



CENTER
CONNECTED
INDUSTRY



Market Study

Internet of Things Platforms

IoT Platforms for the Internet of Production

Facing the challenges of the implementation of the Internet of Production – Call for Partners

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„The optimal integration of IoT platforms forms the backbone of tomorrow’s production and thus creates the foundation for innovative business models of the future.“

The Internet of Production enables the creation of digital shadows with real-time data in development, production and application. For its implementation, reliable IoT platforms that are tailored to the respective needs of the users are required.

Main question to be answered:

How do I find the right IoT platform(s) for my Internet of Production use cases?

- One challenge a lot of companies face is the complex market (>500 suppliers) for IoT platforms with some major, established providers and many new suppliers that are constantly entering the market.
- There is no universal definition for the structure and functionalities of IoT platforms, which makes it difficult to compare providers and configure platform products.
- For the multitude of use cases in the Internet of Production, different IoT platforms may be required. The functionalities must be clearly defined and possible transfer points identified.
- The decision for one or more platform solutions is organizationally and economically highly relevant. This results in high costs and considerable time expenditure for the selection and implementation of IoT platforms.

Objectives of the study

- Discussion of relevant issues and exchange with other companies
- Analysis and structuring of the Buzzword topic IoT platforms and definition of the term
- Joint identification of relevant requirements in the context of industrial applications for platform solutions in the consortium
- Development of a description model for the classification of IoT platforms, including the definition of functionalities and identification of transfer points
- Validation of the selection criteria and the selection procedure in the participating companies



Benefits

For solution/platform providers

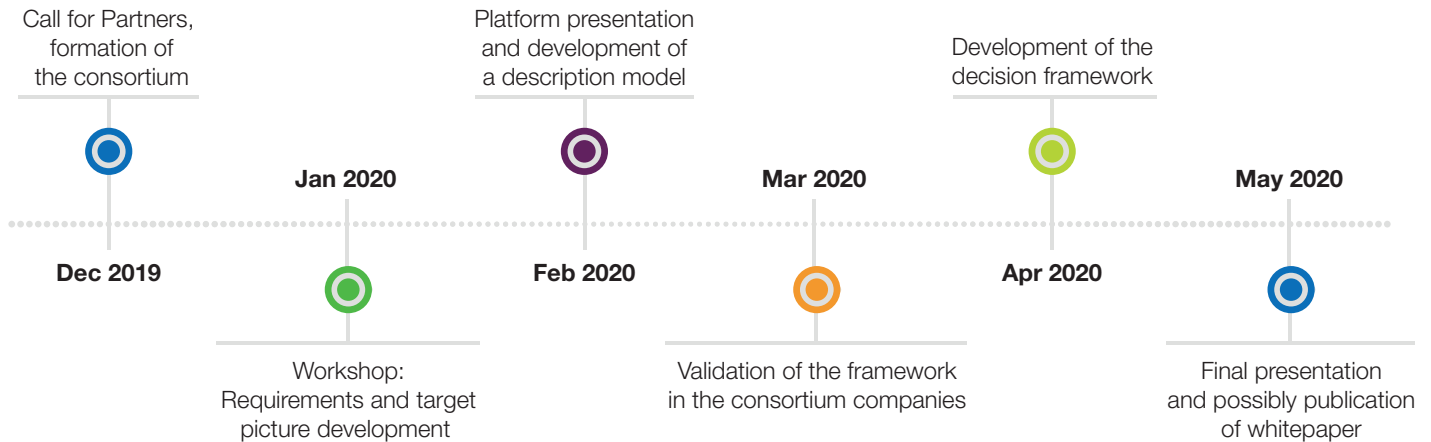
- Clear positioning in a complex market
- Sound presentation of unique selling points and core competencies of the own solution in the direction of the user
- Differentiation from alternative providers on the basis of a universal model
- Presentation and placement of your own solution to an audience of experts with high public impact
- Identification of strategic development opportunities and future market requirements

For users

- Survey of relevant capabilities and differences between IoT platforms
- Overview for simplified selection of solutions according to objective criteria
- Identification and consideration of current and future company-specific needs
- Acceleration of the decision making process in the selection of providers
- Risk minimization for medium to long-term investments in IoT architecture

Procedure and Dates

The market study is open for partners of the Center Connected Industry as well as external companies. The consortium jointly determines the objectives and main focus of the study according to relevant issues for the participants. The Center Connected Industry takes care of the organisation and the management of the consortium project as well as the consortial meetings.



Key Data

Target audience

- Specialists and managers from companies in production, logistics and IT who are interested in Industrie 4.0 and digitisation projects.
- Specialists and executives of IoT platform providers

Termination

- Duration from December 2019 to May 2020

Financial contribution

- The fee per consortium partner for participation in the consortium study is € 20,000 (netto).
- Registered members of the RWTH Aachen Campus receive a discount of € 5,000.
- All expenses (excl. travel expenses) for the project, its documentation and the participation of up to two employees per company are included in the amount



Center Connected Industry

The Center Connected Industry provides a unique environment for industry, research, software and service providers to evaluate prototypes of new and existing IoT technologies for targeted, technology-enabled information delivery.

Under the motto „Next Level Information Logistics“, the Center brings together the expertise available at RWTH Aachen University in the fields relevant to the realisation of connected digitisation and coordinates the cooperation between the participating industrial users, technology and solution providers, and relevant research departments of RWTH Aachen University.



Smart Logistics Cluster on RWTH Aachen Campus

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Sources

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P. 3 Fotolia

P. 6 Unsplash

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