OWN YOUR PLATFORM
OWN YOUR DATA

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Worldwide Internet of Things Revenue Opportunity

2018

Banking	Manufacturing	Retail	Healthcare	Transportation	Utilities	Government	Other	
$154 B	$913 B	$326 B	$313 B	$325 B	$201 B	$570 B	$1.79 T	$4.59T

2014

Banking	Manufacturing	Retail	Healthcare	Transportation	Utilities	Government	Other	
$92 B	$472 B	$160 B	$132 B	$156 B	$100 B	$301 B	$877 B	$2.29T
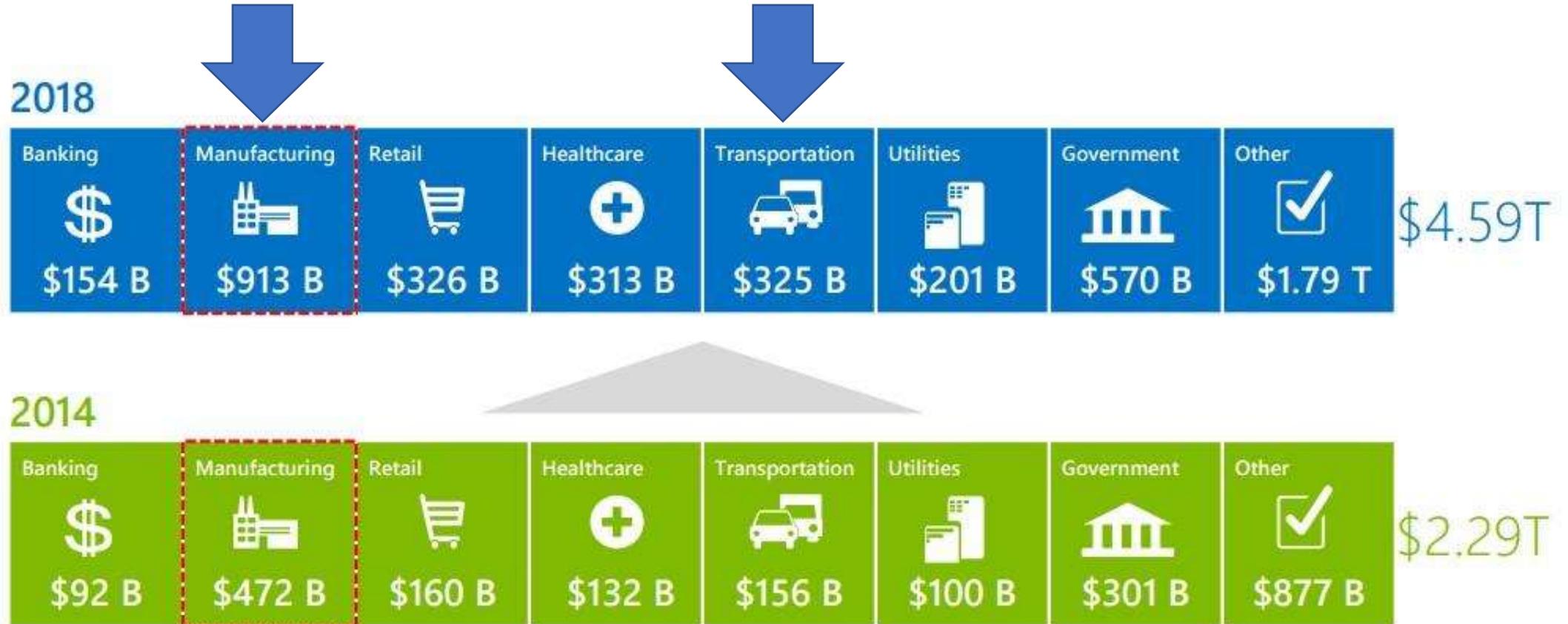
IDC, Internet of Things Spending Guide by Vertical Market, 2014

NEXIONA CONNECTOCRATS

Internet of Things Technology Architecture

Infrastructure Supplier
Cloud Infrastructure, On-Premises Infrastructure

Advanced Analytics
Machine Learning, AI, Predictive Maintenance,...

