

IoT LAUNCH CHECKLIST

Your organization has decided to empower its growth through an Internet of Things (IoT) solution. How can you be successful in launching your first IoT deployment and then monetize it to scale?

You need a reliable, experienced partner with global connectivity, real-time visibility into your assets to improve maintenance and scheduling, as well as the ability to provide in-depth support — all from one comprehensive platform.

Your business needs require the ability to grow and develop in various locations. Therefore, your IoT platform has to insure the largest possible geo-coverage of countries and continents, along with the ability to develop services and enhance products seamlessly. The platform has to provide a superior combination of coverage and operational time, while offering a heightened level of security.



Easing the Launch: Know the Issues

The sheer potential of IoT is driving companies to adopt this technology, still in its nascent stage even after thousands of deployments. The technology is rapidly shifting, growing, merging so that we need to consider not only what was but also what will be. Here we are talking about hybrid connectivity, over-the-air (OTA) updates, big data management and analysis, on-going support, troubleshooting, and the ability to expand locally, nationally, or globally as opportunities present themselves.

To achieve that goal, there are checklist basics that, together, form a body of best practices to enable a smoother path to deployment. The single, most important choice an IoT consumer initially will make is choosing the right provider.

Pre-Deployment Time: Pick a Provider, Pick a Platform

Decisions have been made and a deployment schedule has been agreed to. Now how do you start? There are hundreds of IoT providers that claim the best this and that, but what you need is an experienced provider that meets the specific, customized needs of your business, and not a cookie-cutter solution. A solution provider that has been in the IoT trenches and knows the issues, a provider that will have a platform that adapts to your network access requirements, with specialized connectivity and solutions, and unmatched flexibility for seamless management of multi-technology deployments. And you need a provider that can deliver operational efficiency, higher levels of automation, and, ultimately, much lower costs for all connectivity technologies in all deployment locations.

Think of one platform to manage multiple technologies, with additional capabilities to identify problems faster, resolve issues quicker, and control costs at every stage of the device usage.

You need a platform that provides complete control over your IoT / M2M programs through the entire device lifecycle; one that allows real-time visibility into device performance and traffic patterns; and a solution that enables cost controls through flexible alerts and alarms. These capabilities result in greater operational efficiencies, higher levels of automation, and ultimately, a much lower TCO.

Scaling and Manageability with One Platform

Reducing ongoing operational costs becomes more critical to businesses that decide to deploy IoT on a large scale. Seamless and timely upgrades must be part of the solution, with over-the-air (OTA) updates to limit the need for human intervention (thus significantly reducing costs). And global scaling must take into account regional languages, local regulations, and differing access capabilities. Since the nature of IoT is dealing with millions of devices, the upgrading capacity becomes critical in pushing new services to consumers in as little time as possible. Having one portal to configure and manipulate devices is key to offering up-to-date and continuous device management and configuration.

Heightened Support and Troubleshooting

Robust global support is becoming a turning point for IoT organizations. Support and troubleshooting for an IoT deployment can consist of several areas of importance, including onboarding and deployment support; help desk assistance; response times; proactive problem notifications; and 24/7 online and automated information services.

Support levels can break or make a deal or, in a worse-case scenario, can force customers to switch providers. A good support infrastructure will catch issues before they impact your business, thereby lessening troubleshooting times while maintaining maximum deployment uptime. Empowering users, conserving resources, and accelerating time to market is becoming a major differentiator for IoT platform providers.



Conclusion

Investing and planning a new, large-scale project can be daunting. Enterprises have high and fast monetizing expectations for IoT business as it offers unlimited potential, especially if expansion is planned. The technology, however, is so new and fast-changing that assuming today's standards are going to be valid in a few years can be business-defining error that can seriously impact your profit margins. That's why it's vital to make smart investment choices about infrastructure now, in advance, to ensure future viability and success.

That's why choosing Aeris as your IoT partner is a logical decision. With Aeris, your company has a technology

partner that can assist with smart IoT investment choices every step of the way. Our solutions are designed from the ground up exclusively for the rigors of IoT, not retrofitted from an existing consumer system.

Aeris provides a single portal for managing every device — one login for billing, support, APIs, VPN, and more. And everything is backed by our top-rated customer support teams dedicated to your success.

For even more in-depth insights on how to launch your business via the IoT, [visit Aeris.com](http://www.aeris.com).

ABOUT AERIS:

Aeris is a technology partner with a proven history of helping companies unlock value through IoT. For more than a decade, we've powered critical projects for some of the most demanding customers of IoT services today. We strive to fundamentally improve their businesses by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, Aeris IoT Services are based on the broadest technology stack in the industry, spanning connectivity up to vertical solutions. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler.

Visit www.aeris.com or follow us on Twitter @AerisM2M to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

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