

A man in a blue shirt and blue ear protection is looking at a tablet in a factory setting. A yellow robotic arm is visible in the foreground. The background shows industrial machinery.

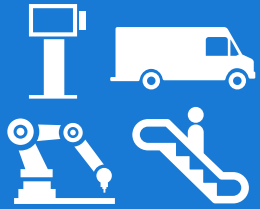
# Create the Internet of Your Things

**Chris Lanier**

Director, Americas IoT Commercial

# What is the Internet of Things?

Things



Connectivity



Data

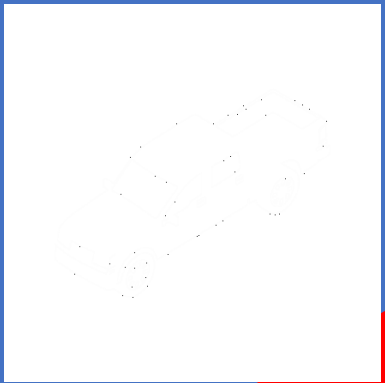
10101  
01010  
00100

Analytics

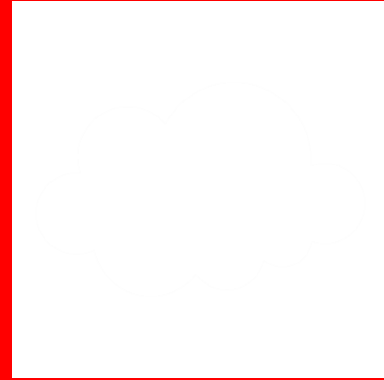




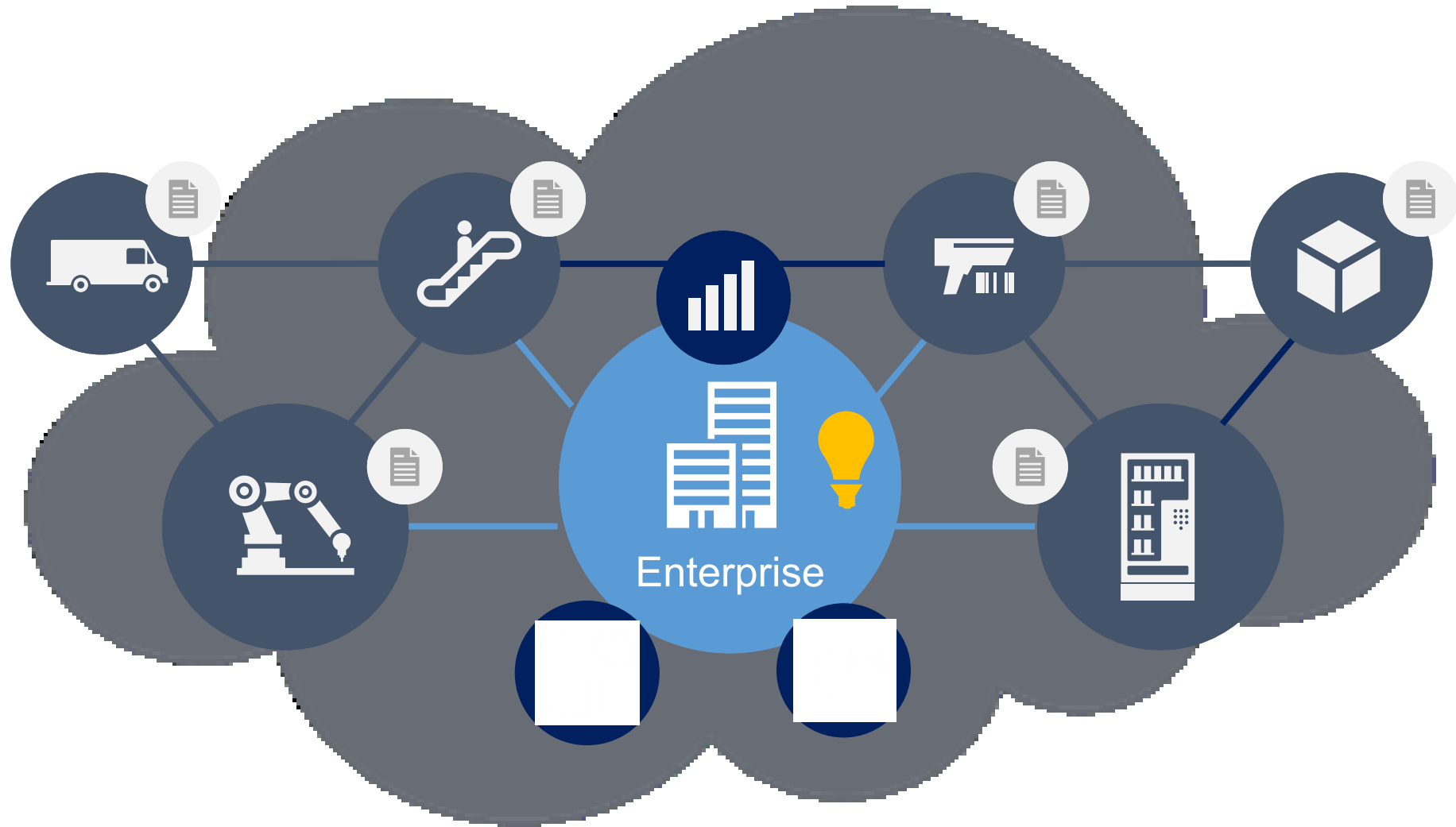
# Operational Technology



# Information Technology



# Internet of Things



## The Internet of Things starts with your **things**

- ▶ Build on the infrastructure you already have
- ▶ Add more devices to the ones you already own
- ▶ Get more from the data that already exists

