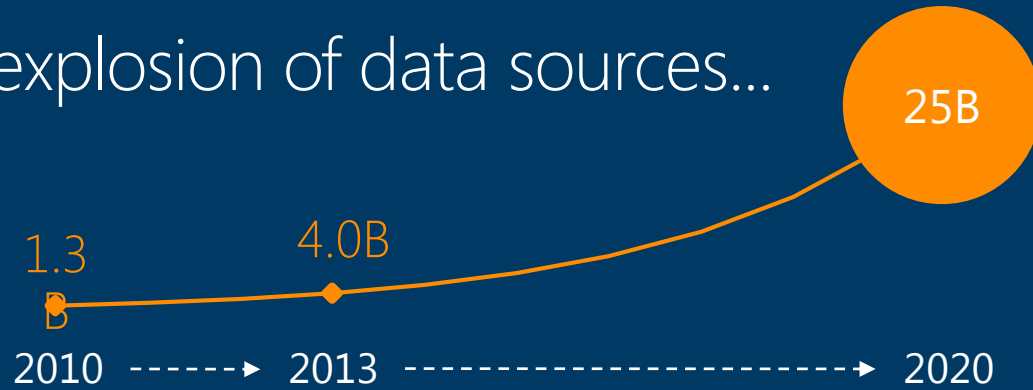




Business Innovation with the Internet of Things

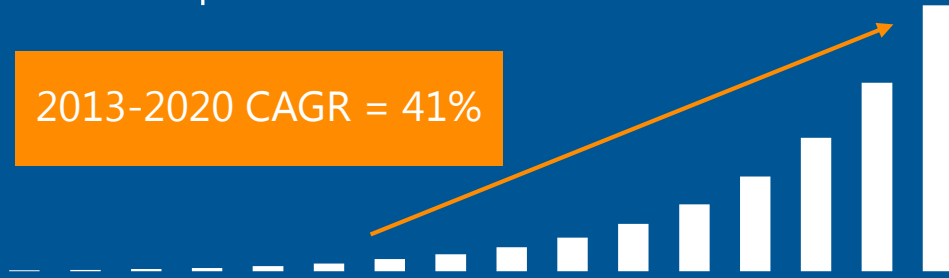
Dave Lassiter, Director
dlassit@Microsoft.com

The explosion of data sources...



...drives an explosion of data

2013-2020 CAGR = 41%

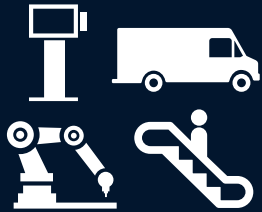


...which drives businesses to learn more

Today's businesses must build a data strategy to harness the power of data

Defining Internet of Things

Things



Connectivity



Data

10101
01010
00100

Analytics



- Leverage real-time and historical data from medical devices, electronic health records
 - Adjust treatment plans in real time using predictive analytics
 - Access dashboards and monitor patients from mobile apps
- Predict outcomes and adjust treatment plans in real time by using current and historical data.



“Machine learning gives us an opportunity to continuously improve our care plans based on a deep understanding of all that data.”