Business Application
Specific market application, vertical business logic
(Logistics, Retail, Industry 4.0, Health, Smart Buildings)

IoT Integration Midleware Platform

IoT Middleware Platform
Data collection, management, analize, control, process, store, select, filtre, security

TELECOM
Data transmission, connectivity

GATEWAY
EDGE Computing, Data enabler, "modem"

SENSOR, DEVICE, EQUIPMENT
Data creator, event reporter, actuator

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CONNECTOCRATS

PaaS as Mainstream proposal

Infrastructure Supplier
Cloud Infrastructure, On-Premises Infrastructure

Primarily Cloud Solutions

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CONNECTOCRATS
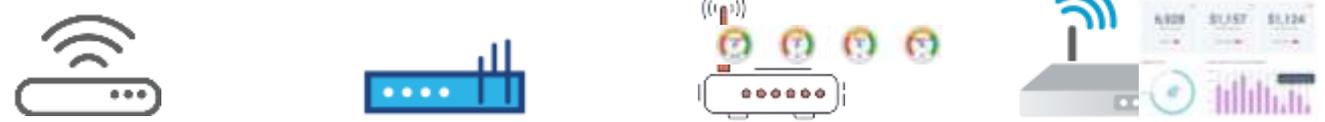
IoT = cloud

False

WHO DOES SERVE THOSE CUSTOMERS TODAY? (common request on Industry 4.0)

CLOUD SERVICES FOR IoT

Do you use, or plan to use, any of the following cloud service offerings for implementing your IoT solution?

NEARLY 40% IS ON-PREMISE

- AMAZON AWS: 51.8%
- MICROSOFT AZURE: 31.2%
- PRIVATE / ON-PREM CLOUD: 19.4%
- GOOGLE CLOUD PLATFORM: 18.8%
- KUBERNETES: 17.3%
- IBM BLUEMIX: 14.2%
- OPENSTACK (ON-PREM): 10.3%
- DON'T KNOW: 10.0%
- RED HAT OPENSHIFT: 9.1%
- NONE: 9.1%
- CLOUD FOUNDRY (ON-PREM): 8.8%
- OTHER: 6.1%
- GE PREDIX: 2.1%
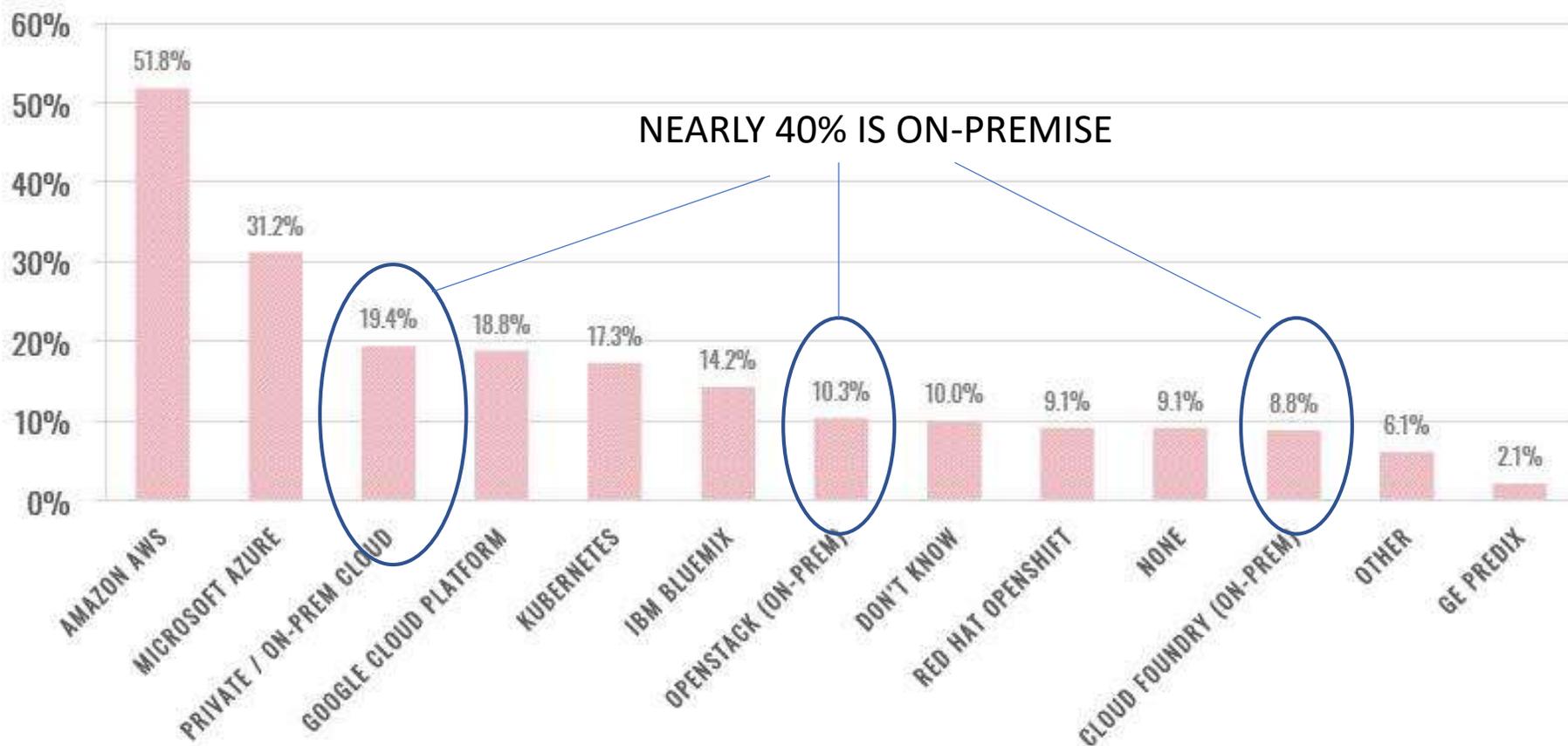
MIIMETIQ Adapts to Any Kind of Deployment

