



# Managed IoT Solutions

IoT Done Right™

# Internet of Things - IoT

- IoT - a very general concept that lacks a true definition:
  - Webopedia: - refers to the ever-growing network of physical objects that feature an IP address for internet connectivity, and the communication that occurs between these objects and other Internet-enabled devices and systems.
  - WhatIs: - is a system of interrelated computing devices, mechanical and digital machines, objects, animals or people that are provided with unique identifiers and the ability to transfer data over a network without requiring human-to-human or human-to-computer interaction.
  - Wikopedia: - is the network of physical devices, vehicles, home appliances and other items embedded with electronics, software, sensors, actuators, and connectivity which enables these objects to connect and exchange data.

So what is it? All of these things and more.....

# IoT

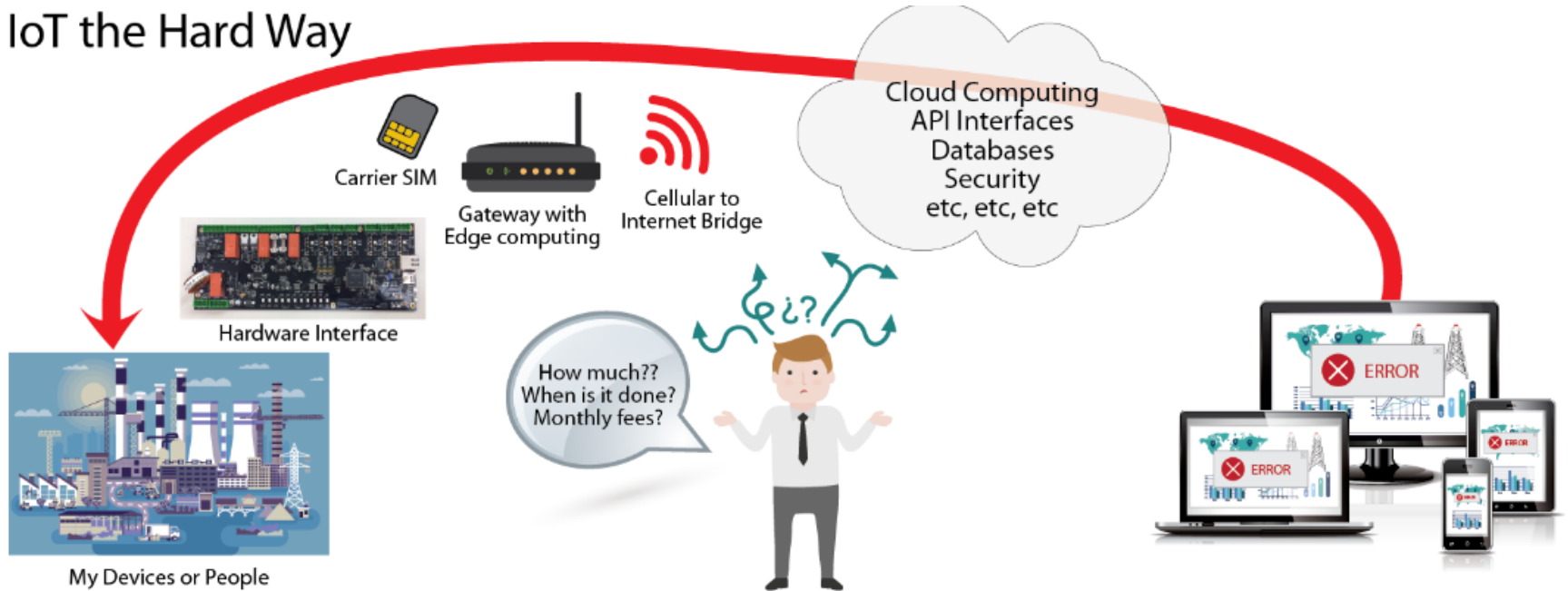
- The definitions share a common theme: In a broad sense, simply means to connect ‘things’ to the internet to get raw data.
- ***What is lacking*** from the definitions are lots of qualifiers: how to process this data, where and how is it processed, who or what is it delivered to:
  - **Get useful, meaningful and actionable data**  
i.e. **Managing this data.**
- What about remote control capabilities?  
Integrated Diagnostics, Troubleshooting and Support ticketing?
  - To have a truly effective IoT solution, the entire solution needs to be developed, implemented and managed properly, hence a ***Managed IoT Solution***

# Developing an IoT Solution

- Talk about a complicated ecosystem. Because IoT is so poorly defined there are thousands of eager suppliers ready and willing to sell you their version of an ‘IoT Solution’.
  - In most cases, they are only offering a piece of a truly managed solution.
    - Cloud providers and developers, cellular gateway suppliers, cellular carriers, field sensors, hardware and software interfaces, hardware interfaces, edge computing software development, data exchange APIs, protocol interpreting, TCP/IP, HTML, SNMP, MQTT and more acronyms to fill a dictionary!
    - Some big names in the mix, many fortune 100 Companies.
    - Each of these with their hand out for development and NRE \$ or recurring monthly charges!
  - Yet very few provide a useful solution, let alone a ***total solution***.

