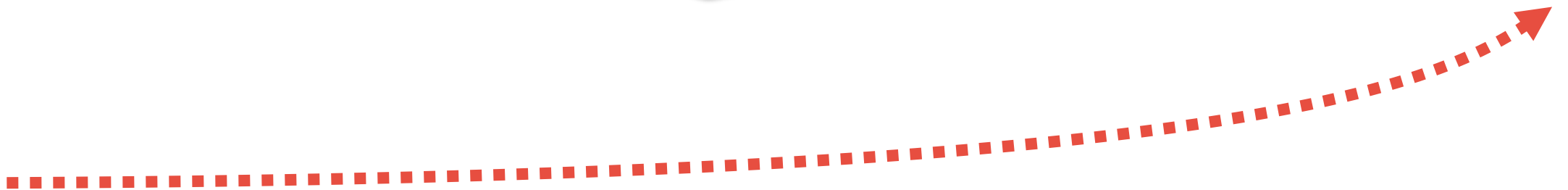




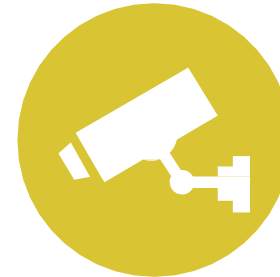
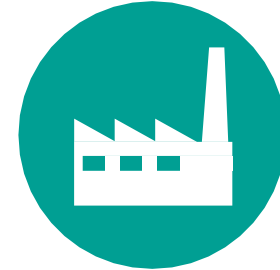
devicepilot

LOCATE, MONITOR & MANAGE AT SCALE

THE HIVE STORY



SAME STORY EVERYWHERE



TODAY

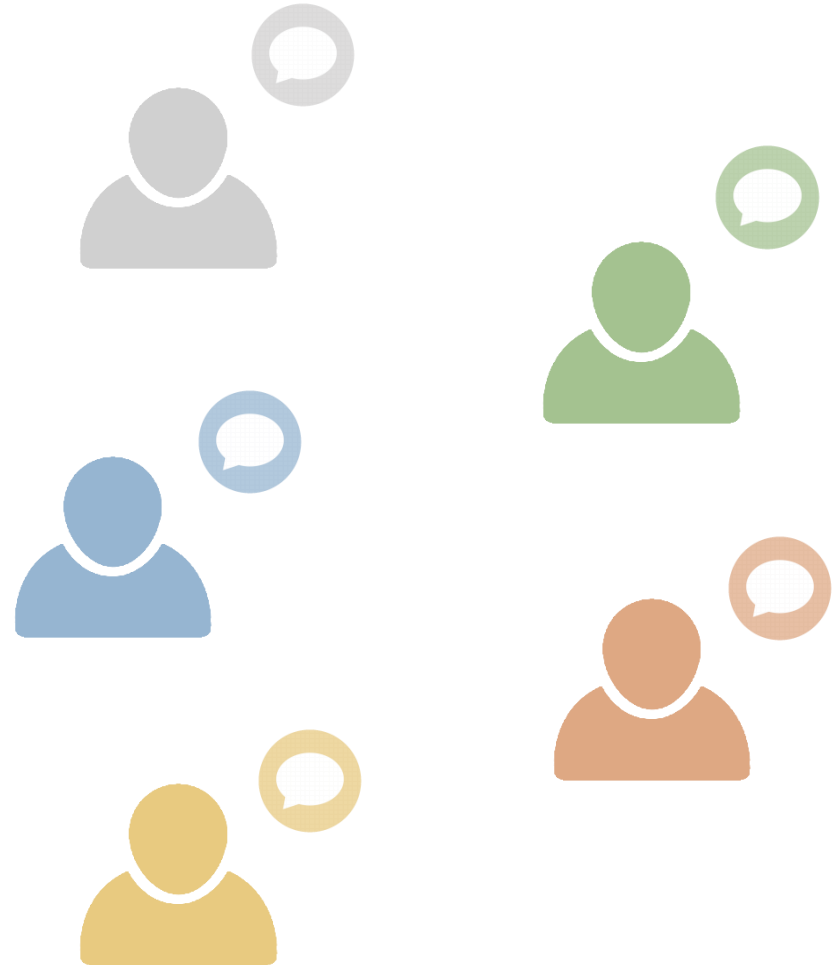
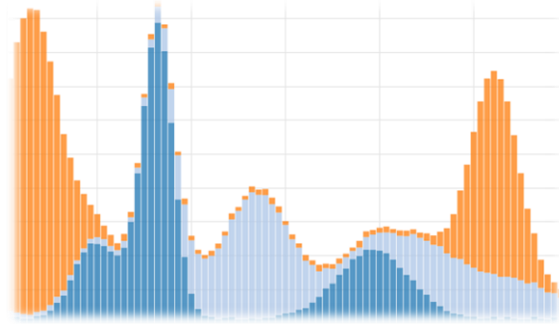
- What drives IoT value?
- What drives IoT cost?

← MAXIMISE THIS

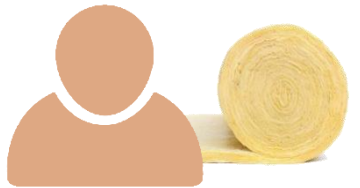
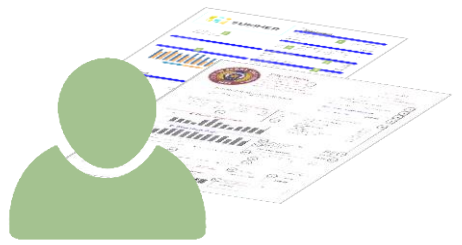
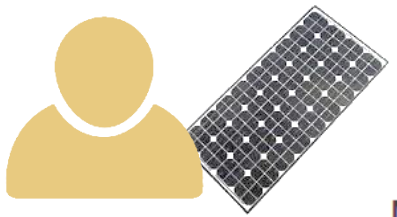
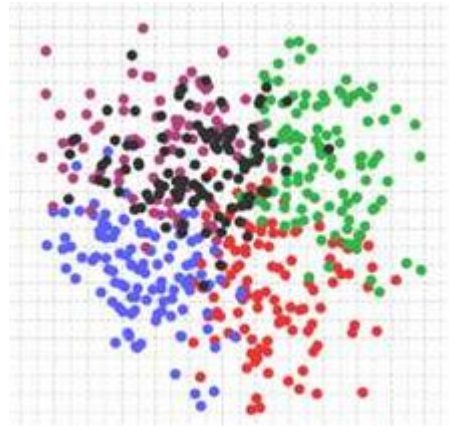
↑ MINIMISE THIS

