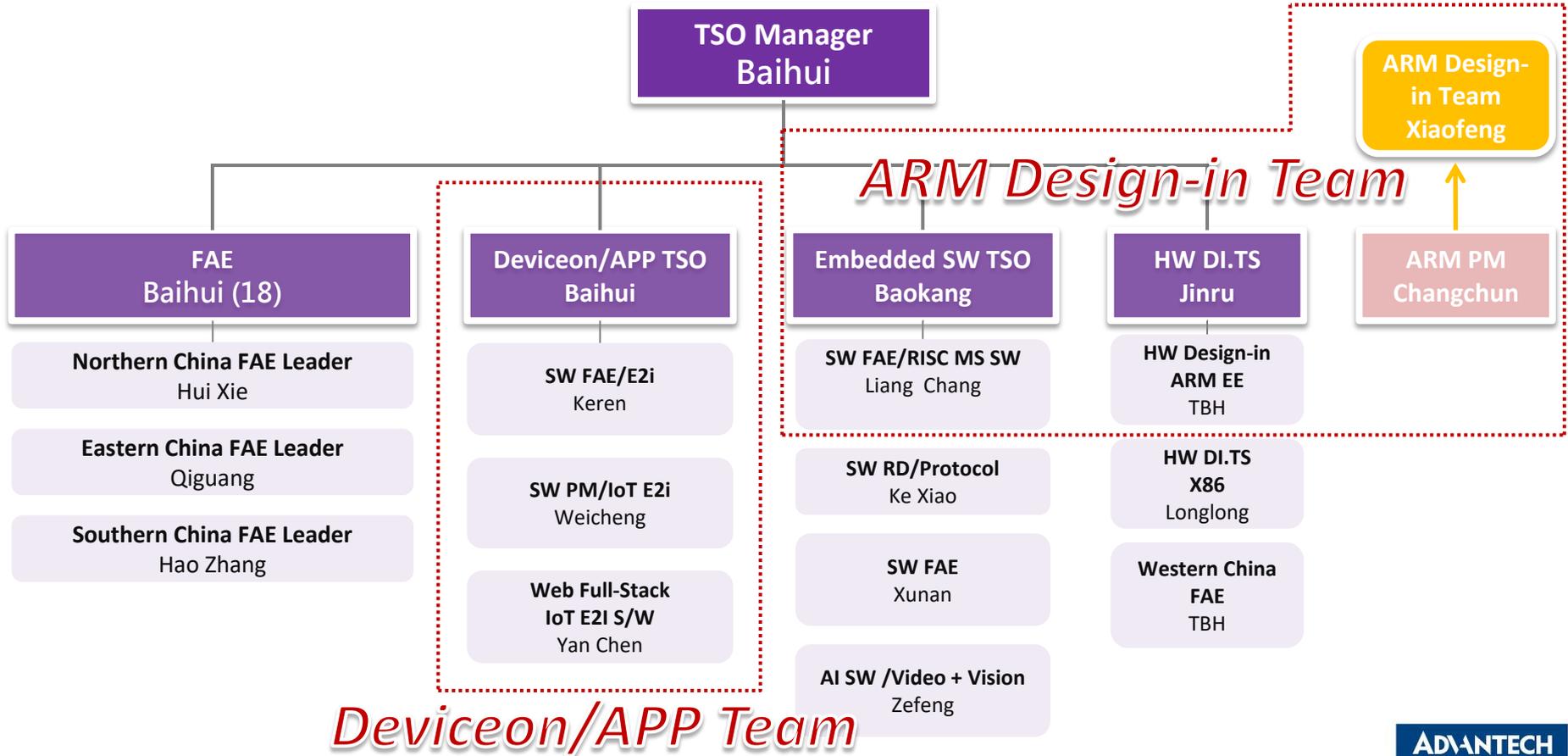
Application-Driven ARM SoC Product Development