Dr. Robert Greene
Dartmouth-Hitchcock Medical Center
Executive Vice President



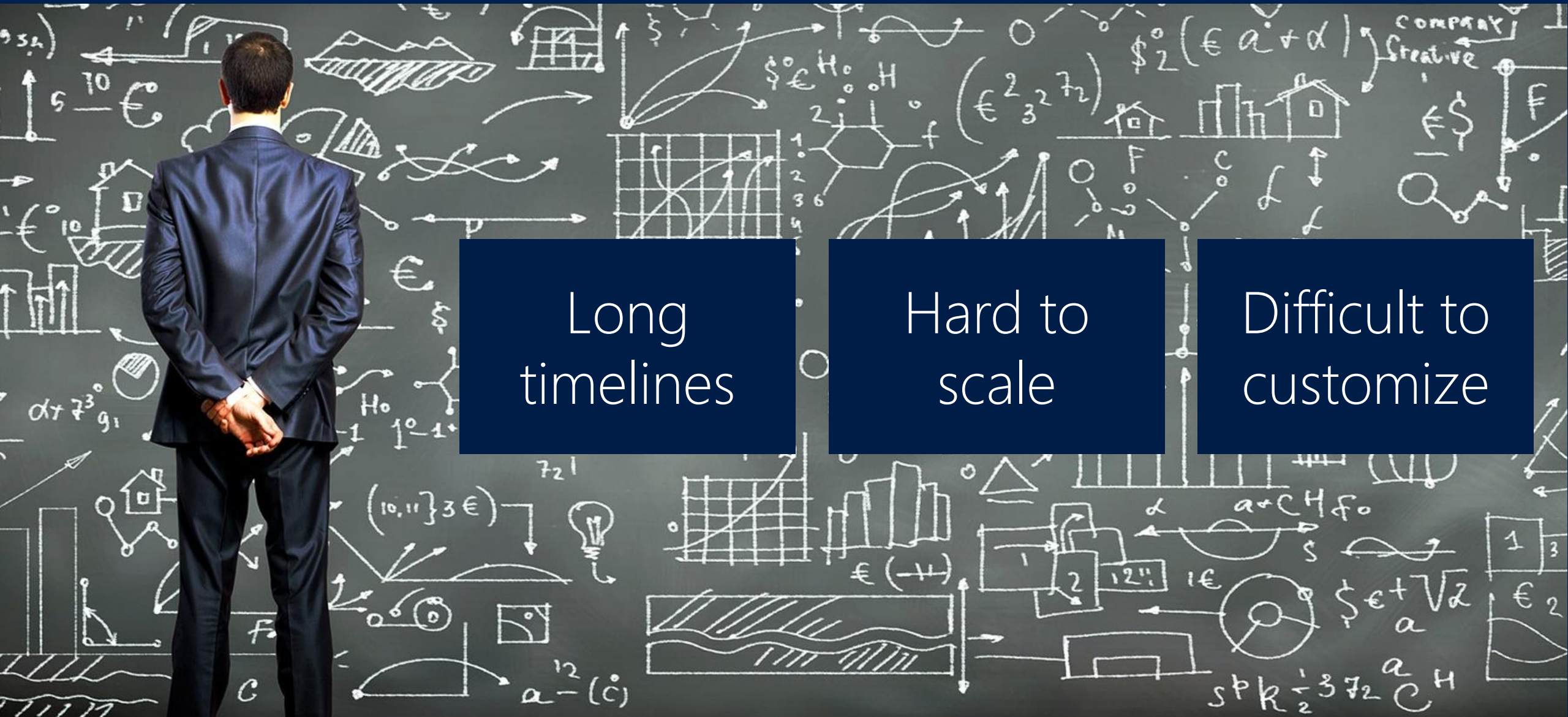
Microsoft's investment principles for IoT

The Internet of Things starts with your things

- ▶ Provide connectivity to both existing and new devices
- ▶ Facilitate new insights by harnessing power of untapped data
- ▶ Enable fast solution development



