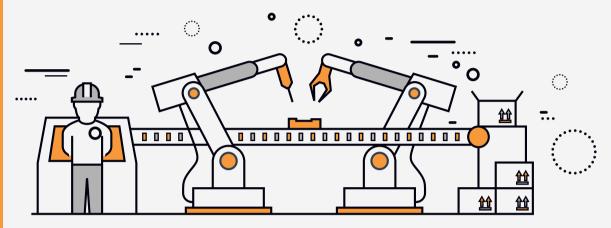




Customer Pain Points



- \cdot Different Bus using different means to collect and store data from the devices
- High service cost due to multiple diagnostics and resolution trips.
- Lack of integrated customer view as each device had separate service team.



- $\boldsymbol{\cdot}$ Single, seamless data acquisition and data management platform for all BUs.
- · New product development using big data techniques.
- · Cross-sell and up-sell BU services across different customer segments.
- Open new avenues by exploiting the potential of value-added-services.

Challenges Resolved

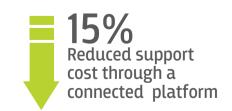
How we did it

HCL used its IoT solution which offers following –

 $\label{eq:design} \textit{Design}, \textit{develop}, \textit{Deploy}, \textit{Maintain \& operate the platform which:}$

- Supports data collection from the various field devices different format, communication protocols, update intervals.
- Supports data management storage, retrieval, data security, scalability.
- Supports hosting of the various BU applications that will use the data stored to perform analytics, prepare reports, dashboards.
- Addresses key requirements of Scalability, Security, Interoperability, Usability & Maintainability.





IoT WoRKS Impact

- \cdot Augmented customer experience by introducing value added services.
- Enabled minimum upfront investment with pay-as-you-use model.



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