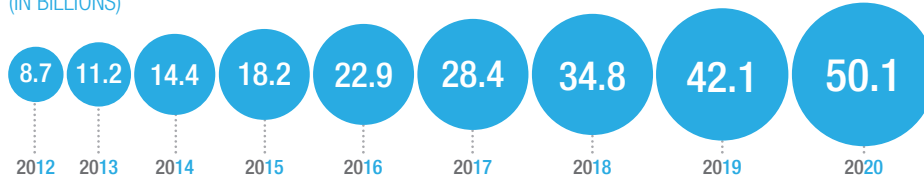


Global IoT Solutions– More than Monitoring, Solutions not Software

By 2020 there will be 50 billion connected devices in our buildings compared to 7 billion people living on the planet. Connected devices, also called remote monitoring, can enable processes to be monitored, measured, controlled and optimised as never before. Adopting remote monitoring technology in businesses large and small can increase efficiency and profitability. The question for most CEOs is “How do we do it and how do we ensure it is profitable?”

PREDICTED GROWTH OF REMOTE MONITORING DEVICES (IN BILLIONS)

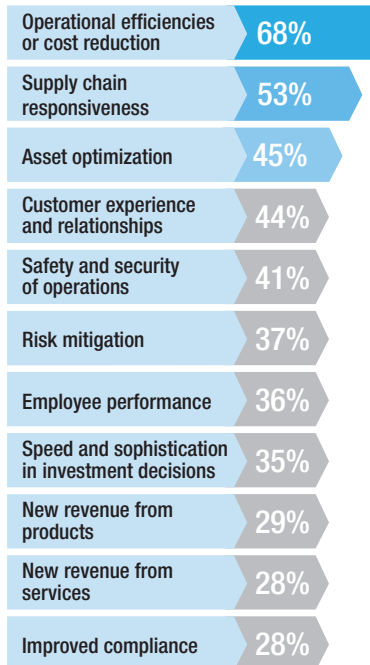


Remote monitoring is usually 1/10th the cost of legacy systems or even human intervention. Companies know they should be using connected devices; after all, who would not want to prevent a server farm, communal heating system or production line from failing? Yet very few organisations understand how to successfully adopt and benefit from remote monitoring. Should I monitor one thing or 1000 things? How do I know I am monitoring the right things? Is it cost effective to use remote monitoring and can I prove it?

That's where Global IoT Solutions comes in.

Our clients have lots of questions about how they can use connected devices in their business. Our approach is to first understand your needs, the underlying business case and the positive impact on your business (see table below to show the main reasons organisations adopt a connected device solution). The next step is to decide what to monitor, implement a connected device solution that is right for your business, work with you to understand the information that has been gathered and finally help you to act upon it.

INDUSTRIAL & PROPERTY CEOs.

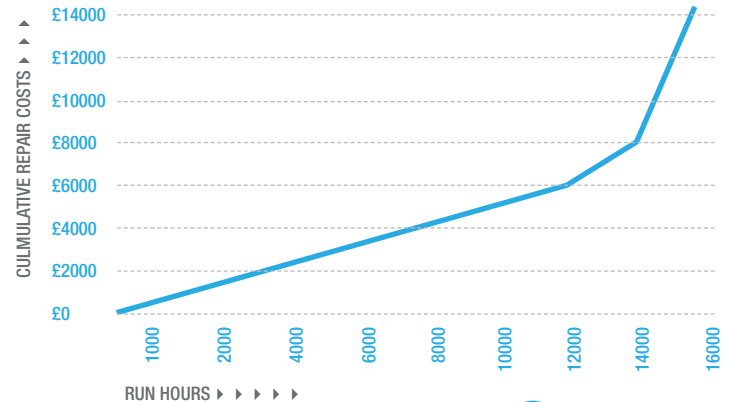


SMARTER ASSET LIFECYCLE REPLACEMENT

One of the biggest capital investment questions for any organisation is “when should I replace these assets?” Replace them too soon and I can overspend on my budget, replace too late and the business could fail! Not an easy one, is it?

Global IoT solutions analysed the reactive maintenance requests on a capital-intensive asset for one of our clients. What we found was that after 14,000 run hours the maintenance costs increased dramatically. Further analysis allowed our client to predict when the asset would need unscheduled maintenance, accurately predict when the asset should be replaced and have the evidence to prove it.

USING CONNECTED DEVICES TO MAKE SMARTER INVESTMENT DECISIONS



ABOUT GLOBAL IOT SOLUTIONS

Our team have spent the last 20 years working in strategic, advisory and operational consultancy across all sectors from manufacturing to property and facility management. We work with multiple connected device providers, networks and software providers to ensure you have the right technology, providing the right information, to make the right decisions - all in real time.

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