Stop just running your business. Start making it thrive. Start realizing the potential of the Internet of Your Things.

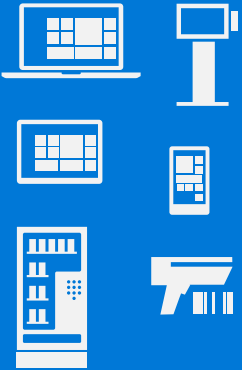


# Bringing the Internet of Things to life

## You have things...

Windows devices

Windows



Other devices & line-of-business assets



## Things produce data...



10101  
01010  
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Services help you make sense of the data:

Microsoft Azure IoT services

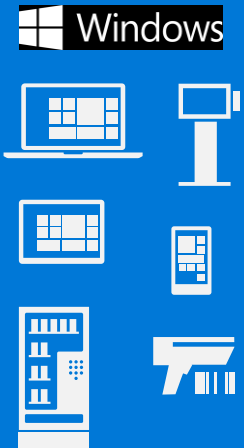
Azure Machine Learning | HDInsight | Power BI



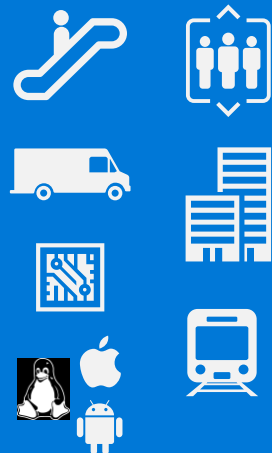
# Bringing the Internet of Things to life

## You have things...

Windows devices



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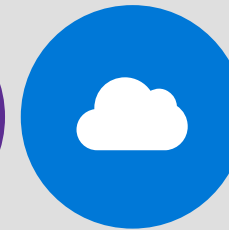


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## Microsoft Azure IoT services:



