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VENDOR IN MACHNATION'S
2018 IOT DEVICE MANAGEMENT
SCORECARD

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Introduction

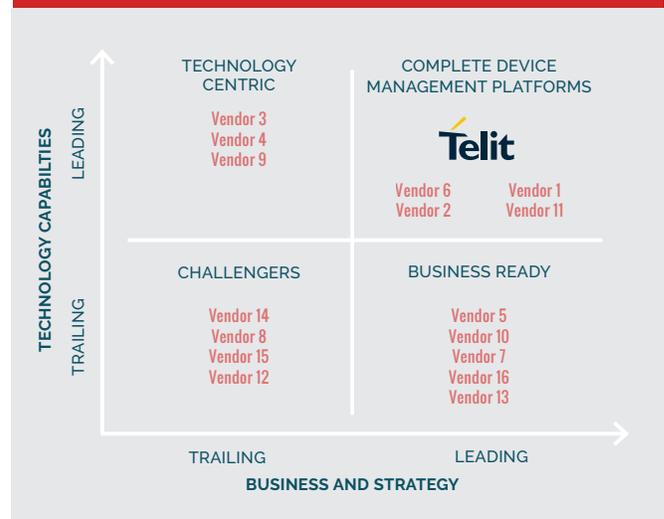
The IoT device management (DM) space is one of the most important and complex technology areas of the Internet of Things (IoT). According to MachNation forecasts, worldwide IoT application enablement and device management revenue will be USD 3.3 billion in 2018 and will grow to USD 64.6 billion by 2026 at a compound annual growth rate (CAGR) of 45%. Enterprises realize that support for IoT devices in a heterogeneous environment enables them to launch new services, create revenue opportunities, and minimize solution support costs.

IoT Device Management Platform (DMP)

An IoT device management platform (DMP) is an offering that provides device lifecycle management functionality associated with the deployment and management of IoT assets. Typical IoT assets include IoT gateways, retrofitted and new industrial equipment, and Linux-based devices like Arduinos. Typical DM functionality includes asset provisioning, firmware upgrades, security patching, alerting, and reporting on specific metrics associated with IoT assets.

MachNation rated the IoT device management vendors across a set of requirements spanning four distinct categories. The four categories of requirements consist of 18 sub-requirements which are the underlying basis of MachNation's evaluation.

MachNation IoT DM ScoreCard 2018 Technology vs. Business & Strategy



The four categories are:

- Integration
- Lifecycle Management
- Architecture and Security
- Business and Strategy

Based on MachNation's in-depth analysis of 17 IoT device management vendors, MachNation rates Telit as a leading IoT device management vendor.

Below, we describe some of Telit's unique strengths and differentiators cited in MachNation's ScoreCard.



Telit Overview

Telit provides modules, platforms, and services to its carrier, vendor, and enterprise customers. With a heritage in IoT modules, Telit addresses the needs of companies requiring cellular, GNSS, and short-to-long range wireless solutions. Telit's IoT Portal is a SaaS IoT application enablement platform, born out of technology acquired from ILS Technology. The platform features strong integration with Telit's line of IoT devices yet provides a flexible device integration layer for support of third-party devices. The Telit deviceWise service allows customers to integrate edge devices, production assets, or remote sensors with applications or back-office systems.

Telit has a particularly strong offering in the growing IoT device management ecosystem. MachNation believes this strength comes from its support for industrial and LWM2M devices, excellent developer support, and recent improvements to triggers, data management workflows and cloud-to-cloud integrations. In particular, MachNation cited Telit's unique strengths in the following areas:

DeviceWise provides good support for industrial and LWM2M devices. Telit provides an asset gateway that supports flexible data normalization and data management for edge devices. This capability is particularly significant to industrial IoT customers where high volumes of locally generated data have a low signal-to-noise ratio. Telit's deviceWISE for Factory service also supports a broad range

of industrial IoT devices including many PLCs. In addition, Telit has recently adopted support for OMA LWM2M, enabling customers to leverage a next-generation, standardized, device management protocol alongside existing protocols and connected assets. Together, these capabilities enable enterprises with industrial IoT requirements to easily integrate existing brownfield devices into an IoT platform with reduced complexity and development investment.

Excellent developer support is provided across the entirety of the offering. Telit provides nearly every developer-enabling aspect desired by a customer including comprehensive and cogent platform and developer documentation; platform diagnostics and logging; and in-browser API access, especially for larger and more complex deployments. Increased developer usability leads to faster time-to-market and lower development costs. In addition, smaller IoT customers also benefit, because all documentation is made publicly available and the IoT Portal can be publicly accessed.

Telit has made improvements to triggers, data management workflows, and cloud-to-cloud integrations. Building on top of the already capable cloud triggers system, Telit has expanded its offering to include integration of campaigns into triggers, allowing well-managed execution of actions and complex logic across fleets of devices. Other new capabilities include advanced data normalization and transformation logic within cloud triggers, enabling additional compatibility with proprietary device data models. Finally, Telit has also expanded its northbound cloud-to-cloud

integration with various public cloud vendors, enabling customers to easily select normalized or raw data streams to forward to Google Cloud, Amazon Web Services, and Microsoft Azure. These enhancements further optimize the value provided to customers, by enabling complex functionality through heavily productized interfaces and reducing implementation complexity and development costs.

Conclusion

Based on MachNation's in-depth analysis of 17 IoT device management vendors, MachNation rates Telit as a leading IoT device management vendor.

MachNation is the only insight services firm exclusively dedicated to covering the future of Internet of things (IoT) middleware, platforms, applications and services. MachNation specializes in understanding and predicting these technology sectors including their impact on digitization, hardware, communication services and support tools. MachNation specialists have provided guidance to the majority of the world's leading IT and communications firms.

