

ENTERPRISE IoT SOLUTIONS

It's extremely difficult to find your way through the world of Internet of Things (IoT). There are tens of public and private network providers, hundreds of vendors and thousands of different sensors, devices and software tools. Their features, prices and reliability varies significantly. We at Soitron have years of experience with leading-edge technologies, which allows us to remove the complexities of the IoT world for our clients. Using verified IoT components, we are able to create a reliable, secure and integrated solution, tailor-made to your needs.

Solutions for



UTILITIES

Smart metering and monitoring of supply, as well as distribution of water, gas, heat and electric power.



INDUSTRY

Data collection and analysis for decision-making support, anomaly detection and predictive maintenance.



FACILITIES

Energy consumption and energy demand monitoring for buildings and industrial facilities.

Unique LOTT platform

For its customers, Soitron Group has created a unique LOTT platform which enables connecting of devices from different manufacturers and network operators. The platform enables implementation of comprehensive IoT solutions ranging from data processing, device management, output visualization and integration into other systems. As part of the package you will get support with the installation process and integration of networks from different providers of SigFOX, LoRaWAN, and NB-IoT technologies. In addition, LOTT is flexible to be tailored to the specific requirements of every customer.



- different devices
- various networks
- device management
- integration into other systems

Utilities

- Collection, processing and analysis of data from various components in the distribution network
- End user consumption metering
- Support for operation and billing water, gas, electricity and heat meters
- Monitoring of equipment in explosive atmosphere environments
- Site monitoring and risk monitoring

Industry

- Measurement of production and assembly line parameters
- Status monitoring of machines and equipment
- Movement tracking and localisation in the production process and logistics of predictive maintenance

Facilities

- Monitoring and checking energy demand of buildings and sites
- Monitoring the work environment and the movement of people
- Security solutions for buildings and sites
- Solutions for boiler rooms



Soitron IoT Solution Map

In the following IoT solutions map we have chosen the best devices, transmission networks and software platform. For each of your projects suitable data visualization and its export to other systems is provided.

Integration	ERP	CRM	Control Room	Scada					
Visualise	Charts	Reports	Maps	Gauges	Mobile apps				
Store	SOITRON* LOTT	Microsoft Azure IoT Hub	Thingsboard	OtherDB					
Transfer	LoRa	sigfox	NB-IoT	Ethernet	Wifi	GSM			
Measure	Temperature	Current	Tilt	Location	Pressure	Level	Concentration	Identification	Energy flow

Choosing the right network

According to Gartner analysts, more than 26 billion devices will be connected by 2020. To ensure a high-quality data transfer, you need to choose the right network. In addition to data transfer volume requirements, we also take into consideration other needs and preferences of the customer. We need to find answers to the following questions:

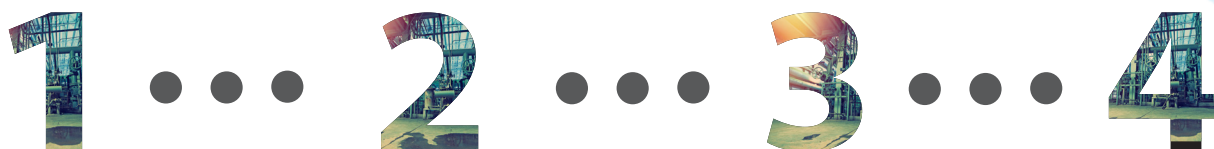


- Will the terminal devices be plugged in or powered by batteries?
- Is there a need for real-time communication, or will sending several messages a day be satisfactory?
- Are devices only intended to send messages only or is two-way communication required?
- How many devices will be connected?
- What area is to be covered (a campus, region, country, roaming)?
- Requirements for SLA/QoS?
- What are the maximum costs?
- Is it necessary to use a network of a telecommunication operator or does the customer prefer to use their own network?
- Is it acceptable to store data in the cloud?
- Is a highly secured transmission required?

To fulfil the specific requirements of IoT devices, the best solution is to combine the use of different networks, based on our experience

Our approach

Based on our experience with the implementation of IoT solutions, we have created process that includes four basic steps. In cooperation with you, we will analyse your processes and suggest the right use cases for the collected data. We will design solutions, including choosing a network and appropriate devices. After pilot project is implemented, we will monitor and provide support for the pilot project within a defined time period. In close cooperation with you we will verify whether or not the designed IoT solution will deliver the desired results. Based on the outcomes of the pilot project, we will fine-tune the specifications of the potential final solution. After implementation of the IoT solution, we of course also provide support and consultations.



Analysis and solution design

Analysing your processes, proposing suitable use cases and designing a solution.

Pilot project

Pilot project implementation including communication with network providers, its monitoring and support.

Validation

Verifying outcomes of the pilot project and fine-tuning the final solution.

IoT solution and support

Implementation of the IoT solution and providing support and consultations.

SOITRON*

Founded in 1991, Soitron is a leader in introducing new technologies and innovative solutions. Today Soitron is one of the largest IT service providers in the CEE, with more than 800 employees and facilities in Slovakia, Czech Republic, Romania, Turkey, Bulgaria, Poland and the United Kingdom. Soitron has been helping both regional organisations and multinationals such as HP, AT&T, Vodafone, Orange and E-On to grow their business through the highest-accredited services including system integration for IT infrastructure, unified communications, customer interaction, content management, security and IT services and outsourcing.

SOITRON GROUP SE
Plynárenská 5
829 75 Bratislava 25
Slovakia

+421 2 5822 4111
info@soitron.sk
www.soitron.com