DRIVERS FOR IOT VALUE

MASS CUSTOMISATION

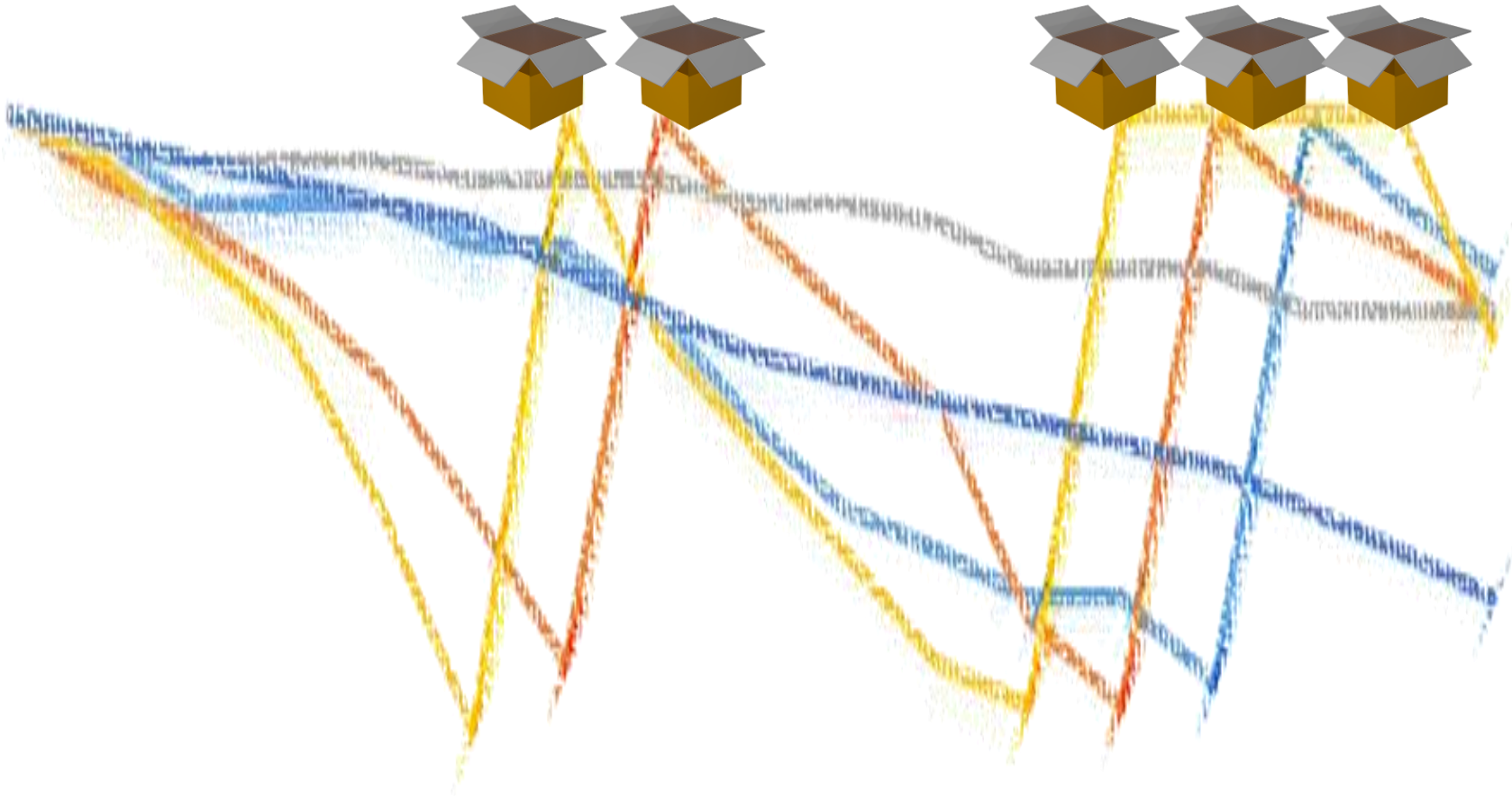


UPSELL/CROSS-SELL

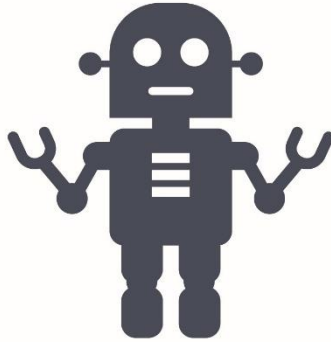


More items to consider [See more](#)

CONSUMABLES



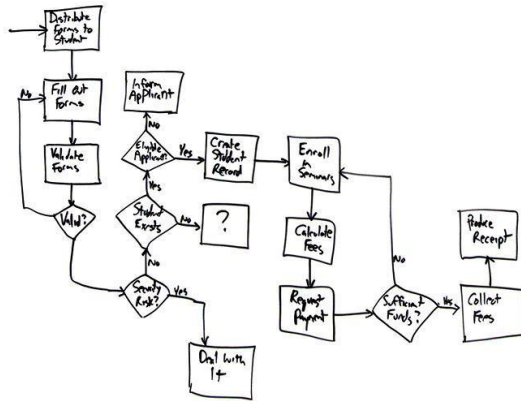
CUSTOMER SERVICE - AUTOMATED



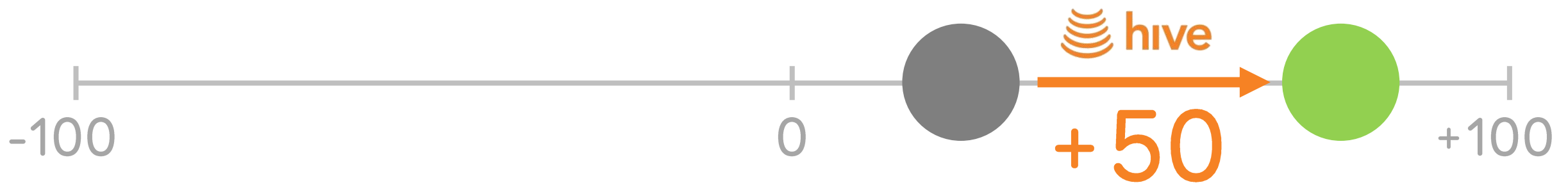
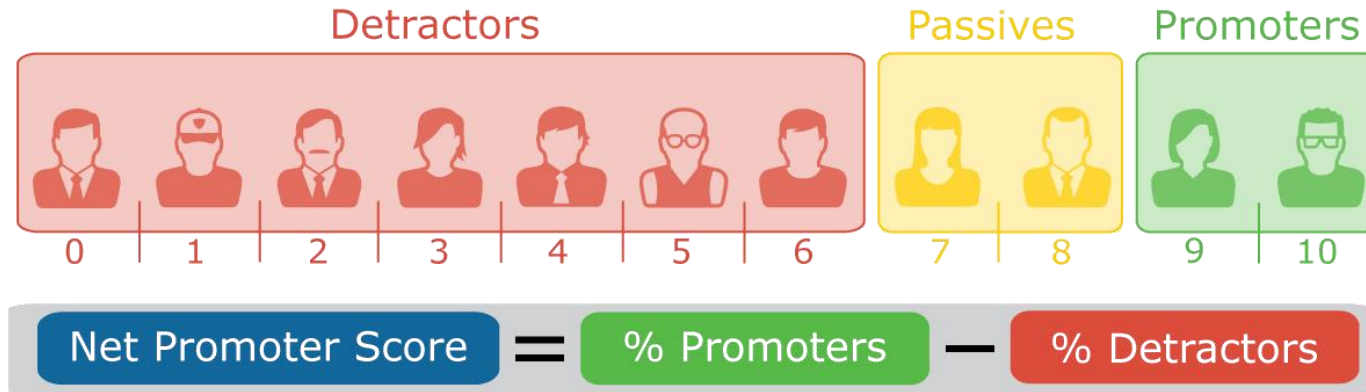
REDUCE CHURN



