

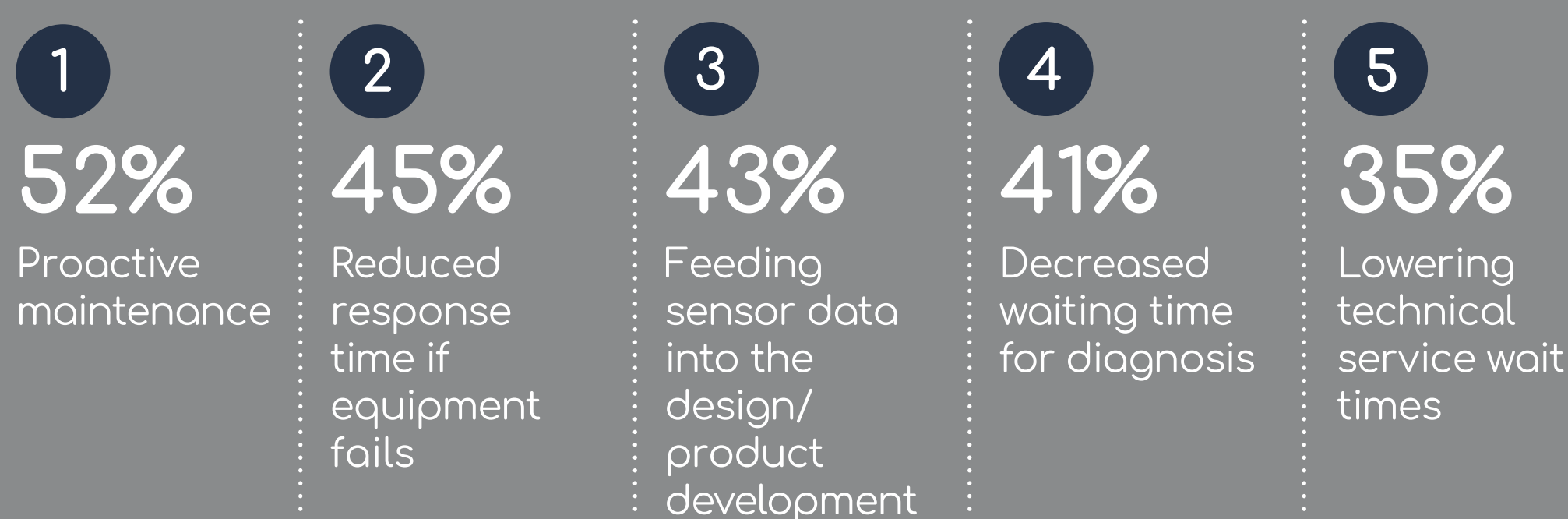
Early IoT Adopters in manufacturing Reveal How IoT Disrupted Business Models

What's Next on 2 Year Road Map...



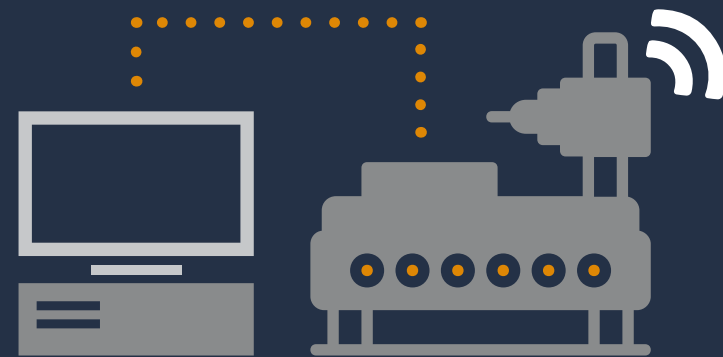
Manufacturers that have adopted a smart connected product strategy have seen benefits. Here are early insights... and a sneak peek of what's next.

Top 5 Current Priorities For Increasing Value From Your IoT Products



IoT Disrupts Design

Connected products deliver real time insight for improvement.



