ActionPoint

Making IoT real in Manufacturing

ActionPoint

Partners

Awards

Microsoft

Data & AI Partner of the Year
Ireland 2018

DELLEMC

Country Partner of the Year 2016

Microsoft

SMB Partner of the Year
Ireland 2017

Tech
EXCELLENCE
AWARDS

IT Architect of the Year 2018

Deloitte.2017
Technology Fast50

Deloitte.2018
Best Managed Companies

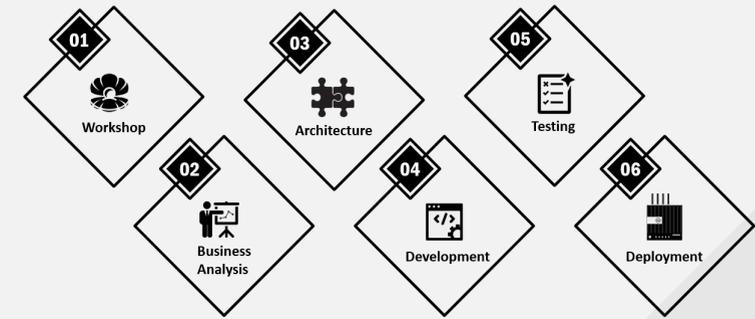# ActionPoint delivers on the promise of IoT

ActionPoint
IOT-PREDICT

ActionPoint
IDEA Factory

Custom
Engagement

Action**Point**

Action Point Industrial IoT & Smart Manufacturing Services

1. Business Process Automation

2. Traceability

3. Predictive Maintenance

4. Environmental IIoT

5. Big Data Machine Analytics

6. Machine Learning

7. Augmented & Mixed Reality

IoT – The Internet of Talk or the Internet of Things?

Most businesses can identify with the at least one or more use cases that demonstrate why IoT is something they should and indeed must embrace in their business. The consistent problem we see across many clients and industries is getting off the blocks in the first place.

IDEA Factory for IoT is a service that addresses this exact problem.

01 Workshop

02 Business Analysis

03 Architecture

04 Development

05 Testing

06 Deployment

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ActionPoint IDEA Factory

An end-to-end IoT solution

Tailored to your unique business

Full integration with Dell EMC and Microsoft Azure platforms or your preferred infrastructure

An end-to-end IoT solution

IDEA Factory delivers a full, end-to-end solution that is ready to deploy and includes everything from sensors and software to your specific customizations.

Get a fully-functional IoT solution in ten weeks from a defined services engagement that is that is tailored to your specific business.

Take advantage of a solution geared specifically to industrial environments with rugged Dell edge hardware, Microsoft Azure, and additional customizations identified in the planning phases.

Start integrating smart manufacturing processes with a fixed engagement that delivers real business value—and, if you choose, a path to move forward.

Use IDEA Factory if you're not sure how to start moving toward smart manufacturing; as a fixed-cost engagement, it is an ideal way to explore your options.

Tailored to your unique business

IDEA Factory is an industrial-grade IoT solution for manufacturing that delivers real business value because it is tailored to your specific needs.
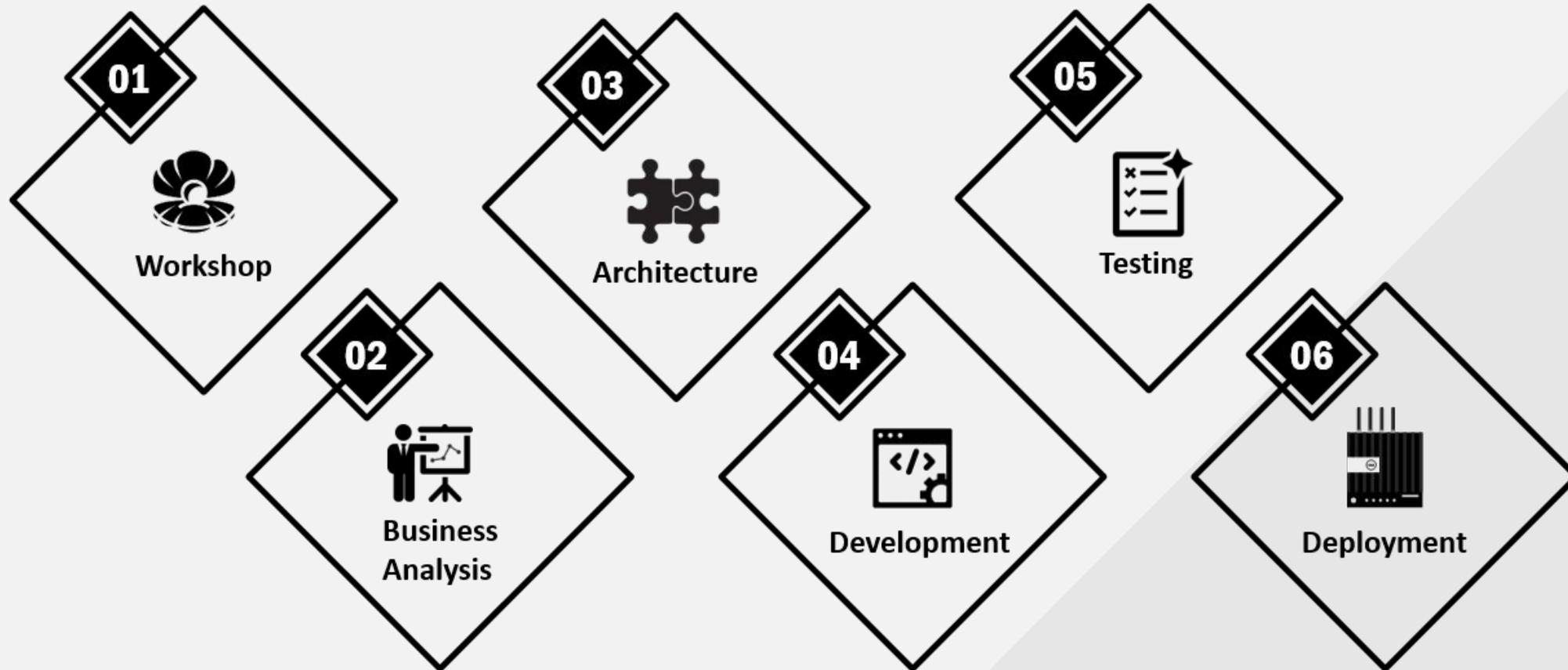
Get a floor-ready solution that includes integrations identified in the initial workshop and business analysis phases—and is specifically designed to lower cost, reduce downtime, and increase efficiency.