BETTER CX

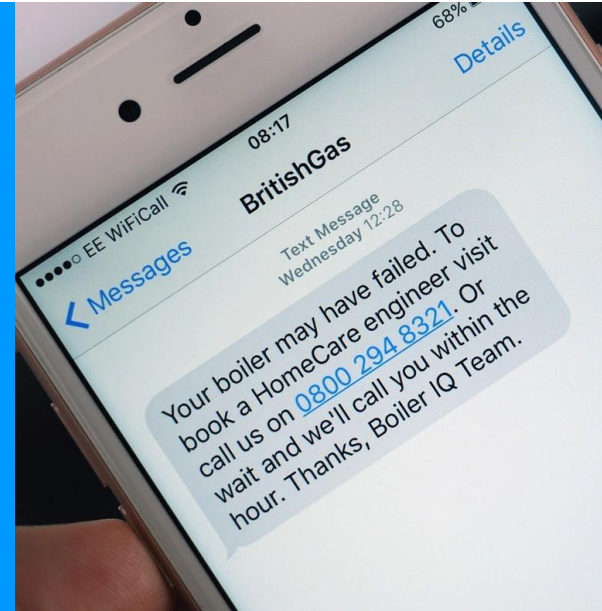


CAN IOT REALLY MAKE A DIFFERENCE?



Boiler IQ

Boilers just got smarter



Better for...

END-USER 

VENDOR 

PLANET 

DRIVERS FOR IOT **COST**

SECURITY

- Security is a process
- Take it seriously from day 1
- Keep taking it seriously
- Sleep well at night!

EVERYTHING CHANGES

Early Adopters:

