Operational Excellence in IoT

Launch, manage and monetize your connected services

Paul-Edouard Launay
Country Director - Jasper France

www.jasper.com
What Jasper Does

Founded in 2005 - Santa Clara, CA - 400+ people

Jasper has designed an industry-leading IoT service platform to help you launch, manage and monetize your IoT services on a global scale.
Global presence with a single platform
2700+ Enterprises, 20+ Industries, 100+ Countries
French industrial company
Project – Remote monitoring of distributed industrial sites

• Well established CAC 40 french company
• Factories/Sites all over the world
• Thousands of IoT devices deployed
• User of Jasper Control Center
IoT devices: from supply to end-of-life

- DoA test
- Inventory
- Activate
- Suspend for maintenance
- Retire
IoT Service Lifecycles Vary

Enterprise device deployment models are unique and complex
Manufacturing Process Mapping

Connected devices services differ

- Continuous monitoring of manufacturing process
  - Data ~ 200 Mbytes / SMS

- Sensor for pressure (Sleep/Awake)
  - Data ~ 1 Mbytes / SMS
Usage Models Are Customized

Enterprises demand usage models unique to their business

Customizable Options
SELECT OPTIONS • CREATE A PLAN

- Individual
- Wholesale
- Retail
- Service-based
- Time-Based
- Network-Based

- One-time
- Limited Usage
- Pay-Per-Use
- Recurring
- Pooled
- Other

IoT Service Plans
How to perform seamless Int’l deployment?

Roaming or local Mobile Network Operators
Customers Are Local and Global

Enterprises want standard platforms across networks
Rapid Deployment of the connected devices

Scalability of operations and organisation
IoT Service Needs Constantly Evolve
Innovation and scale needs to keep up

IoT Services
Dynamic service needs and scale
Example: Eliminating Downtime, Improving Service Reliability

ABB in Sweden

Customer in Mexico

1 min.

Operating normally

AFTER

- Real-time issue detection
- Instant root-cause analysis
- Remote, over-the-air software fix
- SLAs met, revenue secured

ABB in Sweden

Customer in Mexico
IoT Service Delivery Chain - The Challenges

Service Lifecycle Software
Enterprise must custom develop to deploy, manage & monetize service

- Provision
- Activate
- Manage Interconnects
- Security
- Policies
- Meter Usage
- Rate
- Deliver
- Support
- Diagnose Faults
- Monitor Performance
- Billing

Devices
- Networks
- IoT Apps / IT

Need deep integration

Large upfront costs
Prolonged time to market
Impractical challenge

Enterprise must custom develop to deploy, manage & monetize service.
Cellular IoT Solution Eco-System Players

**Devices**
- Qualcomm
- ARM
- Intel
- Cisco
- etisalat
- TIM
- VimpelCom
- Bell
- Telenor
- América Móvil
- China Unicom
- NTT Docomo
- Rogers
- SoftBank

**Network**
- KPN
- O₂
- AT&T
- Telus
- Telefonica

**IoT Services Platform**
- Device Management
  - Gemalto
  - Telit
- Connectivity Management
  - Jasper
- Application Enablement
  - Axeda
  - ThingWorx
  - Cumulocity
  - Ayla
- IoT Big Data Analytics
  - BOSCH
  - IBM
  - Amazon
- Service Delivery
  - AT&T
  - Telit

**Enterprise Applications**
- Enterprise IT
  - Google
  - IBM
  - HP
  - Microsoft
  - Oracle
  - Oracle
- Business Intelligence
- ERP and CRM
  - Salesforce
  - SAP
- Finance and Accounting
- E-commerce
  - Zuora
  - Chargeify
  - Aria
  - Monex

**Vertical IoT Applications**
Jasper Control Center streamlines IoT operations

**Automation**
Set-and-forget automation of entire IoT service lifecycle
Easily configurable to fit your business needs, with zero-touch afterwards

- Fastest time to market
- Lowest total cost
- Seamless customer experience

**Intelligence**
Real-time network intelligence and diagnostics to restore performance
Continuous monitoring of changing network conditions and usage conditions

- Higher service reliability
- Superior customer service
- Lower customer support costs

**Global**
Integrated into 20+ mobile operator groups globally
Implement once, switch on your service in 100+ countries

- Faster revenue growth
Thank you

And a very warm thanks to