



## Checklist:

### how to incorporate IIoT solutions?

- Do you have enough resources to start projects parallel to the daily business?
- Get a experienced partner on board. Learn from failures of others and do not reinvent the wheel!
- Use our Approach and Solutions Forms for a structured and strategic Approach. Additional we will guide you with our custom-tailored IIoT workshop.
- Identify an initial Use Case. Focus on the right sensor concept (the right sensor will be the fundament of the Use Case) with RoI < 1 year to get results soon. This is important for team motivation.
- Technically discuss the Use Case in detail as described in our Solutions form.
- Decide for a final communication protocol and connectivity option (continious costs vs. one time costs vs. service over the life time vs. ownership of the infrastructure vs. traffic costs vs. need of bandwidth). (see chapter 5.2. in IIoT whitepaper)
- Think on a service partner plan (know how/ long-term cooperation/ repair/ service and battery exchange for e.g. wireless sensors).
- Create acceptance within the company. Involve C-level and affected departments at an early stage (IT, service, partner sales, etc. with IIoT GUIDANCE as moderator).
- Clarify target groups internally and externally including price and billing model (CAPEX -> OPEX).
- How the data should be accessable (e.g. dashboard vs. mobile APP vs. integration of the existion ERP eg. SAP).
- When developing the technology concept, pay attention to compliance, practicability (possibly during operation) and future security (energy supply, communication solution, edge computing, automation, cloud platform, IT security, data protection, etc.).
- Implement a pilot project (possibly during ongoing operation) with RoI < 1 year
- Recap and plan further steps and projects
- For a global rollout think on local certificates and approvals (check chapter 3 in IIoT whitepaper)