Improve efficiency



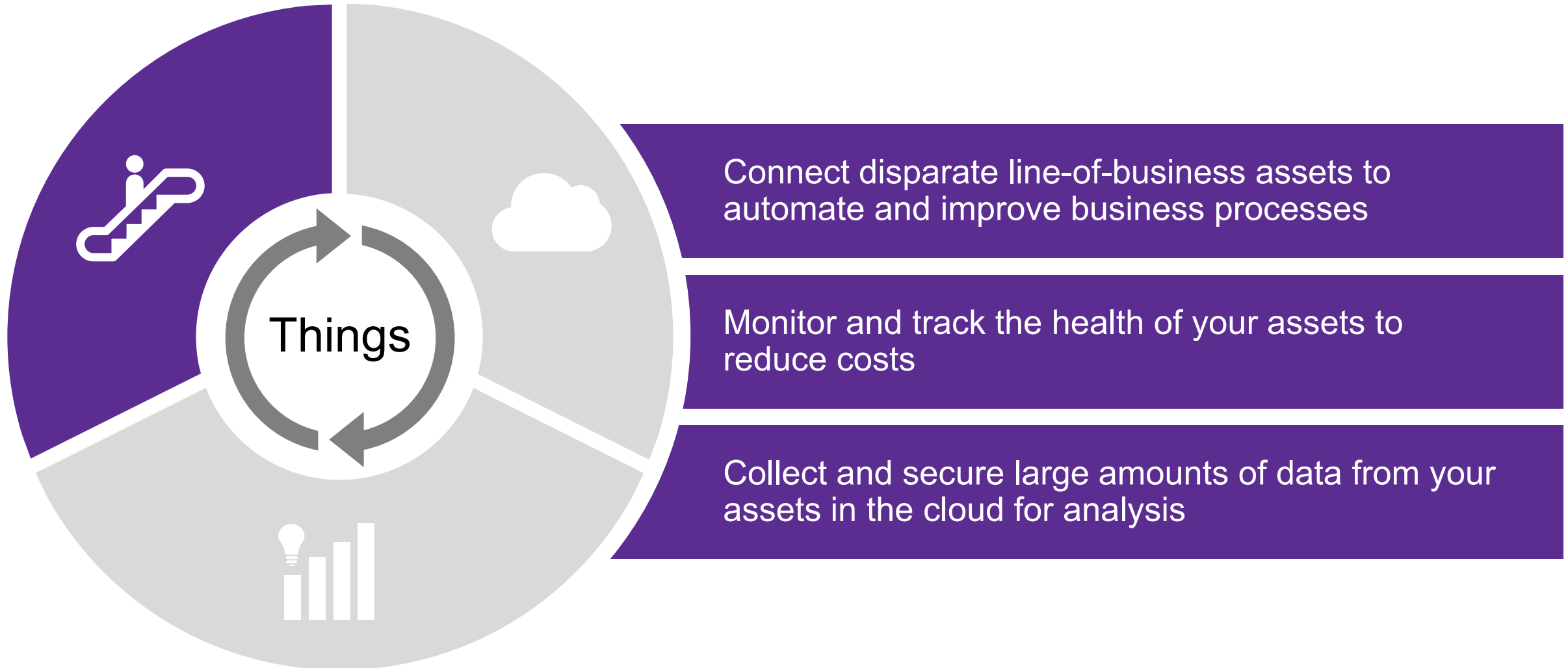
Enable innovation



Transform your business



# Improve efficiency





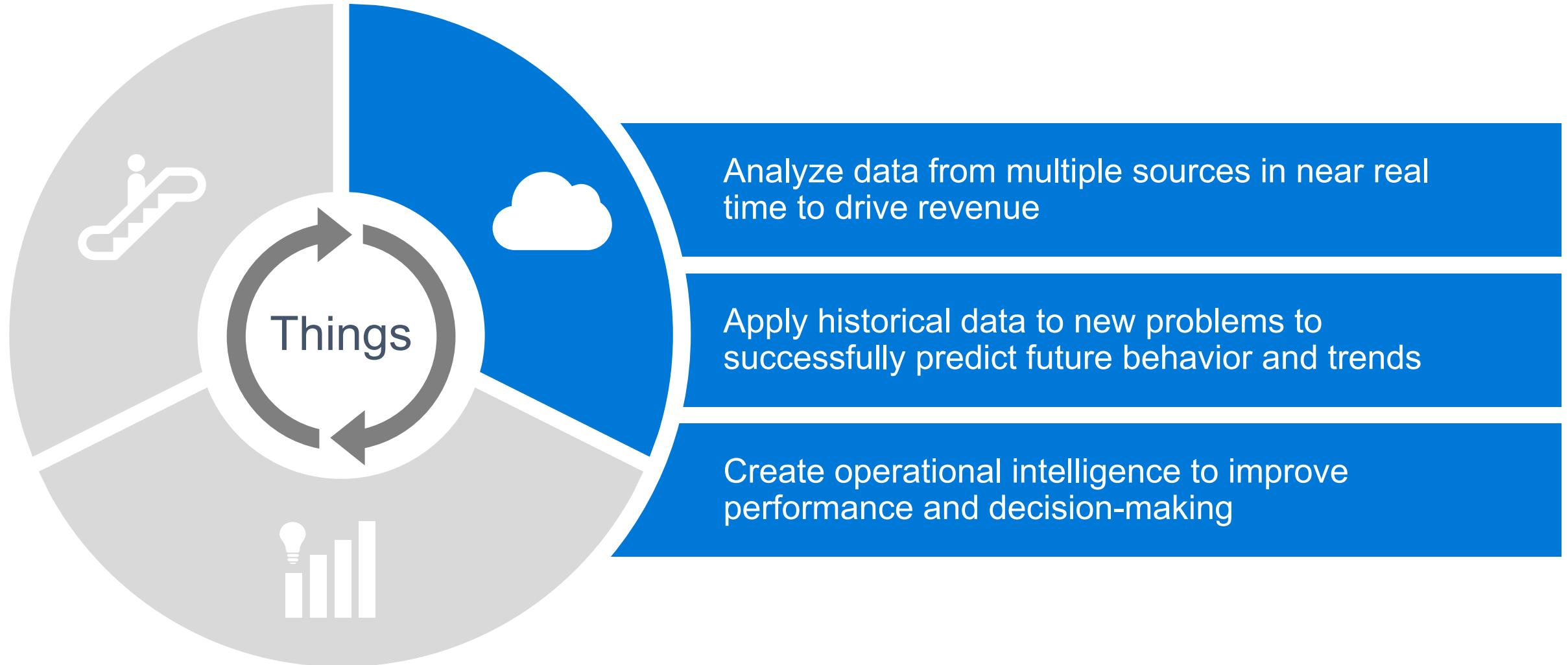


“We’re able to work more effectively with smaller crews for a variety of tasks and keep handwork to a minimum. We’ve increased productivity by at least 30 percent.”