100% On-Prem   Hybrid   100% Cloud

The Critical Value of Data Makes Companies re-Think the Management of Their Own Data Coming From Their Equipment/Processes and How to Protect It.
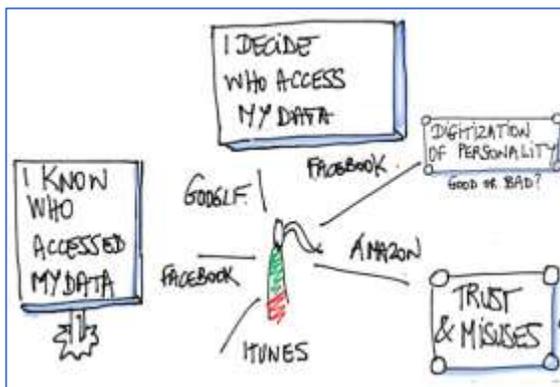
Platform Ownership

Being aware of the importance of Data in the new economy, more and more customers prefer to have "their own platform" than use someone else's as they want to be completely independent. *Using "Company X platform" is not an option*.
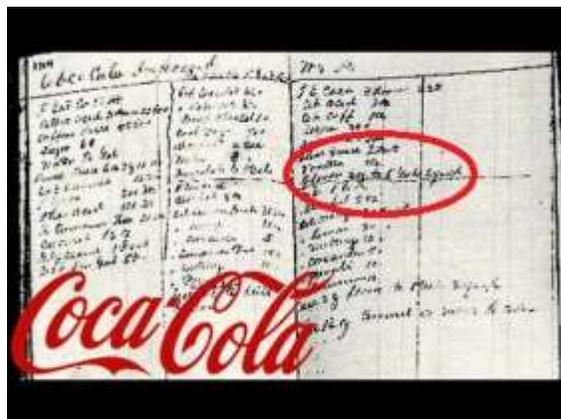
Processes IP Protection

In industrial world, the IP is on the processes. They need to keep those critical IP under full-control and ownership. *Cloud is NOT an option.*

Security Concerns

Security is becoming a main concern in IoT. Many customers do not feel yet confortable relaying in someone else's infrastructure and data management. On-premise platforms are their preference. *Cloud is still far from their priorities.*

Legal Aspects of Data Management

Countries are regulating the management of sensible data and its geographical boundaries. Outsourced Cloud service can create legal compliance issues. *Outsourced infrastructure is still far from their priorities.*