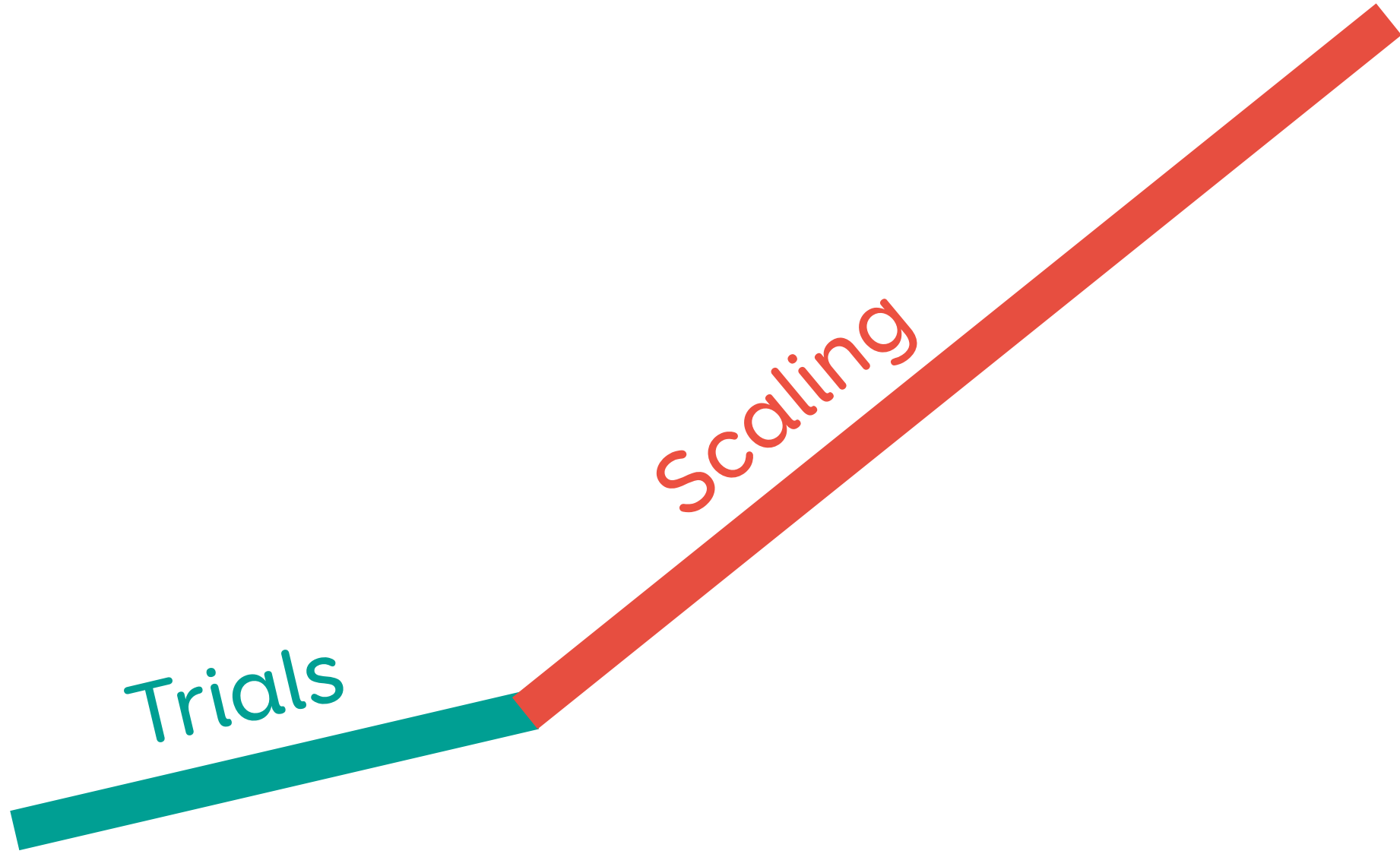
Your best friends

Your worst enemies

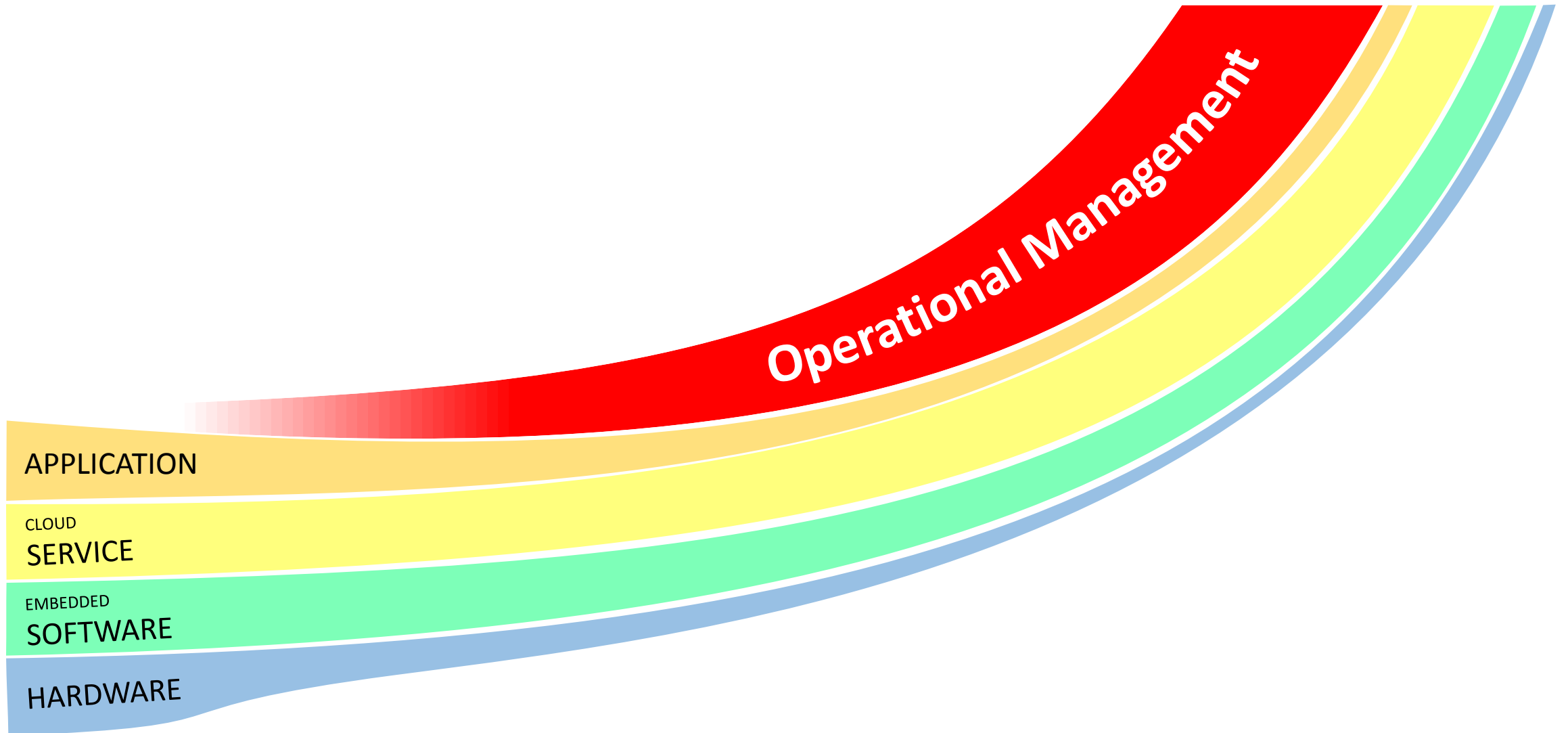
Technology Shifts



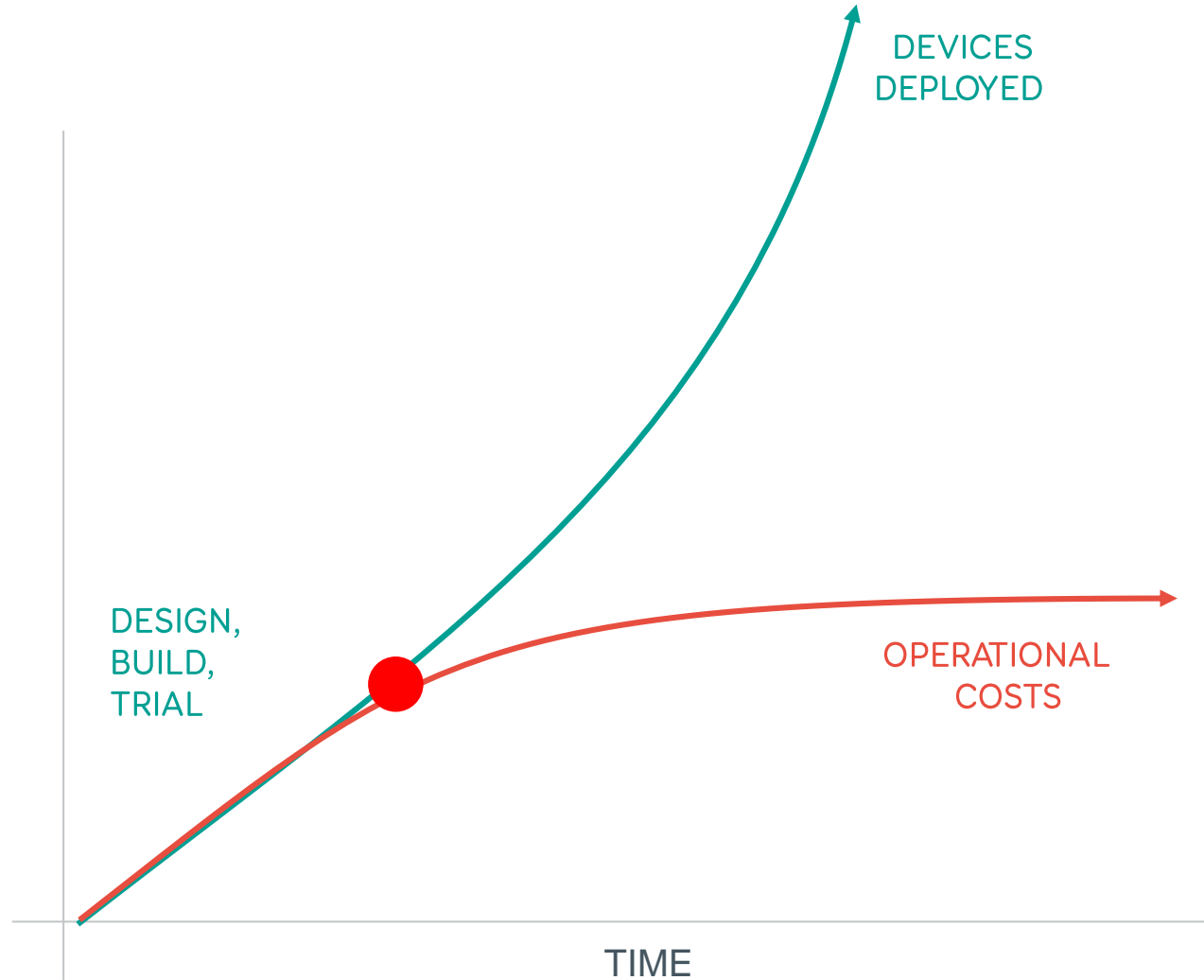
TRIALS \neq SCALING



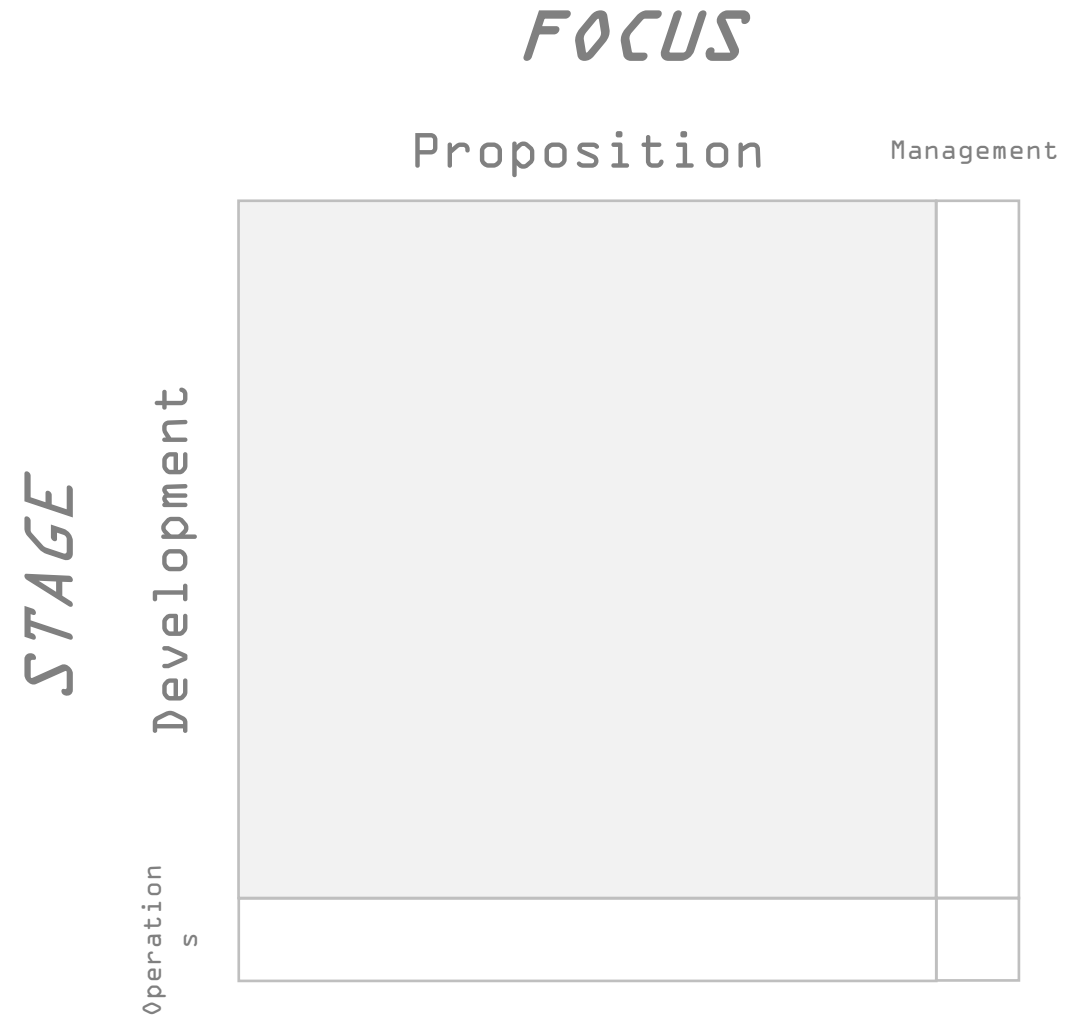
THE BIGGEST COST



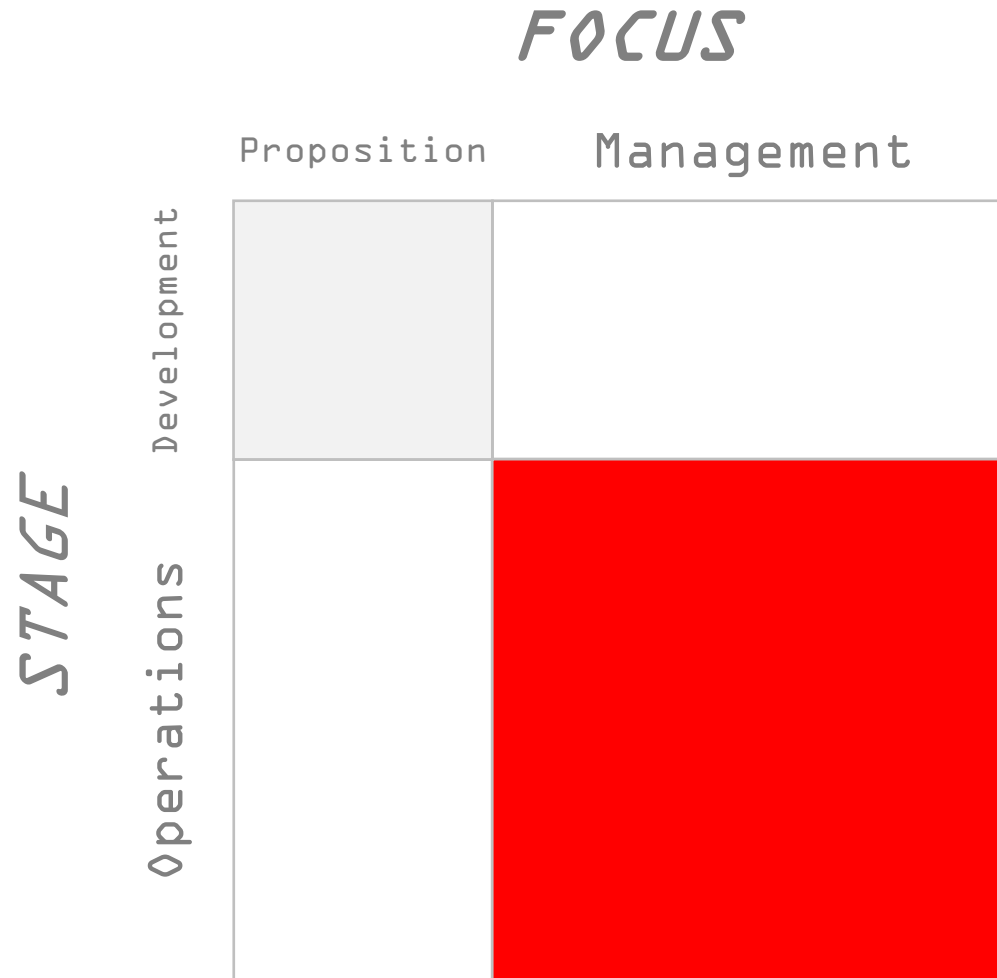
MANUAL DOESN'T SCALE



DESIGN



PRODUCTION



MANUFACTURED BY CAPITAL RECORDS, U.S.A. * LICENSED BY MANUFACTURER ONLY FOR NON-COMMERCIAL USE FOR PHOTOGRAPHS IN HOMES. MANUFACTURER AND ORIGINAL PURCHASER AGREES THIS RECORD SHALL NOT BE RESOLD FOR ANY OTHER PURPOSE *



(402-A)