43% say feeding sensor data into design and product development is a top priority

49% are using IoT data to improve product quality



IoT Is A Catalyst for New Business Models

As a result of IoT, manufactures report embracing new business models including:

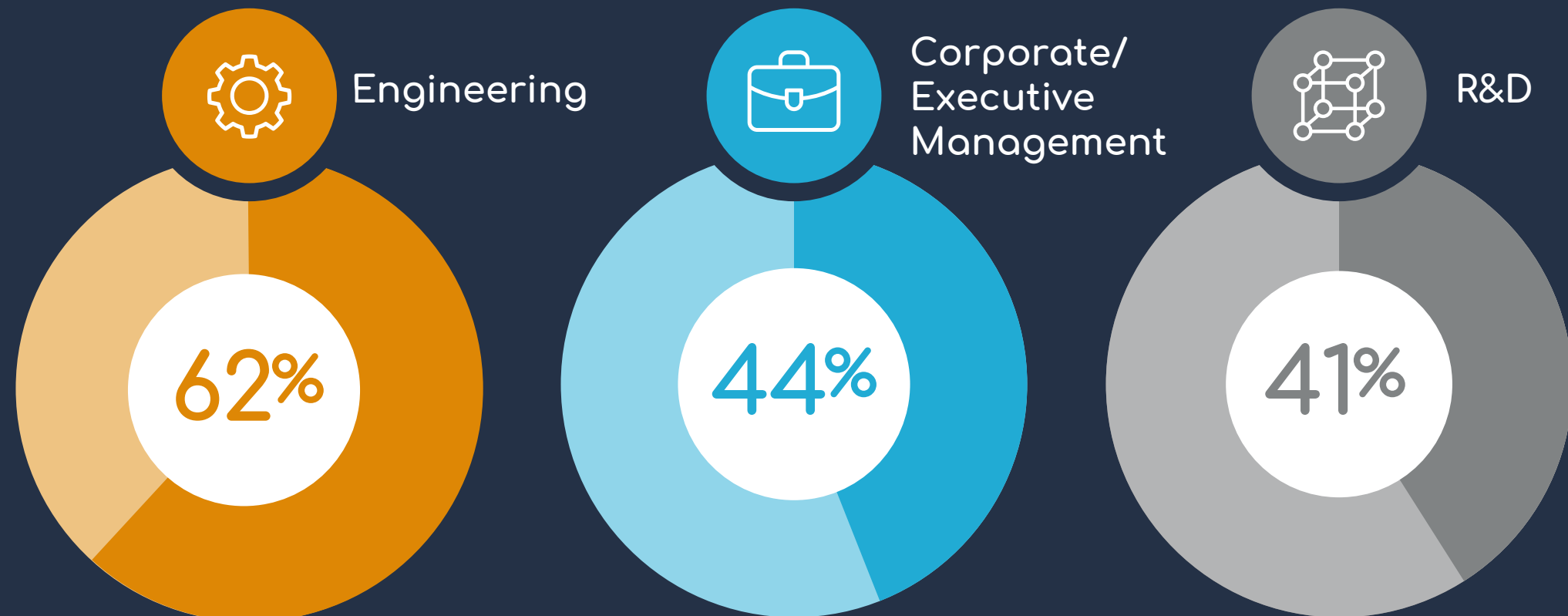
- 36% Predictive Maintenance
- 23% Performance based - Pay based on product's performance
- 19% Warranty - Pay fixed price as needed
- 14% Power by the hour - pay for services used
- 13% Ad Hoc - Pay for service as needed



For IoT Trailblazer's What's Next On The 2 Year IoT Roadmap

- 31% Extend product design, capabilities and/or functionality
- 25% Provide "data as a service" subscriptions to our customers
- 22% Gain a better understand how customers use our product(s)
- 20% Reduce product development costs and/or cycles
- 15% Better manage spare parts inventory & distribution

Who Is The Primary Internal Champion for IoT?



Want to learn more? Go to electricimp.com

Source: Leveraging IoT Data. Survey of Early Adopters In Manufacturing Autodesk/Penton Research, August, 2017.

*Multiple selections were allowed