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CONNECTOCRATS

MIIMETIQ Solves 100% the Customer's Concerns
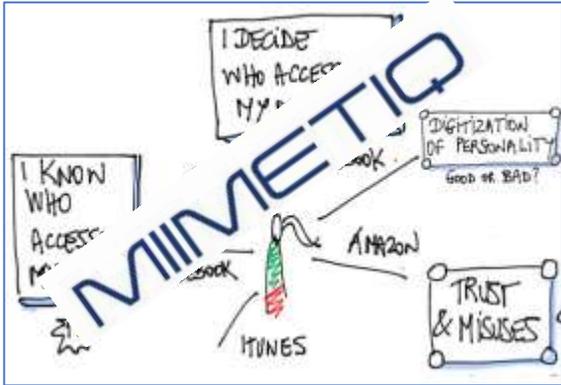
Platform Ownership

MIIMETIQ is a Product not a Service. As such, the customer can develop their own platform, become the owner of the IP of it and re-licence it or offer it as a service to all their customers.
IN summary: **FULL OWNERSHIP OF THE PLATFORM IP**

Processes IP Protection

As MIIMETIQ can be deployed anywhere (Edge, On-premise, any public Cloud or Private Cloud (Azure, Bluemix, AWS, Google...) **the customer can start their IoT experience 100% On-premise and evolve to Cloud once they feel comfortable**

Security Concerns

The security level is under full control of the customer. As they own the Platform and decide the way to deploy it, customer has full control on Security level. **Customer defines the security level instead of just rely on someone else's security**

**Legal Aspects of Data Management**

Being the owner of the platform and deciding where to install it and how to deploy it, **the infrastructure management is 100% under your decission and control. So you secure the legal compliance**

Real World Projects

Complete Architecture Factories Digitalization

Google Analytics

Data Lake

amazon webservices™

MIIMETIQ IoT COMPOSER

Plant 1

Plant 2

HQ Office

On Premise Server

SAP®

MIIMETIQ IoT COMPOSER

Local Advanced Analytics
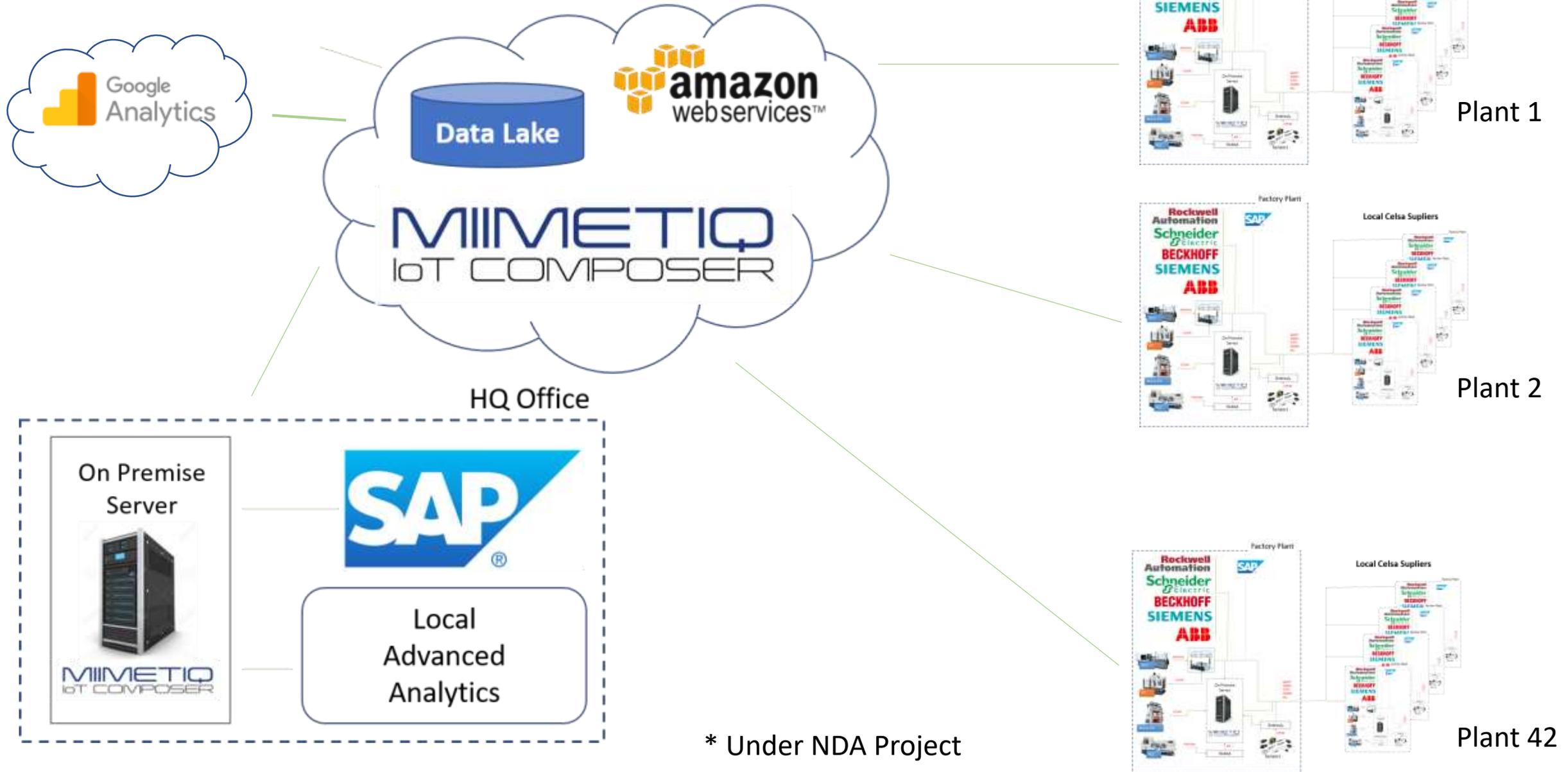
* Under NDA Project

