

A black and white photograph of an industrial setting, likely a factory or warehouse, with various machinery and equipment visible. A large red rectangular overlay is positioned on the left side of the image, containing the text.

# **3 Critical Components for a Full Industrial IoT Solution**

**relayr.**  
delivering business **outcomes**



# Introduction

As manufacturers have likely heard again and again, there are many benefits to implementing Industrial Internet of Things (IIoT) solutions. Though no two environments are the same, there are some key benefits that all manufacturers will appreciate: new revenue streams, cost savings, flexibility, and increased visibility, which enables better decision making.

In rapidly changing markets, the IIoT allows companies to stay relevant, giving them data to guide decisions and make a business case for innovation, allowing them to put out products faster and at a lower cost.

But many manufacturers are still hesitant to implement a full IoT Solution. Some are held back by budget concerns; more still are held back by fear of the unknown. It's hard to know where to start. Technology changes so quickly that one can get overwhelmed and fear the risk of making the wrong decision. Most lack in-house knowledge, and hiring a whole implementation team can be an expensive, risky and time-consuming proposition.

So, in addition to the many benefits of IIoT, there are several perceived risks.

relayr's solution addresses these concerns, ensuring that only the benefits remain, with a three-pronged approach to IIoT Implementation, comprising:

1. The Right Technology
2. Industry Experience
3. Risk Removal Through Guaranteed Outcomes and Financing



# The Right Technology

Many industrial companies are concerned that to implement IoT solutions, they will have to rip and replace all existing equipment and start fresh. If your equipment is still within its useful lifespan, but it is not connected to your network or collecting the right data, you may be hesitant to start over.

**With relayr, equipment can be retrofitted and made smart.**

Three technological components comprise a full end-to-solution:

## 1. Middleware

This is the software platform that runs everything. It can be deployed either on the cloud, or companies can do it on their own premises so it never goes to the cloud, or some combination of both.

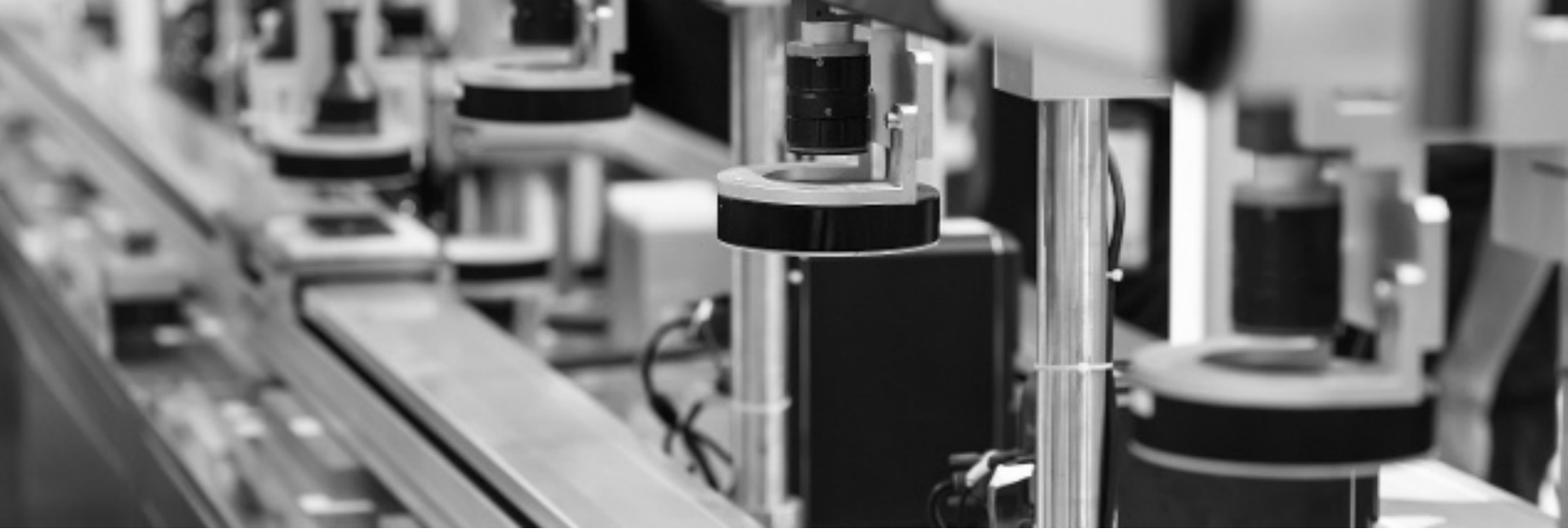
## 2. Edge Device Management

The software that is used to communicate to the end device in each company or manufacturer's facilities. Within those facilities, different product lines will be connected to different sensors which capture data. Edge device management takes data from all of those things and sends it to the middleware where machine learning occurs.