Vocal
With Orchestra

AC-CENT-TCHU-ATE THE POSITIVE

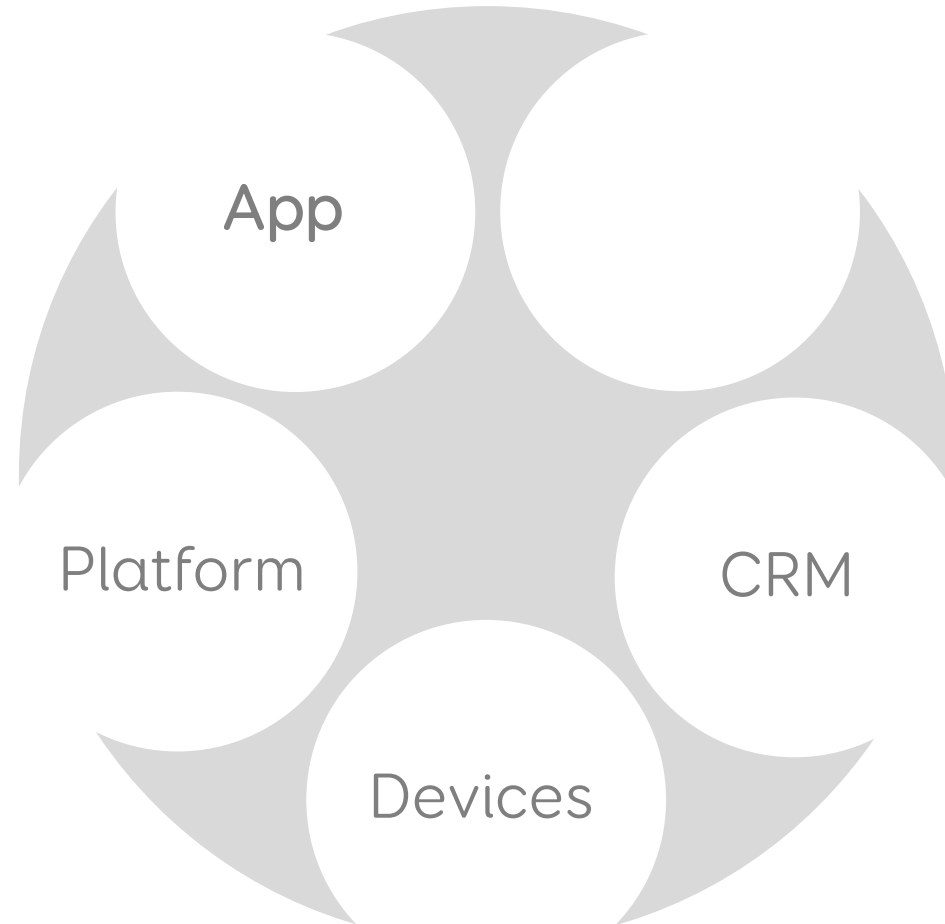
(Mercer-Arlen)
From Paramount Picture "Here Come The Waves"

JOHNNY MERCER

and THE PIED PIPERS
With Paul Weston and his
Orchestra

180

BEST-OF-BREED



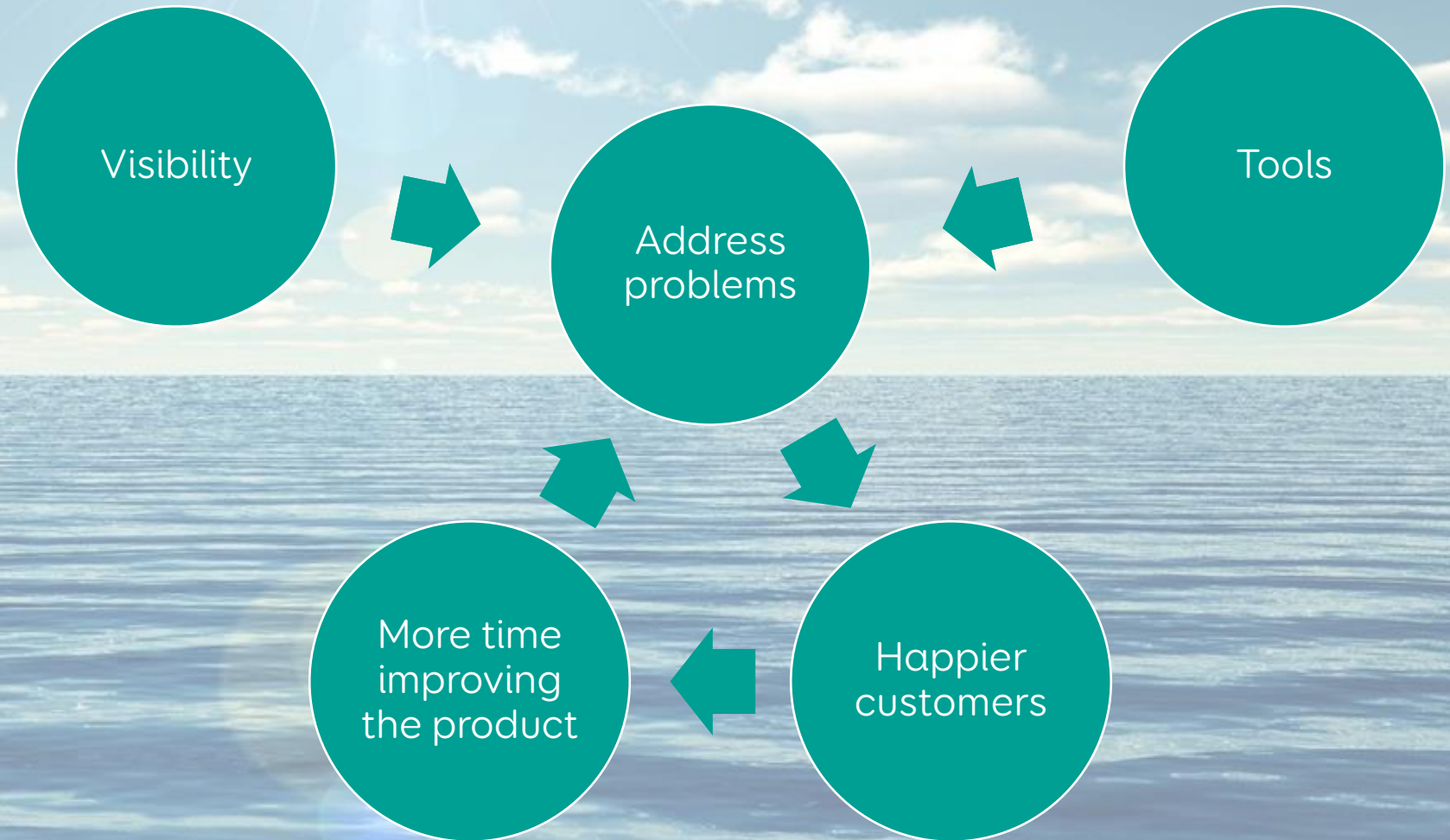
CURATED ECOSYSTEM



VICIOUS CIRCLE

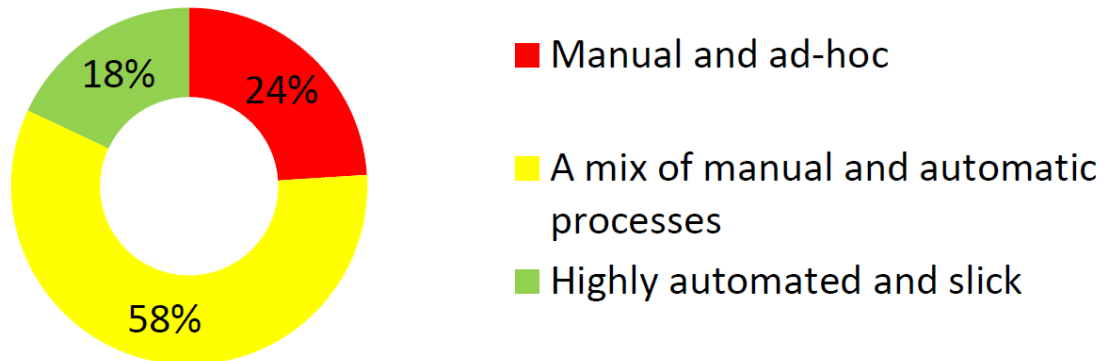


VIRTUOUS CIRCLE

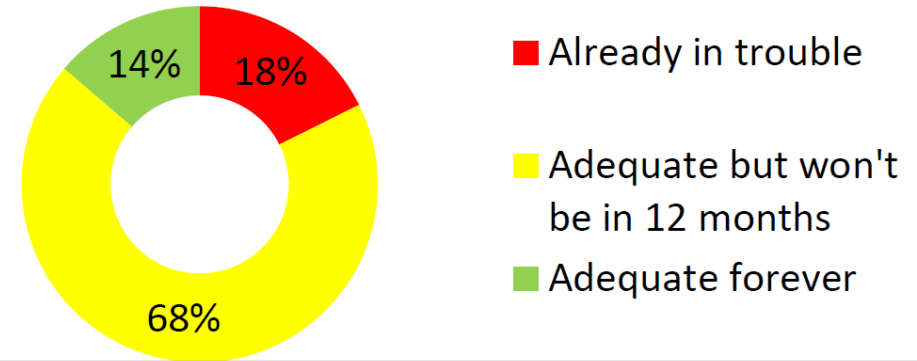


SURVEY (EXCERPT)