Plant 42

Packaging Key on Autonomous Logistics
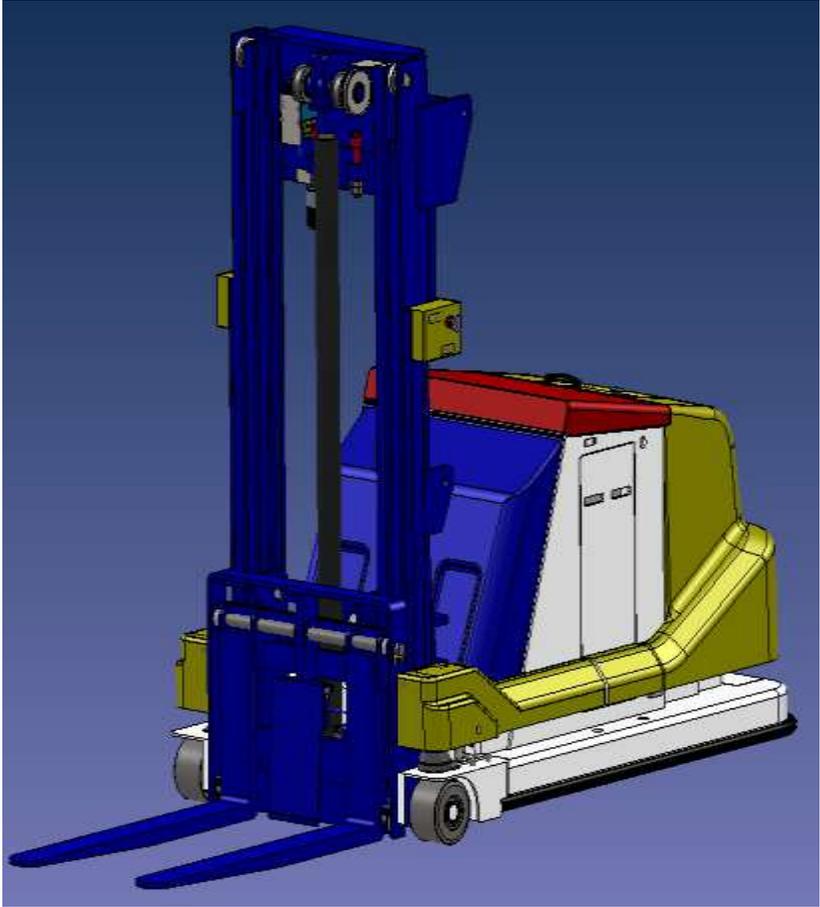
Passive tag RFID

