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The new IoT era

The Internet of Things (IoT) has shown itself to be a key technology in the Digital Transformation. It has submerged us in a new social and commercial era, completely transforming the way in which we live and work and, above all, the way in which companies interact with the world, by way of a real connection between their employees and their machines.

IoT will allow companies to connect a huge ecosystem of devices and sensors that are capable of collecting large quantities of data that, with proper analysis, will allow them to make the best decisions at any given time.

This huge ecosystem covers anywhere from temperature or occupancy sensors to in-home heating and lighting controls, or to automated industrial systems for worldwide product transport, providing solutions for all sectors.

The IT technology and infrastructure necessary to take the leap into the IT proposal is within the grasp of companies of all sizes. And this universal access to technology means that every company should ask themselves if they are really implementing the right proposal and if they are benefiting from this new model.

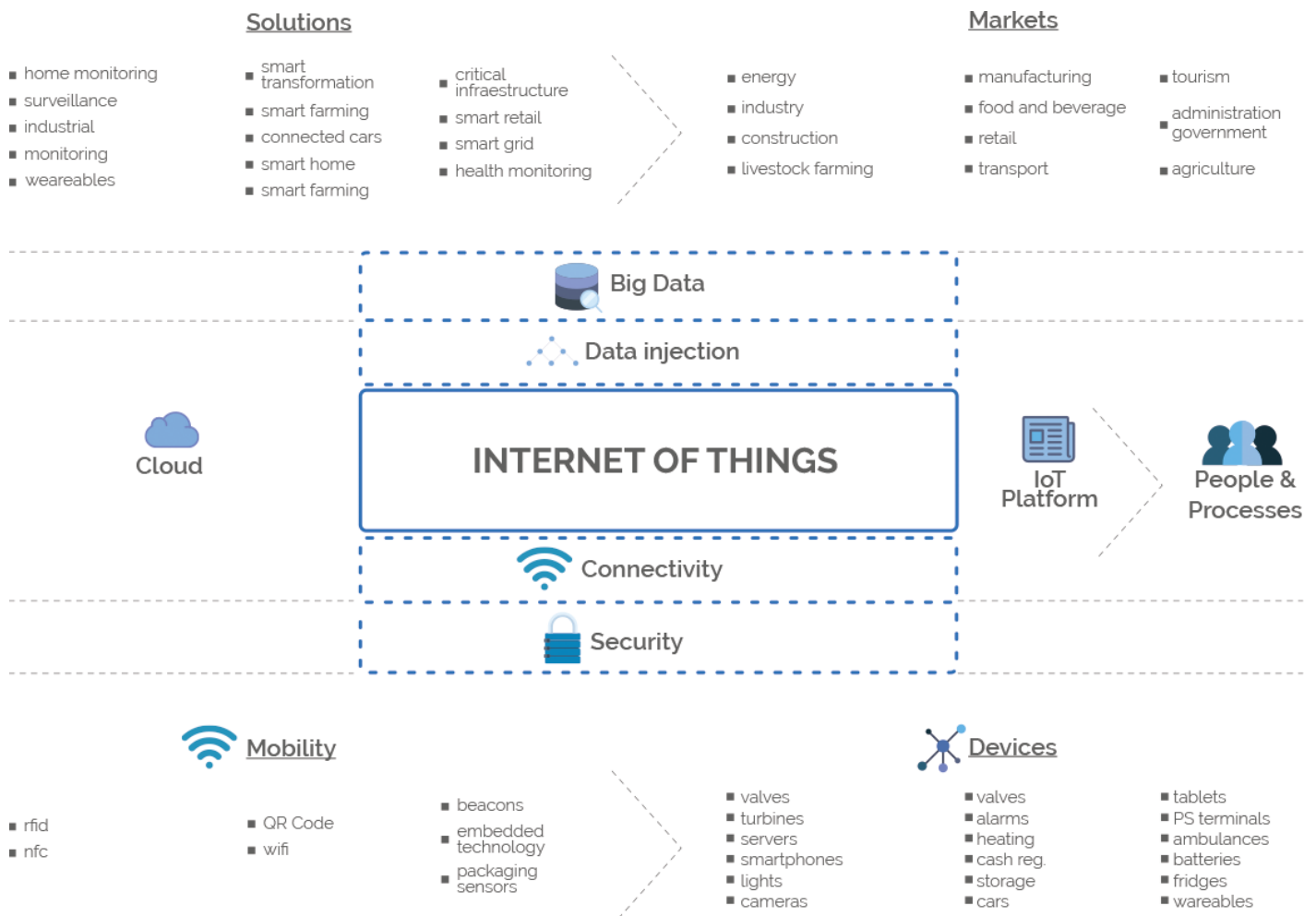
But will companies be capable of getting the most out of this new IoT era?

Everything will depend upon the IT technologies that a given company's IoT project is wrapped in. The real power of IoT resides in its capacity to convert a large volume of data generated by devices into truly useful information.