ELIOT MAZZOCCA  
PRESIDENT  
LIDO STONE

# Enable Innovation



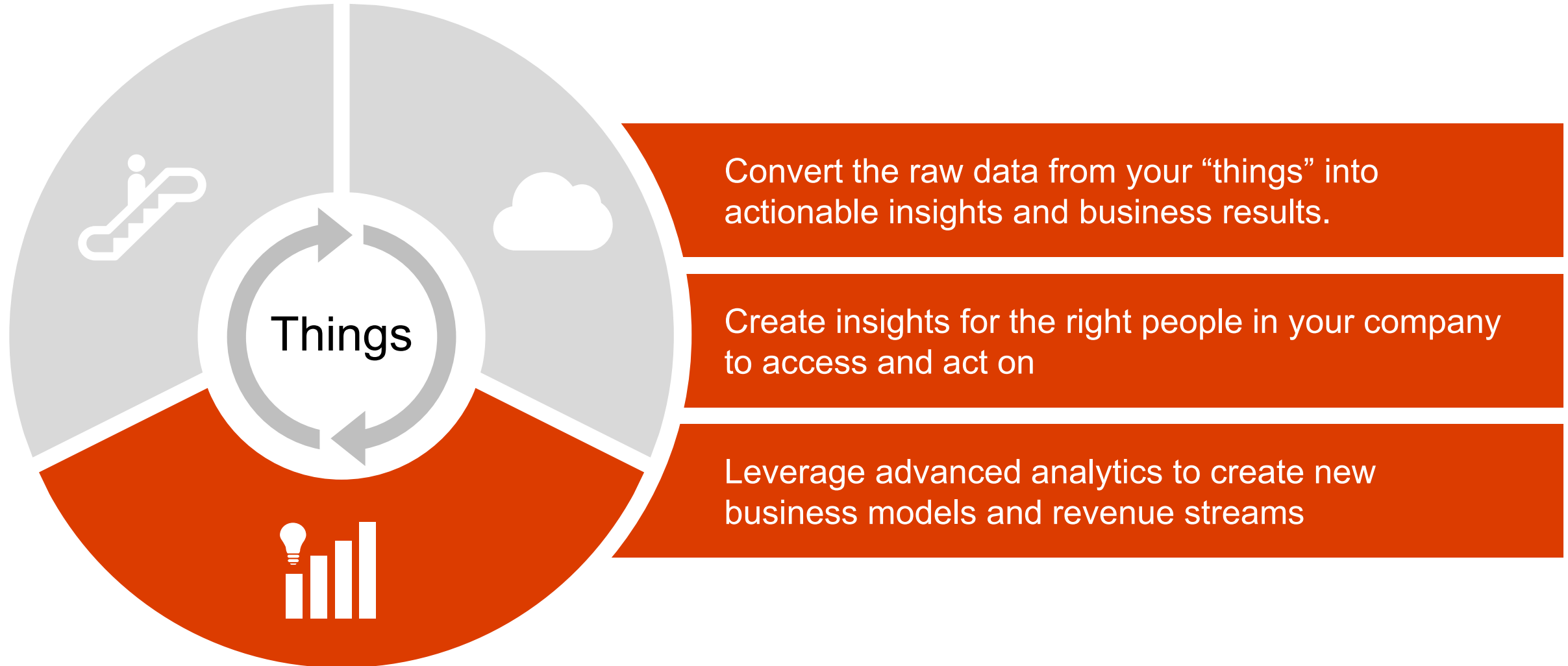
“The mobile experience and loyalty program create a one-to-one relationship between us and our customers. Having a customer’s data really helps us offer them the best possible service, customized to their preferences and needs.”




