

Embedding Success in Your Business

- Part 1: Align your IoT business goals
with the right strategies for success



Embedding Success in Your Business

- Part 1: Align your IoT Business Goals with the Right Strategies for Success.

If you manufacture Embedded devices, learn how Avnet Integrated can help you Align, Accelerate and Amplify your success.

In this document we cover how to Align your business goals with the best strategies to ensure the success of your embedded project. We can help with the development, manufacture, software licensing and distribution needs to make sure you deliver on your goals in the best possible time and that you're getting the best value from every stage of the process.

Our consultancy team works with you to help you:

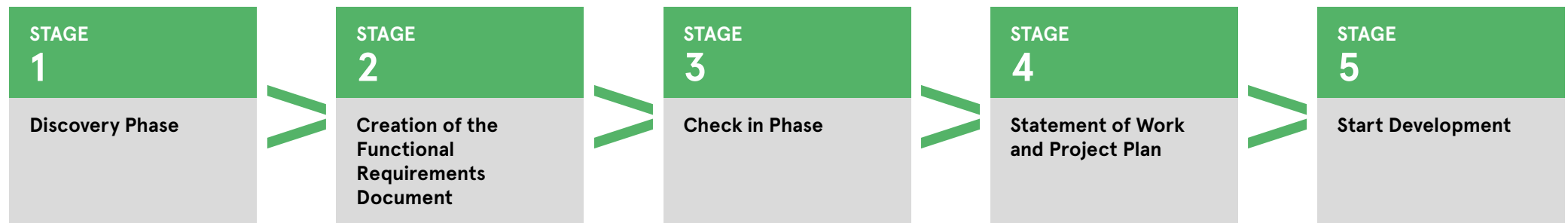
- Clarify the business drivers behind your embedded or Internet of Things (IoT) project and understand exactly what you require
- Advise you on the quickest, most efficient and most cost-effective route to implement a scalable, secure and fit for purpose, future-proofed IoT solution.
- Support you with licencing questions and ensure you get the benefits by choosing the correct version of Microsoft for your needs – whether this is Windows 10, or an extended support option on an older embedded version of Windows. We can also support with the rest of your software questions, for our other software partners, or about integration of your own software.

- Our IoT framework solutions contain re-usable IP and building blocks that helps you get your products into production and into the market, more quickly saving cost, time, and giving you a competitive advantage.

Align your IoT Business Goals with Strategies for Success – The 5 Stage IoT Solution Framework

Whether your project is just at the idea stage, is a brand-new solution, or you're looking to replace and upgrade legacy devices, we can help. Our 5 Stage IoT Solution Framework gives you the peace of mind to ensure that all aspects of your project are catered for, that there is a robust process, designed to get you to success as quickly as possible, and that all aspects are properly considered.

As well as being thorough, our 5 Stage process is built to be fast and flexible. We work using Agile methodology where your project is mapped out and worked on in 2-week Sprints. This means that we can work collaboratively at every milestone step and respond to your input at all times along the journey. Whatever the case, you can be sure the process is designed to be as efficient and effective as possible.



Phase 1

- Discovery

For more complex projects, we like to implement a pre-project Discovery phase. This is a piece of consultancy work to ensure we understand your precise business requirements and enable us to build the most successful solution. It helps us understand both your business, and technical challenges and build a proposed solution. It also provides you with a detailed plan of how we will get there.



Phase 1

- Discovery continued

What is included in the Discovery Phase?

- Description of the initial idea, estimated timetable and location of product/services
- Stakeholders – from your business and from Avnet Integrated
- Feasibility study
- Assessment of any existing infrastructure / architecture
- Proposal of feasible technology
- Requirements gathering and analysis
- Identify users of the application / devices
- Preparation of a draft of requirements
- Understanding of the software requirements and image set up
- Understanding of applicable Microsoft licencing needs
- Preparation of a Work Flow Diagram
- Preparation of necessary Wireframes
- Map stakeholders' requirements with the proposed system
- Approval and sign off of deliverables from stakeholders
- Compilation of the Functional Requirements Document

Typically involved in the Discovery phase from your company will be:

- A lead project manager – this person will usually be the focus point of the project and will be responsible for managing the internal stakeholders of your project. Stakeholders could include commercial business leaders, sales teams, procurement, technical and support staff.
- A technical or cloud architect – this person is aware of your current technical set up of embedded devices in the field and will be aware of the issues and limitations of them. If you're looking to develop a new product or service, this person will typically be involved in designing the capability you're looking to deliver.
- Procurement lead – this person could be working through the lead project manager, or may be involved in designing the solution, especially if it is more extensive.
- Legal / quality assurance person – this person will work with the Avnet team on the details of the solution and in ensuring the Functional Requirements document and Statement of Work covers all the correct details.