Gateway

| Video Processing | Video Streaming | Video Transmission |
| Data Acquisition | Mini/Micro Station | Edge AI Computing |
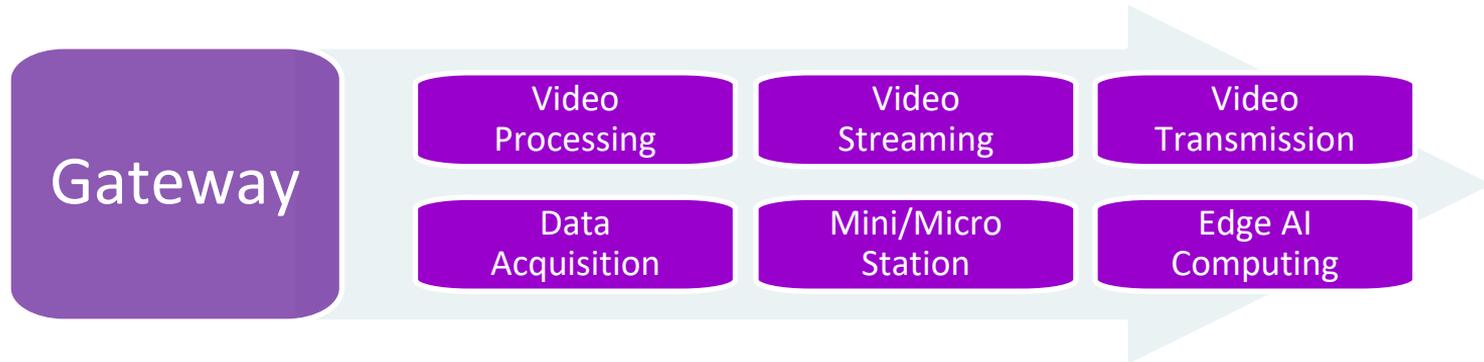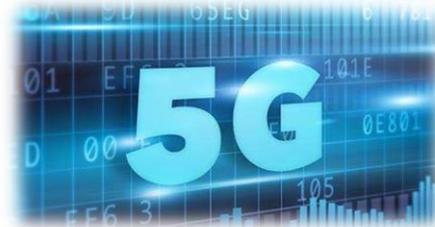
Software Service By Design In & DeviceOn/App Team

HISILICON NVIDIA NXP WISE-PaaS/DeviceOn Linux AIM-Linux ADVANTECH

What DeviceOn/APP Team Offer

Constructing an innovative and simplified next generation

| Service | MarketPlace2.0 | DeviceOn Mini-Program | DeviceOn Portal | Prevalent cloud | Edge Data Services |

DeviceOn.CommBridge

Full-link multilayer integration

Innovative Simplified And Integratable

Self-Service Operation UI/UX

- Settings
- Data Visualization
- Easy Configuration
- Log

CommBridge Launcher

- Console Control
- DeviceOn Agent
- IoT SDK
- OPCUA Server
- ModBus Server
- Socket Control
- XML Control

Component Management

High Performance Lightweight real-time

- Log Ability
- Notification Ability
- Connectivity Ability
- Protocol Hub Ability
- . . .

EPC ARK EIS UNO UTX (ARM+X86)   **SW（OS + Docker）**

Rapid Precise

Application Component

- **Industry Component**
  PLC series
  CNC series
- **Wired component**
  Modbus OPC
  RS485...
- **Wireless component**
  Bluetooth BLE
  RFID...
- **Design-In**
  Customization
 Protocol component

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DeviceOn Successful Cases

CETC41 Radio Monitoring Project

Project background： In 2017, the Client purchased 60 units ARK-1123 industrial computers for signal transmission in monitoring station. Those ARK are distributed separately and lack of unified remote management.