KEVIN SMARTT  
CEO  
KWIK CHEK



# Transform Your Business





“We wanted to go beyond the industry standard of preventative maintenance, to offer predictive and even preemptive maintenance, so we can guarantee a higher uptime percentage on our elevators.”

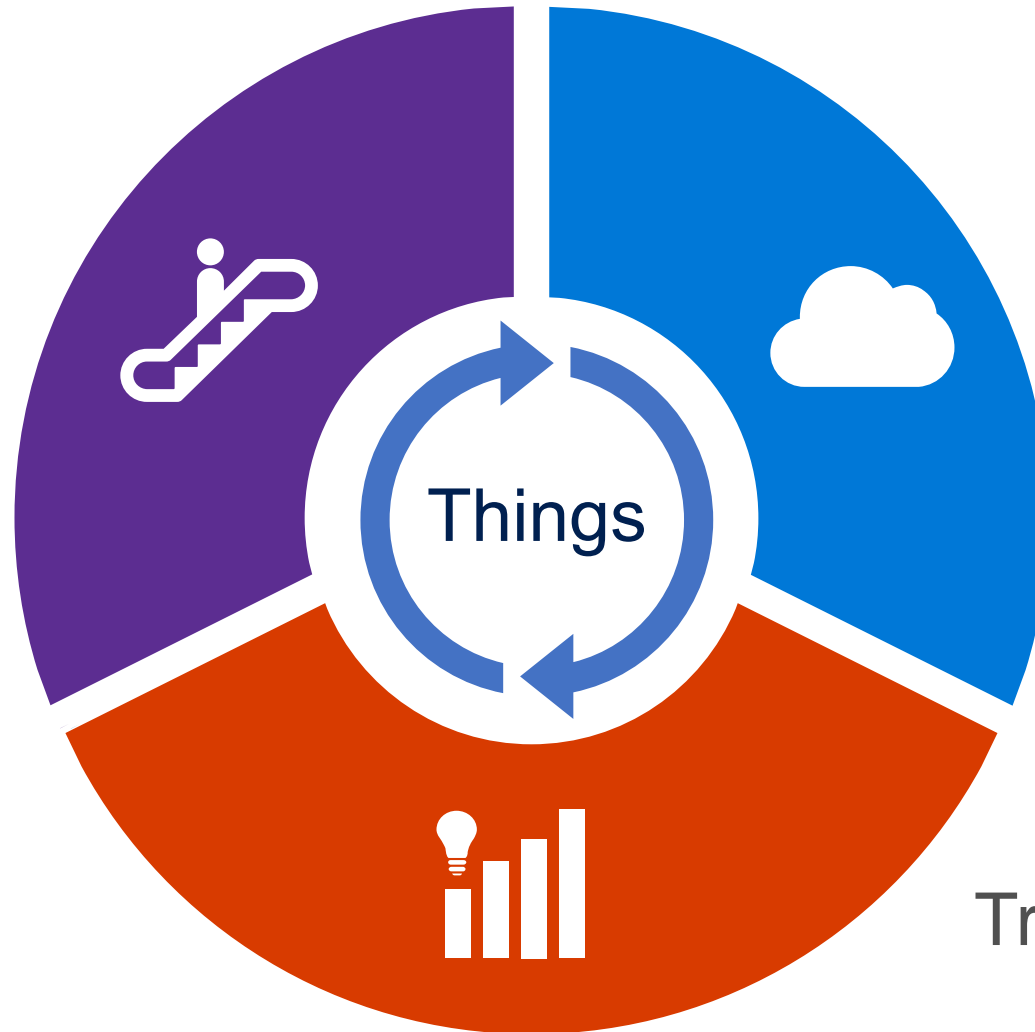
ANDREAS SCHIERENBECK  
CEO  
THYSSEN KRUPP ELEVATORS



**ThyssenKrupp**

# Bringing the Internet of Things to life




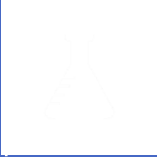















Improve  
efficiency



Enable  
innovation

Transform your business

# Microsoft Azure IoT services

Producers	Connect Devices	Storage	Analytics	Take Action
	 Event Hubs	 SQL Database	 Machine Learning	 Azure Websites
	 Service Bus	 Table/Blob Storage	 Stream Analytics	 Power BI
	 External Data Sources	 DocumentDB	 HDInsight	 Notification Hubs
		 External Data Sources	 Data Factory	 Mobile Services
				 BizTalk Services

Announcing...

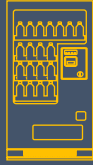
**Microsoft Azure IoT  
Suite**



# Azure IoT Suite

## IoT Applications ...

Remote  
Monitoring



Asset  
Management



Predictive  
Maintenance



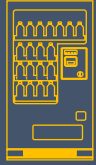
...future  
applications



# Azure IoT Suite

IoT Applications ... to build a Proof of Concept...