What IT technologies are key for IoT projects?

Connectivity – Analytics – Cloud

The new IoT era



In 2020, 6.6 billion “things” will ship, about two-thirds of them with consumer applications; hardware spending on networked endpoints will reach \$3 trillion USD in 2020.

(The Internet of Things: Making Sense of the Next Mega-Trend, 2014, Goldman Sachs).

Smart companies

IoT is not just a new way to gather data; more than that, it is a way to gather new data. This new era of IoT allows us to find out about many subjects that we previously could not, and from there, open a real mine of information for experts in each sector. Thanks to IoT, new and advanced methods can be implemented for many processes for production, sales, storage, transport, customer service, etc. Simply put: sensors hear everything.

IoT will transform our way of life and our companies

The manufacturing, retail, logistics, defence, tourism, security, health and sports sectors, among others, are already implementing IoT solutions and are in fact changing the core of their business to be successful and transform themselves digitally.

How can IoT help each sector? For example:



In the retail sector, IoT, or Internet of Things, let us improve the consumer purchasing experience and increase the level of sales, thus improving company profit.



IoT in the health sector is improving patient care and provider ROI.

Smart companies

Among the different uses of the IoT universe, the following are the most prominent:



PRODUCTION

IoT provides control and automation of the manufacturing process, optimising all production processes and product management until the moment they leave the factory.



RETAIL

IoT allows improvement of retail sector efficiency through the use of two key concepts it can offer you: Proximity Marketing (Heat Maps) to improve the purchasing experience and RFID Technology for 360° Management of the sales centre.



LOGISTICS AND TRANSPORTATION

IoT for Transportation monitors: Vehicles, merchandise, conservation status and geolocation to avoid theft and loss.
IoT for Logistics offers: the best delivery route.



AUTOMATION

IoT provides control and automation of the manufacturing process, optimising all production processes and product management until they leave the factory.



HEALTH AND SPORTS

The concept of "Effective Teleassistance" is made a reality with IoT, thanks to patient monitoring. The world of sports is one of the biggest beneficiaries of IoT as applied to health.



SECURITY

IoT democratises physical security services both at the business level as well as, most importantly, the personal level. Video surveillance solutions using sensors and all types of controlled devices, as well as cloud management, guarantee maximum security.



TOURISM

IoT allows you to offer personalised experiences thanks to geolocation and tagging for tourism-related locations: hotels with automation, universal connectivity for tourists, etc.

IoT: A business opportunity that IT Channel should take advantage of

Companies that will benefit most from IoT are the ones that have a good IoT strategy. There are several key IT solutions to bring this about, which present big opportunities for this channel: Connectivity, Security, Analytics, Hybrid IT and Data Capture.

The channel should create a real value chain for companies that want to base their business on IoT. It is not enough anymore to only offer technology that allows companies to connect a device or sensor and guarantee availability. In terms of IoT, the key to increasing business competitiveness is new data capture as well as commercial, marketing, production, storage and distribution processing that can be applied to this data.

This strategy should be maintained over time, and that is why the Internet of Things never stops unfolding. For a company to take on the challenges offered by IoT, it would be essential for the company to be supported by IT providers with transversal knowledge of the following technological areas:

Connectivity

IoT requires companies to have the highest quality connectivity with the largest capacity possible. The processes related to connected devices and sensors and the information that they generate are fundamental and the network must be available at all times. This is why redundancy is critical, and when facing a failure caused by any component of the network, it is key that another component automatically take over that function, both on wired and wireless networks.

Security

Security is another area of IT that is critical for Internet of Things environments. Connectivity is the first step that should be made for IoT. But both companies and the IT channel know that providing a secure connection is essential for being able to work without putting critical data generated by IoT at risk. The risk and investment that many sectors and companies are making in IoT requires that the devices and sensors be fully protected against cyberattacks, and the most important projects, such as patient monitoring or autonomous driving, be supported by security solutions.

IoT: A business opportunity that IT Channel should take advantage of

The IT channel should provide companies with a 360° IoT security proposal with network access proposals, whether for wireless or wired environments, or with security proposals for the data generated by the IoT, whether in local or cloud environments.

Analytics

Analytics is another building block of IoT. But in order to be able to take advantage of the power of the data captured by devices and sensors and convert the knowledge created into concrete present and future actions, it is essential that the technology and storage systems for large data volumes are updated and adapted for these requirements.

Hybrid IT

Hybrid IT is currently the most significant IT trend and the most widely adopted by organisations, as it is the result of the best of the traditional systems plus the capacity offered by a public cloud to create an infinite datacentre. In order to achieve this goal, network connectivity and infrastructure solutions must be implemented to the greatest extent possible.

IoT will make companies adopt the hybrid IT concept much more and take full advantage of its primary functionalities: scalability and business continuity. IoT is going to generate a large volume of data from the connection of millions of devices, sensors and machines that are and will be constantly sending data. Therefore, the datacentre must always be available to store and use this information.