However, IoT projects can be complex

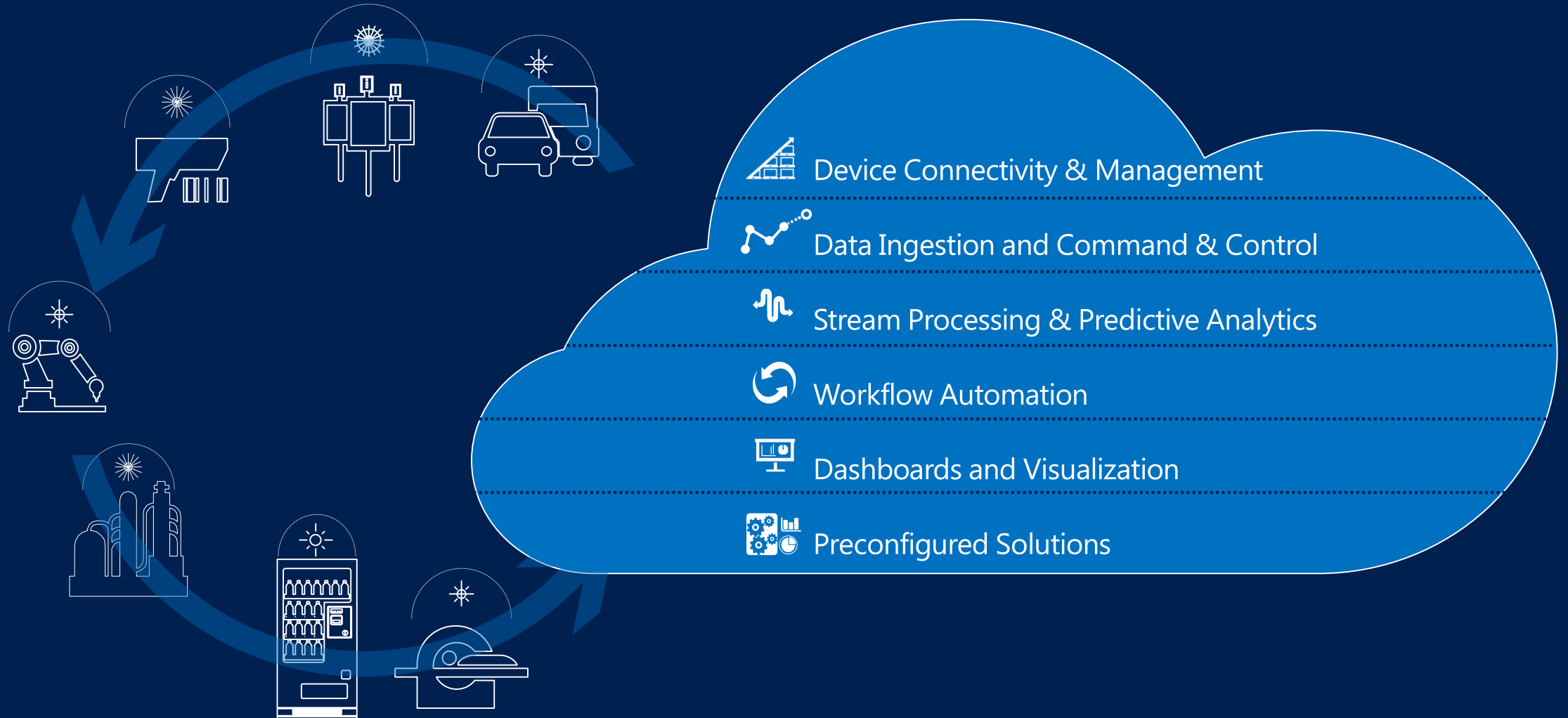


Long
timelines

Hard to
scale

Difficult to
customize

Microsoft Azure IoT Suite



Capture and analyze untapped data to transform your business

Connect and scale
with efficiency



Real-time
operating
systems

And
more

Analyze and act
on new data



Analytics

Device Registry

Rules and Actions

Dashboards & Visualization

Integrate and transform
business processes



Business Systems

SAP

salesforce

Microsoft
Dynamics

ORACLE

IBM DB2

WebSphere

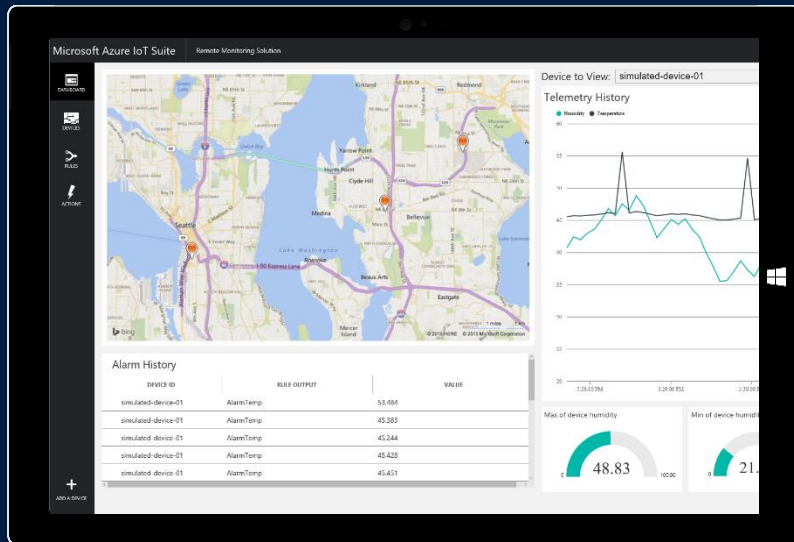
Informix
software

twitter

Office 365

Accelerate time to value with preconfigured solutions

Start quickly with preconfigured solutions



- Get started in minutes
- Modify existing rules and alerts
- Add your devices and begin tailor to your needs

Finish with your Internet of Things application



- Fine-tuned to specific assets and processes
- Highly visual for your real-time operational data
- Integrate with back-end systems

Why OSIsoft and Azure IoT Suite



OSIsoft & Azure
IoT Suite

Comprehensive solution

Connect millions of devices and integrate your business systems with new insights to transform your business.