Typically involved in the Discovery phase from Avnet Integrated will be:

- A business analyst – this person will work with your lead project manager and commercial stakeholders to ensure they understand your business challenges and what you are looking to achieve. This will include not only the technical specification but software, how you are looking to manage data from the project and what back end systems the project will need to integrate with.
- A technical or cloud architect – this person is an expert in embedded projects, systems and devices and will be able to advise you on the best technical solution, drawing on the knowledge of specialist teams within Avnet Integrated and our years of experience in building embedded devices and projects.
- Software specialist advice to ensure you will be taking advantage of the most appropriate Microsoft licencing and how this will integrate with any other software requirements.
- Quality assurance – this person will work with your own team to confirm the details of the solution and in ensuring the Functional Requirements document and Statement of Work covers all the correct details.

Phase 2

- Functional Requirements Document (FRD)

What is included in the Functional Requirements Document?

- Detailed project scope
- Wireframes of suggested solution
- Minimum Viable Product (MVP) Architecture
- Technology stack required for the solution, including hardware, Microsoft software, any other software needs
- Development plan and sprint schedule
- Timeline
- Project cost
 - o Could include a Master Services Agreement
 - o Platform as a service (PaaS) Agreement – when our IoT Connect PaaS is used
 - o Software as a service (SaaS) Agreement
- Support and Training plan

This document is the result of the consultancy process. It brings together your business and technical requirements and captures the process required to design, develop and build your embedded or IoT project. Usually built over a 4-week period after the Discovery phase, the FRD details your priorities for the project, the order of build and provides a schedule for the Agile sprints that will be used to build your devices.

Stage 3

- Check-in Phase

Once the FRD has been compiled, we will undertake a thorough review with you of all aspects of the FRD and the proposed solution, to ensure they both meet your business and technical needs. After this stage, we will move on to the creation of the Statement of Work with a clear understanding of the details of what is required.