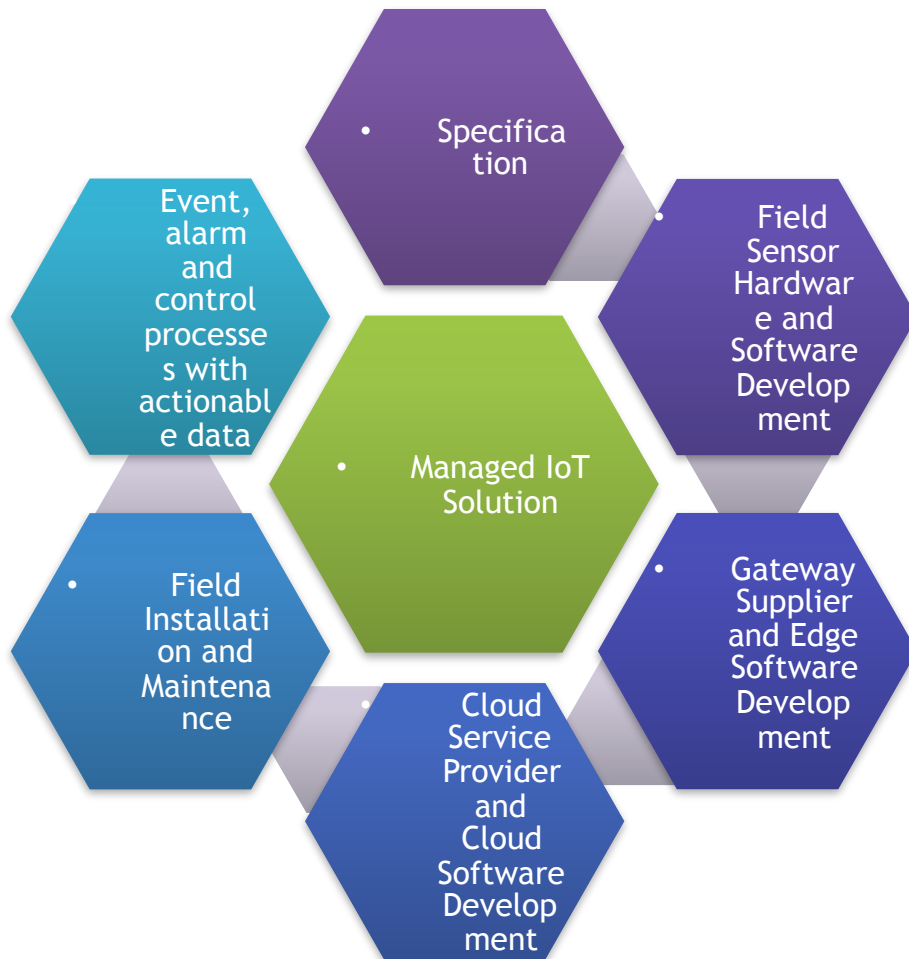
# Developing an IoT Solution

IoT the Hard Way



- It is not enough to develop the solution, who is going to install and maintain it - keep it running?
  - Think about your total cost of ownership...

# Managed IoT Solution



It takes a lot of steps to put together a fully managed solution.

Navigating the landscape of all available suppliers and options can be daunting. Very few suppliers can provide all of the needed pieces.

You need a solution provider that can provide you a hands off solution providing you the actionable data and metrics you need to run your business effectively and profitable.

# Developing an IoT Solution

## IoT Done Right™

Solutions that: Monitor, Control and Optimize;  
Installed and Maintained by Unimar.



Contact Us:

[www.unimar.com/IoT](http://www.unimar.com/IoT)  
[sales@unimar.com](mailto:sales@unimar.com)

- We work with you from concept to delivering actionable useful data with other optional features:
  - Remote Control
  - Integrated Diagnostics, Troubleshooting and ticketing system.
  - Installation and maintenance
- ***We deliver to you exactly what you need - actionable data and KPI's, without the headaches!***

# Applications

- Aircraft Obstruction Lighting
- Tanks (all kinds, solids, liquids and gases)
- Pumping/transfer stations
- Power generation / distribution / switching
- And many others....

• *Ha*



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*tions also!*

Let us hand you a true  
Managed IoT solution  
on a silver platter. IoT  
Done Right™