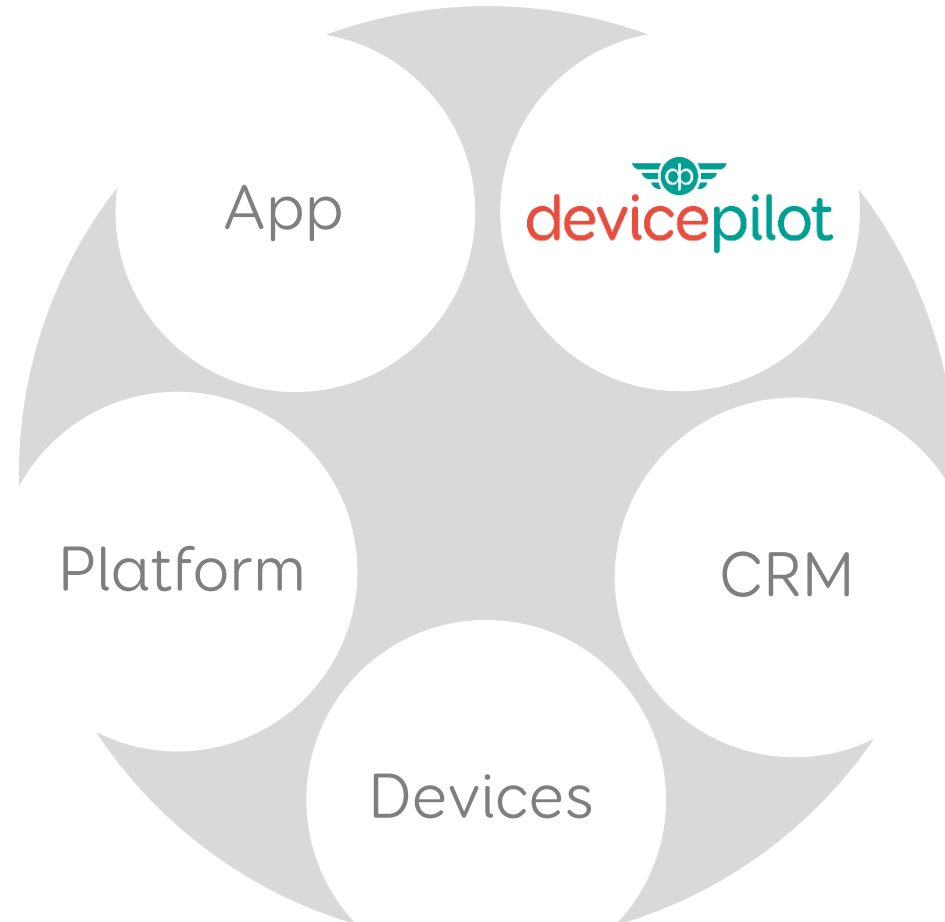
How devices are currently managed



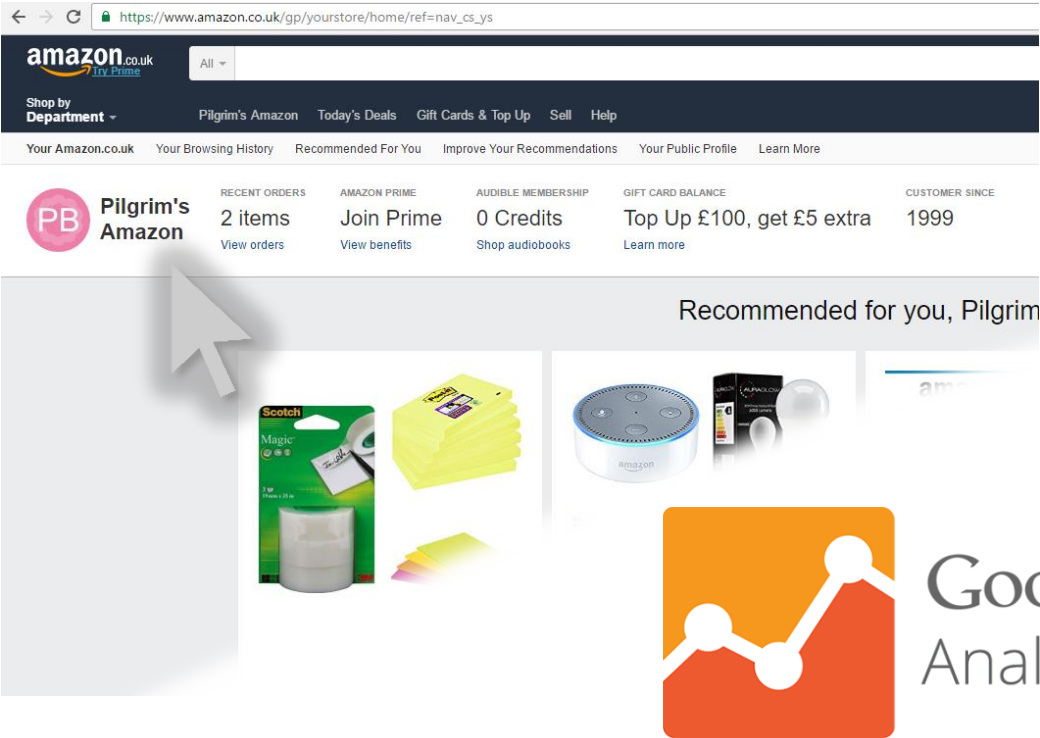
Experiences managing devices



BEST-OF-BREED



CUSTOMER EXPERIENCE



The screenshot shows the Amazon.co.uk customer account page for 'Pilgrim's Amazon'. The account details include: 2 items in recent orders, Amazon Prime membership, 0 Audible credits, and a gift card balance of £100 with an extra £5. The 'Recommended for you' section features products like Scotch Magic tape, Post-it notes, and an Amazon Echo. A mouse cursor points to the 'Recommended for you' header. The Google Analytics logo is overlaid at the bottom of the screenshot.