Stage 4

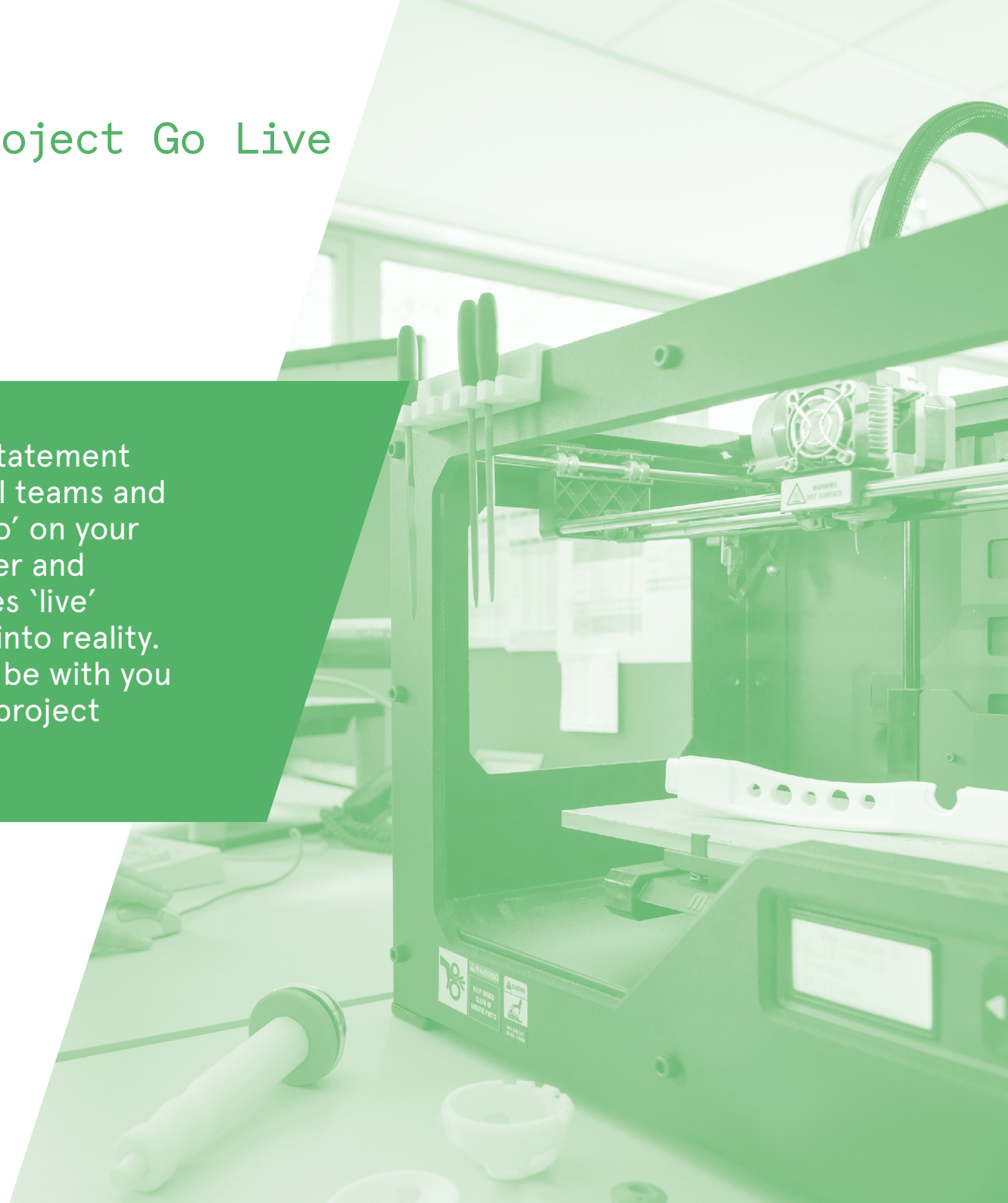
- Creation of the Statement of Work and Project Plan Document (FRD)

The Statement of Work is created following the check in phase and will detail all stages of the project, timings and a precise breakdown of tasks and sign off stages. Responsibilities on both sides will be outlined as previously agreed. The Statement of Work is the project roadmap and details how we will get your project built and live.

Stage 5

- Start Development - Project Go Live

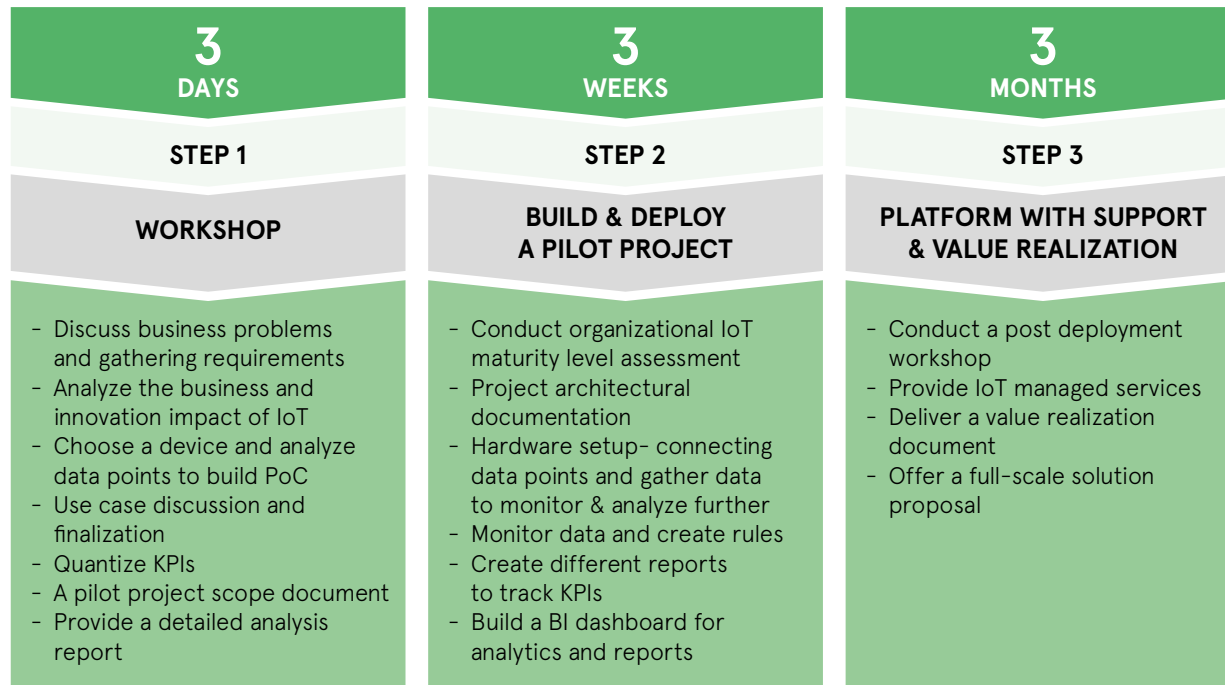
When you have reviewed and agreed the Statement of Work and project plan with your internal teams and stakeholders, and you're ready to press 'Go' on your project, we will then move to a formal order and acceptance. At this stage, your project goes 'live' and construction starts to bring your idea into reality. Be assured, the Avnet Integrated team will be with you at every step of your journey helping your project be a success.