Accelerate time to value

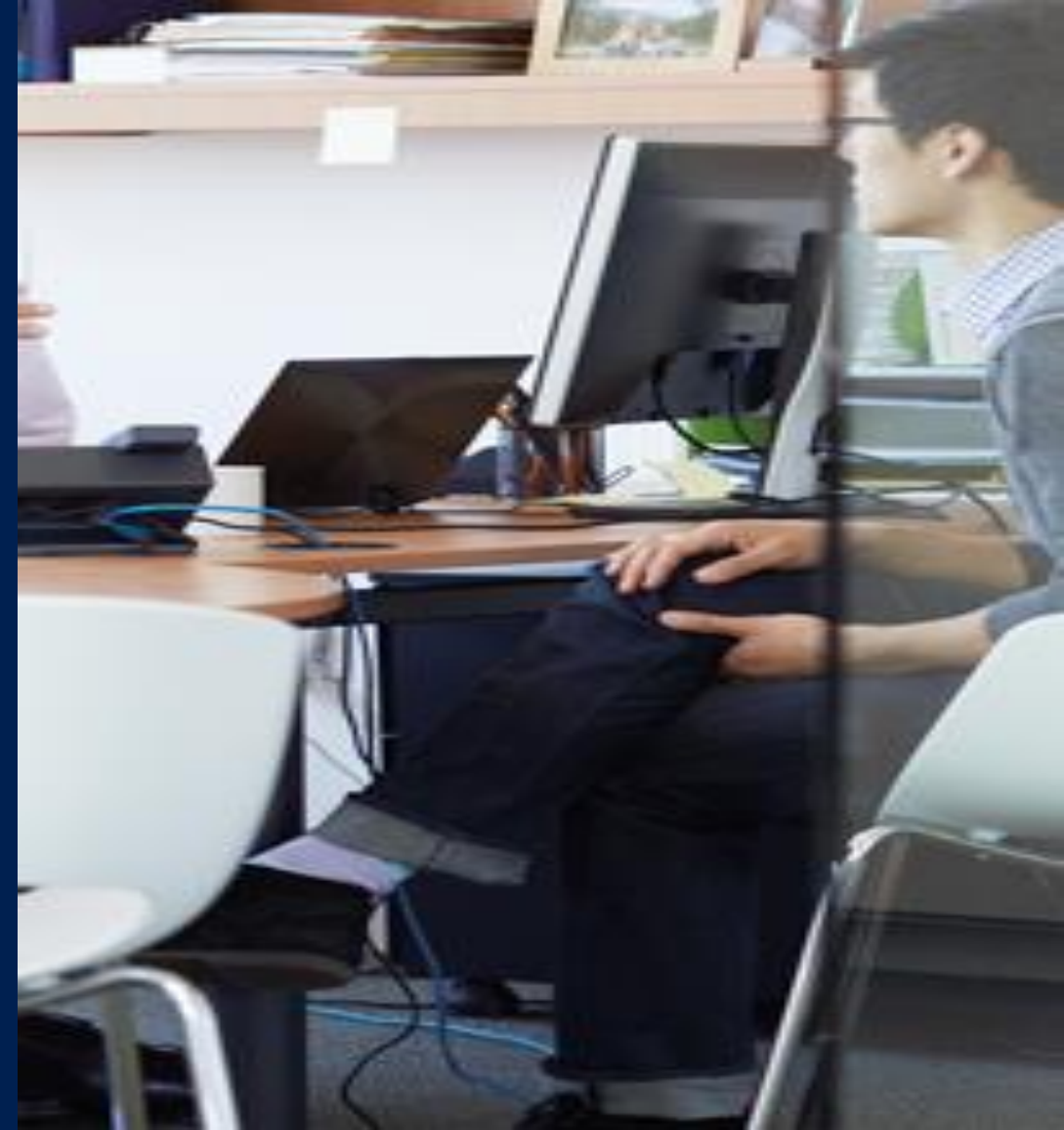
Get started quickly with preconfigured solutions for common IoT scenarios.

OSIsoft Solutions

Leverage OSIsoft solutions with experienced Microsoft IoT partners to tailor IoT solutions to your needs.

Getting Started

- ▶ Start with business plan
- ▶ Get executive buy-in
- ▶ Leverage Quick Start consultation
- ▶ Start your Azure IoT experience at www.InternetofYourThings.com





www.InternetofYourThings.com