Remote  
Monitoring



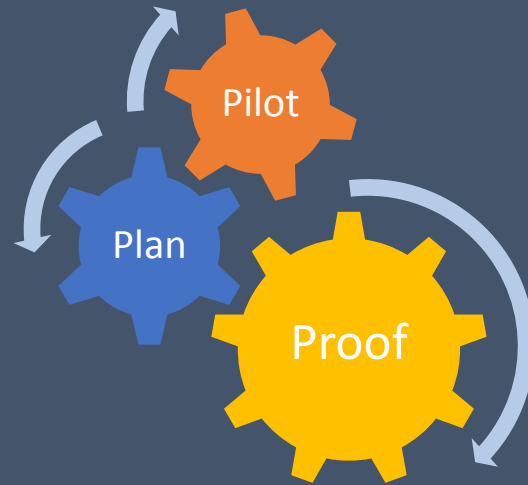
Asset  
Management



Predictive  
Maintenance



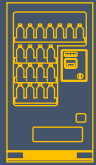
...future  
applications



# Azure IoT Suite

IoT Applications ... to build a Proof of Concept... that scale to full production ...

Remote  
Monitoring



Asset  
Management



Predictive  
Maintenance



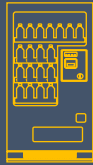
...future  
applications



# Azure IoT Suite

IoT Applications ... to build a Proof of Concept... that scale to full production ... on any asset

Remote  
Monitoring



Asset  
Management



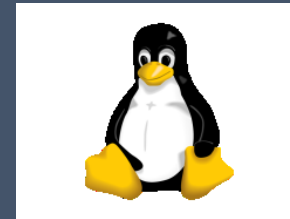
Predictive  
Maintenance



...future  
applications



 Windows



iOS

# IoT Quick Start consultation



Identify  
business  
priorities

Apply  
Microsoft  
IoT  
capability  
model

Learn from  
other  
customers

Define  
financial  
benefits

Scope a  
proof-of-  
concept



# Get started today!

- Learn more about how to create the Internet of Your Things
- Ask us to see if you qualify for the IoT Quick Starts program
- Explore Microsoft Azure IoT services today at [www.InternetofYourThings.com](http://www.InternetofYourThings.com)