What if You Don't Need a Discovery Phase? The 3:3:3 Proof of Value Project

If, during the initial consultation phase it becomes clear that your project is fairly straightforward and not overly complex, we may be able to process with our 3:3:3 IoT Program. This is a proof of value package which helps to scope, build and deploy a pilot project after running a workshop with your team instead of the full, in detail consultancy project.

How the 3:3:3 Proof of Value Project works:



Step 1

- Agenda

The agenda for the 3:3:3 Workshop is as follows:

- Identify data points and devices
- Brief overview of the IoT system and network architecture
- Determine connectivity options and feasibility
- Understanding business problems/explore potential areas of growth
- Identify/discuss use cases and processes which needs to be automated with IoT - How to handle IoT security challenges
- Finalize the scope of a pilot project and deliver an analysis report

Step 2

– Build and Deploy a Pilot Project

Following on from the workshop and based on the use cases and assessment of your technical requirements and current setup, we will propose a pilot project and implementation plan. At this point we create and deploy a machine, connected to our IoT Connect platform. We will create a sophisticated business intelligence dashboard to share the data with you and ensure it is captured and displayed in a way that is both meaningful and useful for your business. We will also ensure that the data can be integrated into your current systems where applicable so that you can have a 'single pane of glass' view into your business-critical data.

The pilot project phase will include:

- Infrastructure evaluation and use case finalization
- Hardware setup - connecting data points to gather data to monitor and analyze
- Software setup - ensuring correct Microsoft licence is deployed
- Building algorithms, rules, and statistical models
- Build a mobile app to remotely monitor your devices
- Create a sophisticated BI dashboard and generate reports



Step 3

- Value Realization

After the agreed test period of the pilot project comes to an end, this last phase of the 3:3:3 program helps to identify the value that can be created through the implementation of the full project. It will help to demonstrate business benefits which can result from efficiency of operation, security and robustness of solution, enhanced data management and reduced external costs in the shape of field sales visits and support. The benefits of having a IoT enabled infrastructure will be clear.

Deliverables for this final phase are:

- A Value Realization document that you can share with your company to support your business case
- IoT managed services agreement to enable the deployment of the finalised solution.



Want to Find Out How to Make Your IoT Embedded Project a Success?

Our team has years of experience in all aspects of embedded hardware, software, integration, product design, development and deployment and we can put all this experience to use on your project.

You can see a selection of customer case studies, here:

www.avnet.com/wps/portal/integrated/resources/customer-case-studies/

If you want to know more about how Avnet Integrated can help you align, accelerate and amplify the success of your dedicated devices, then let's talk!

Let's talk!

Contact our team on integrated@avnet.com to find out more and discuss how we can help you align, accelerate and amplify your embedded products with your business ambitions.