Create any kind of IoT solution you need for any type of environment—regardless of how complex or how many infrastructure vendors you have.
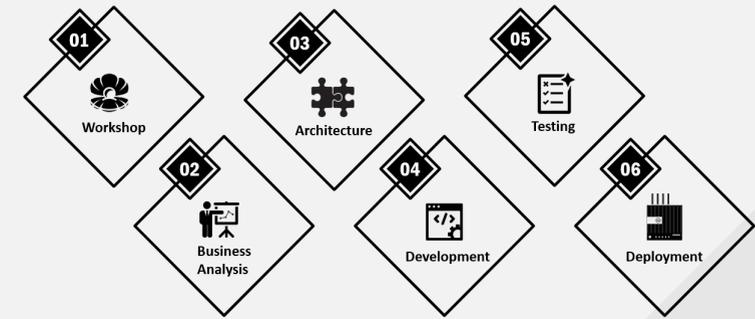
Don't worry about abandoning existing investments, violating proprietary agreements, or changing any of your critical processes. IDEA Factory solutions sit on top of your existing infrastructure.

Connect to the sensors of your choice, suited to your unique operational requirements; our solutions are built on the industry 4-20mA standard.
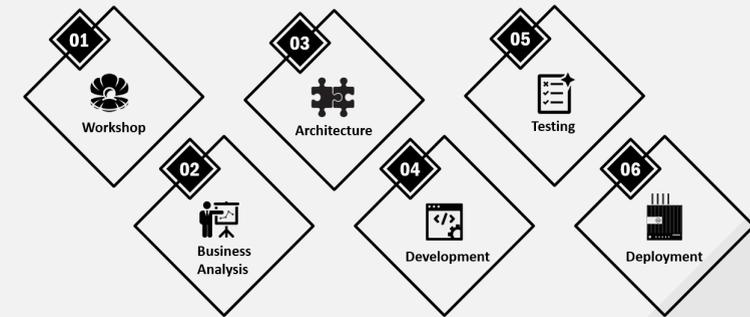
ActionPoint IDEA Factory for IoT

01 Workshop

02 Business Analysis

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10 Week Fixed Term, Scope and Budget Engagement

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Sample Grit Finder Questions

- Are there any areas of the business that are managed by clipboard or whiteboard data gathered manually?

- Any existing systems/sensors on production lines that could be connected up?

- Are there areas of the business that management feel they are blind to?

- Are there any unvalidated assumptions used to run production e.g. temp should be 23C on the production floor…. But why?

- Any common surprises/outages in production? e.g. in a bottling plant, we had reports of regular line jams that would result in a large amount of broken glass before an operator was aware.

IDEA Factory Roles and Tasks

AP Roles	Sample Day Budget
Subject Matter Expert	2.5
Business Analyst	5
Technical Team Lead	2
Developer	20
Quality Assurance	5
Project Manager	3

Client Critical Roles
Product Owner
Subject Matter Expert(s)
OT
IT

Sample Task Breakdown	Week
Workshop	1
Complete A&D	2
Reqs Signoff	3
Dev Week 1	4
Dev Week 2	5
Dev Week 3	6
Dev Week 4	7
UAT	8
Go-Live – Operational Proof	9
Go-Live - Operational	10

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Show us the problem, we'll show you the way.

You need an IoT partner who can offer you a true end to end solution, a partner with experience, a partner that understands the technology.

Action Point is that partner.

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