Data capture

Finally, the “Intelligent Edge” technology is among those that generate the largest amount of business opportunities for the IT channel and which will help spring IoT implementation forward, allowing data analysis on the same device where it is generated, making the associated business more efficient.

Intelligent Edge brings computing and analysis to the perimeter of the IoT environment and enables acceleration of the decision-making speed to take full advantage of the business opportunities present.

IoT: A business opportunity that IT Channel should take advantage of



The IT channel should help companies to “identify, connect and protect IoT devices and sensors” as much as possible

Why HPE for IT Channel IoT projects?

HPE helps you to create an intelligent Internet of Things for you clients

The HPE IoT solutions proposal allows you to implement all of the infrastructure necessary to develop an intelligent IoT from the nucleus to the perimeter, just before the data capture sensors and devices—securely, of course.

HPE converts IoT data into a competitive advantage for companies

The HPE proposal for IoT and related services help the IT channel develop projects for their clients to transform their data while offering new knowledge for critical business decision making, improving operational efficiency and helping to create new products and services.

HPE is aware that IoT strategy implementation is complicated for companies. That is why HPE has the best solution and alliance ecosystem and would also like to have the most advanced IT channel in order to secure the greatest amount of success for IoT projects.

Enable digital business with HPE IoT solutions

Value creation is no longer based on connecting devices and having them available. The goal now is to gather data, validate them, enrich them with analysis, mix them with other sources and then expose them to applications that allow companies to obtain commercial value from these services.

Why HPE for IT Channel IoT projects?

HPE IoT Solutions



Perimeter networks

HPE Edgeline Converged IoT systems offer perimeter networks that can provide sure control and accelerate attainment of industry knowledge through the industrial Internet of Things.



Networks

The principal Mobile First solutions and services (which prioritise mobility) from Aruba include 802.11n wireless LAN networks, outdoor mesh networks, AirWave infrastructure management, ClearPass security and Meridian and BLE location-based services.



Aruba Security Products

Security solutions that protect IoT data against theft, modification and abuse with a strong network access point and behaviour analysis for all connected users and devices.



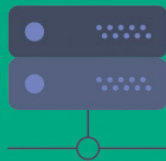
Composable Infrastructure

HPE Composable Infrastructure allows a template-based approach, with flexible computing, storage and structure groups in order to abstract infrastructure elements and automate operational changes.



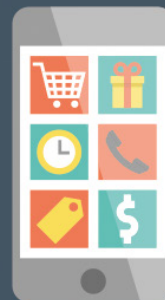
IoT Platform

The HPE Universal Internet of Things platform allows you to administer your IoT solutions and the vast array of data generated by connected devices in order to accelerate, simplify and connect your Internet of Things.



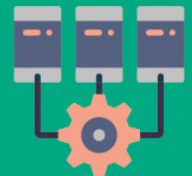
Servers

HPE servers are prepared for convergence and the cloud. They provide processing power and control, as well as resource agility for your entire infrastructure.



The Aruba platform prioritises mobility

A layer of intelligent software that converts connectivity into a rich experience for mobile users and includes location and context for the purpose of obtaining useful information for businesses and IT.



HPE Pointnext

HPE Pointnext offers an innovative IT service organisation that provides consulting, design, implementation, management and support services to accelerate your digital transformation.

Develop your IoT projects with HPE and Ingram Micro

The Internet of Things is accelerating digital transformation for many companies, giving them access to new business models and markets. Companies are aware that they must carefully choose which strategy they must adopt with respect to this new era of IoT.

Ingram Micro, as the leading wholesaler worldwide, has defined a very clear strategy with respect to IoT and the excellent business opportunity it presents for the sector. Our collaboration with HPE allows us to provide a complete IoT solution, from nucleus to perimeter, with advanced server, storage and network proposals, and specific products for IoT (such as their Edge Computing or IoT Platform proposals). The Ingram Micro proposal goes above and beyond, creating an IoT Division that offers critical perimeter products such as sensors, control systems, data capture systems, video surveillance, etc.

With our great HPE IoT infrastructure, IoT Division and our experience with cloud services, mobility, production and technology, we can collaborate with you in a more efficient way and achieve greater success in the sectors you work in or even allow you to access new sectors and generate more business opportunities.

Our mission is to become your business partner. To support you wherever you need it, and for you to count on us in order to offer complete and solid solutions, efficient and intelligent work processes and to shorten the sales cycle as much as possible in order to achieve greater profitability and faster adoption of the technology.

Our aim is to offer an IoT 360 solution in order to cover the complete life cycle, from evaluation, planning and design, to installation and launch, all the way through solution administration, with the best solutions on the market.

Contact us for all your Internet of Things projects. We at the HPE IoT Division will help you develop the best joint proposal.

If you would like more information or if you need help selling this solution to your clients, please contact our teams of HPE sales and pre-sales specialists at Ingram Micro

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Thanks for reading!