IOT DASHBOARD



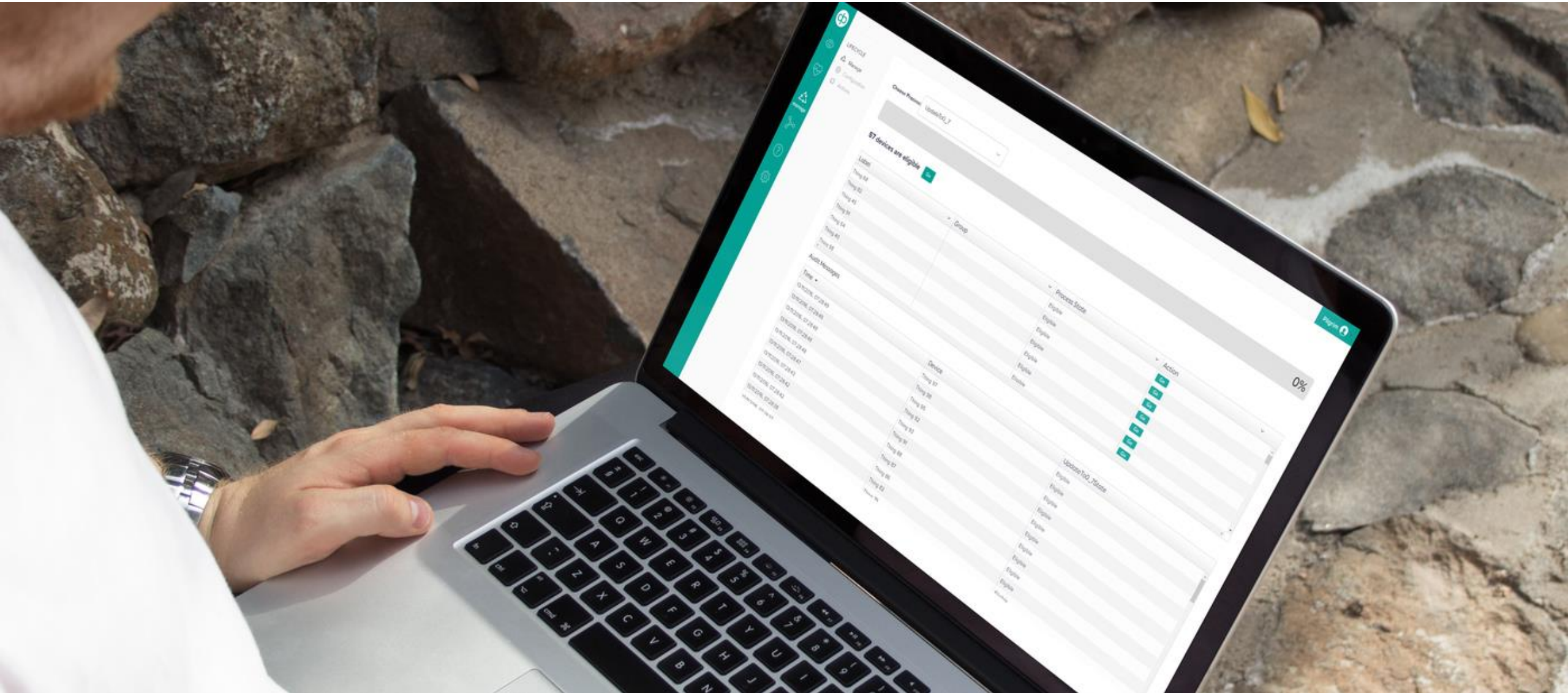
IOT ASSET MANAGEMENT



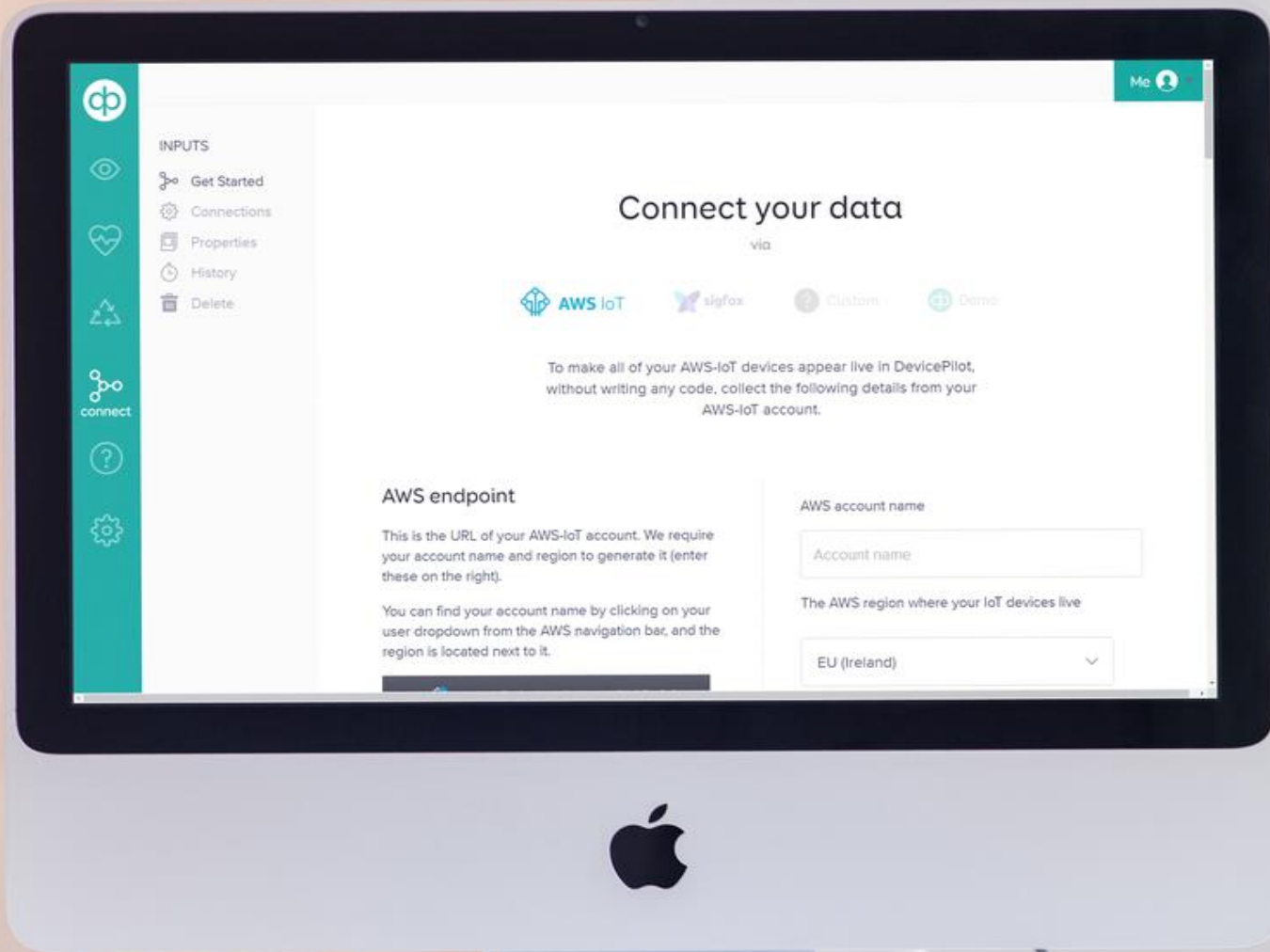
IOT MONITORING



IOT PROCESS AUTOMATION



EASY TO INTEGRATE





devicepilot

pilgrim.beart@devicepilot.com