Competitor： TeamViewer

ARK-1123

4G or Broadband

ARK-1123

ARK-1123

In Client's Company

WISE-PaaS/DeviceOn

Physical server

LAN

Fixed Radio Monitoring Station

Monitoring terminal
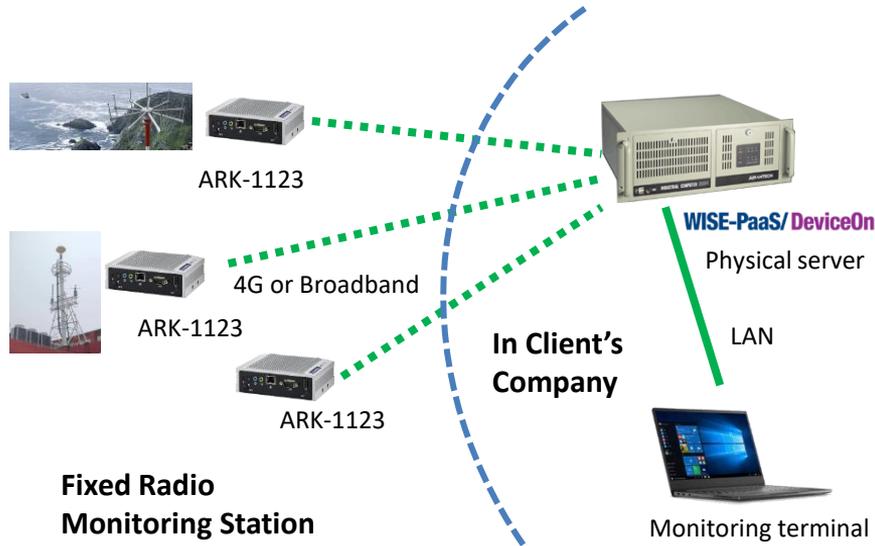
DHI submerged arc furnace project

Project background： The heavy industry equipment manufacturer has gradually built a customer cloud management platform via submerged arc furnace monitoring project. Huawei public cloud is a must-option.

Competitor： FameView/ForceCon/Flexem..

HUAWEI VM server

DHI Cloud Management Platform

WISE-PaaS/DeviceOn

DeviceOn.CommBridge

EIS-D150

PLC

EIS-D150

PLC

Factory

No.1 Nickel iron furnace

No.2 Nickel iron furnace

Factory

No.1 Calcium carbide furnace

No.2 Calcium carbide furnace
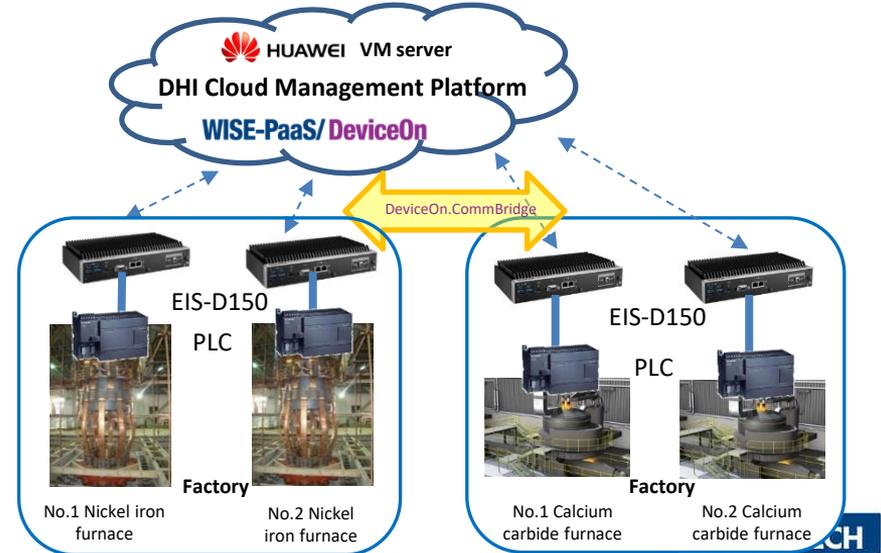
Co-Creating the Future
of the IoT World