EXECUTIVE VIEWPOINT

Sean Riley
VICE PRESIDENT, GLOBAL INDUSTRY SOLUTIONS AT SOFTWARE AG

Sean has over ten years of experience in the supply chain, logistics and manufacturing fields as well as nine years as a technology solutions provider to those industries.

Dennis Passmore
PARTNER AT EBASE

Dennis has more than 20 years of experience in IT solutions design, working with industry giants such as IBM. At eBase, Dennis leads and assists with consulting services, oversees program delivery, technology selection and the execution of client initiatives.

Felix Kimelman
PARTNER AT EBASE

Prior to founding eBase in 2002, Felix worked as a senior consultant with Fortune 500 companies including IBM and Capgemini. He shares with Dennis a passion for detail and a belief that IT organizations are often underserved.

IoT Challenges and Opportunities

The internet of things (IoT) is a foundational technology for digital transformation in a wide range of industries. But managing thousands and even hundreds of thousands of devices—as well as the massive amount of data they produce—creates significant challenges. To learn how to overcome them and get more value from current and future IoT deployments, we talked with Sean Riley, Vice President, Global Industry Solutions at Software AG, and Dennis Passmore and Felix Kimelman, both of whom are Partners at eBase.

What do you see as the most overlooked applications for IoT within the enterprise?

Riley: Organizations can overlook the easiest uses for IoT. There may not be a big bang of immediate value, but they can really improve efficiency to specific parts of the organization. For example, servers on production floors are usually checked manually to ensure doors are closed so that dust doesn't get in, and that servers are operating at the right temperature. IoT can provide automated alerts on all those conditions. This frees up time spent conducting manual inspections and lengthens the life of critical assets.

What additional value can enterprises get from their IoT data that they're currently not realizing?

Kimelman: First, it's critical that IoT data be integrated into an enterprise resource planning (ERP) system, and many organizations neglect to do that. Data that sits in a silo isn't very useful. The ERP sits at the center of a company's operations, so once the IoT data is in your ERP, it can inform many other different systems.

Passmore: Also, when analyzing and correlating data, keep in mind that your goal is to get insights on which you can take action. Arguably, data has no value until you start to define actions. Once you do that, you can automate to drive additional efficiencies.

Riley: Exactly. For example, when analyzing IoT data, you could identify that a certain pattern of data indicates a near-term machine failure. You can then create a multivariate, condition-based rule to generate an alert. Even better: When your industrial IoT platform is integrated with enterprise apps, that alert can automatically set up a maintenance ticket and order the required parts, which enables just-in-time inventory.

How can enterprises more efficiently and effectively manage their IoT devices and data?

Passmore: Don't try to build your own IoT platform. Your organization can become completely consumed by that. There are robust, feature-rich commercial systems already on the market that accelerate time to value. Your organization's time is better spent exploring the areas that will offer a positive impact from IoT. Let an enterprise-grade platform do the heavy lifting of IoT device and data management.

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