## 3. Artificial Intelligence/Machine Learning

Once the data is collected and communicated, artificial intelligence will look for anomalies or meaningful data that tells you there is something that needs to be fixed or something that can be learned from.

relayr offers a protocol-agnostic IoT middleware platform, device management and data analytics capabilities. It is a full-end-to-end solution, but because it is very modular, it can work with every level of automation in the industry.



# Industry Experience

relayr has been providing industrial IoT solutions since 2013 and has a team with decades of experience in technology, information security, and manufacturing. Their team will consult with you to discuss your priorities and the solutions that are right for your business.

## ***Security Focused***

Relayr's team is made up of people who have worked extensively in information security. Security is of the utmost importance and is something that has been built into their products from the very beginning.

## ***Manufacturing Industry-Centric***

The customers and partners relayr has worked with to this point are primarily heavy industrial manufacturing companies, and their solutions are tailored to this industry. There are a lot of IoT solutions out there, but the key data you will gain from these solutions can differ depending on the application. relayr brings manufacturing experience that can help guide you to the most beneficial solutions.



# Risk Removal Through Guaranteed Outcomes and Financing

relayr is the only industrial IoT company on the market capable of guaranteeing business outcomes. Through their partnership with the world's largest re-insurance company, HSB/Munich RE, relayr is significantly reducing the financial risks associated with industrial innovation and removing the barriers to achieving your business goals.

Once relayr fully understands your desired business outcomes, they work with HSB/Munich Re to craft a solution that is insured to achieve those target outcomes. Each policy is fully customized for the specific company and unique business outcome needs.

Whether you're trying to achieve ultra-high uptime percentages, dramatic cost reductions, or launching a new product line, those results can be guaranteed through relayr's IIoT solutions.



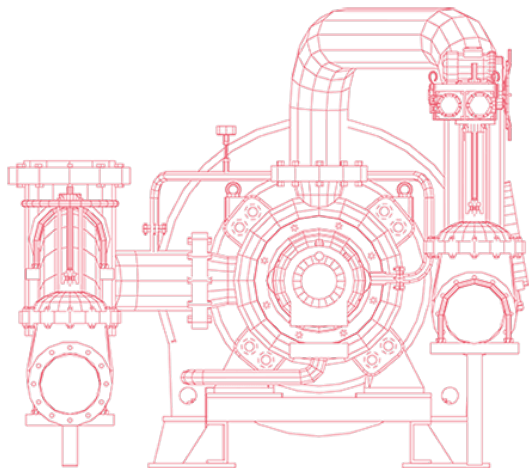
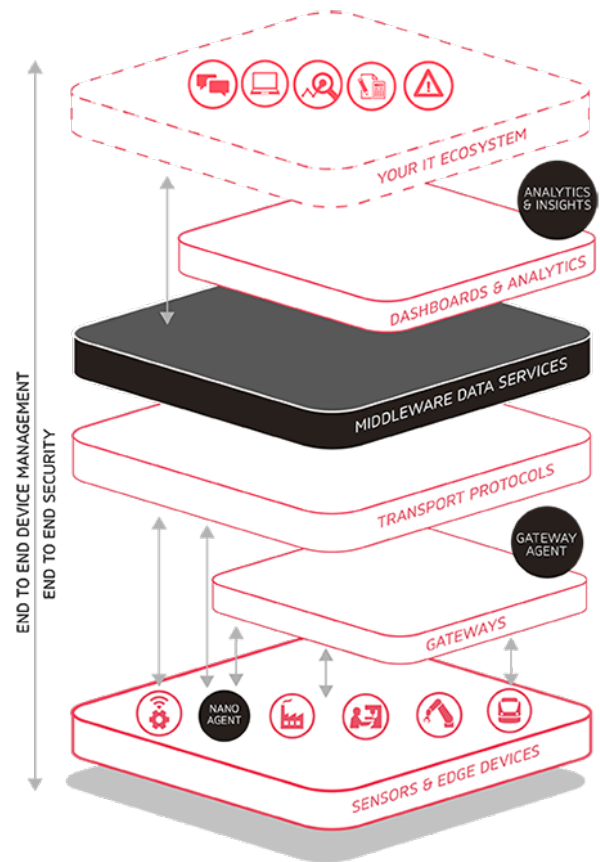


## About relayr

relayr is a rapidly-growing company, delivering the most complete IoT solutions on the market for the digital transformation of industries. We unleash more data from your existing machines and systems – from data inception to data insights – to improve your business outcomes. Our protocol-agnostic IoT middleware platform, device management and data analytics capabilities, and agile professional services teams are trusted by hundreds of companies worldwide. With relayr, any industry is empowered to implement fully interoperable IoT solutions guaranteed to achieve their target business outcomes.

Smarter connectivity. Better business outcomes.  
Guaranteed.

[www.relayr.io](http://www.relayr.io)



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