Passive tag RFID

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Passive tag RFID

# Smart Packaging Is Key on Autonomous Logistics
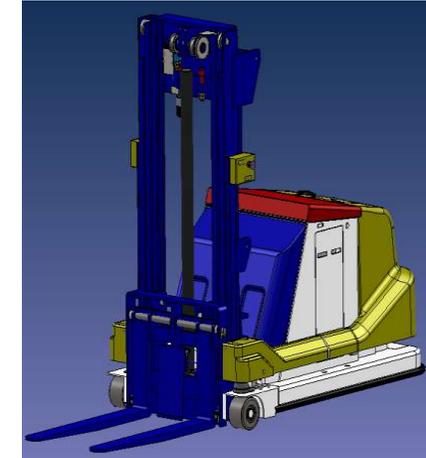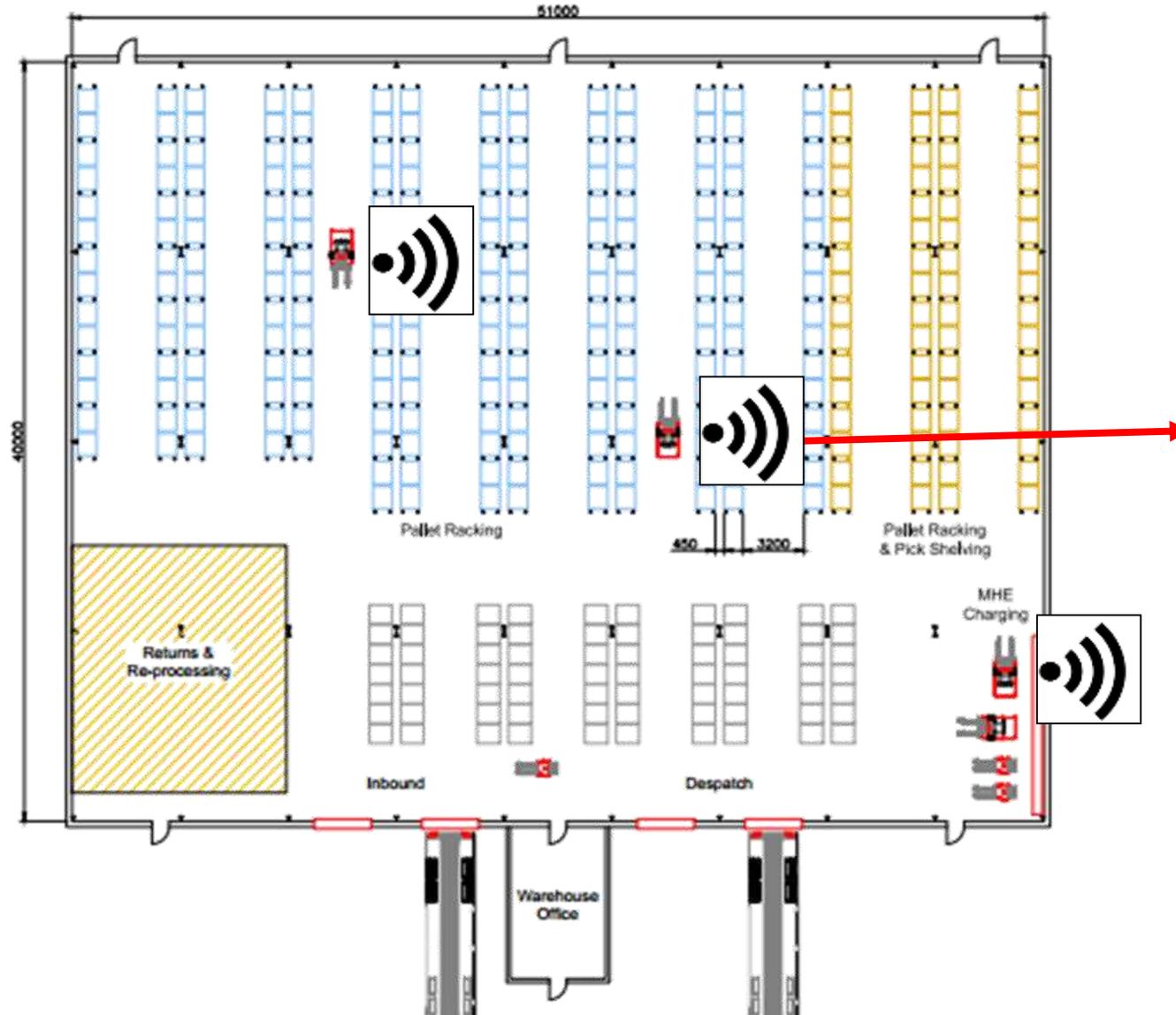
Predictive Maintenance to Boost Efficiency

Temp

Humid.

Thank You