

A low-risk proof of concept is the best way to introduce IoT to any organization. The first step of the Losant PoC process is DEFINE. Begin to define your project using this worksheet. Visit www.losant.com/proof-of-concept for more information.

1/ CONTEXT Recall an observation from your floor, office, campus, or warehouse environment. What is the question, problem, simple observation, opportunity or idea?

Example: The Facilities team noticed several empty desks after switching to hot desking and wants to know if the desks are being utilized.

2/ GOAL
One thing that you would like to accomplish overall.
Fill in the blank: I want to...

Example: I want to better understand the utilization of hot desks.

I want to

3/ CONCEPT
Information that is required to accomplish your goal.
Fill in the blank: I need to know...in order to accomplish my goal.

Example: I need to know how often desks are being used.

I need to know

in order to accomplish my goal.

4/ PROOF
The questions that need to be answered to prove the concept.
Fill in the blank: Can I...?

Example: Can I accurately detect when a person is sitting at a desk?

Can I

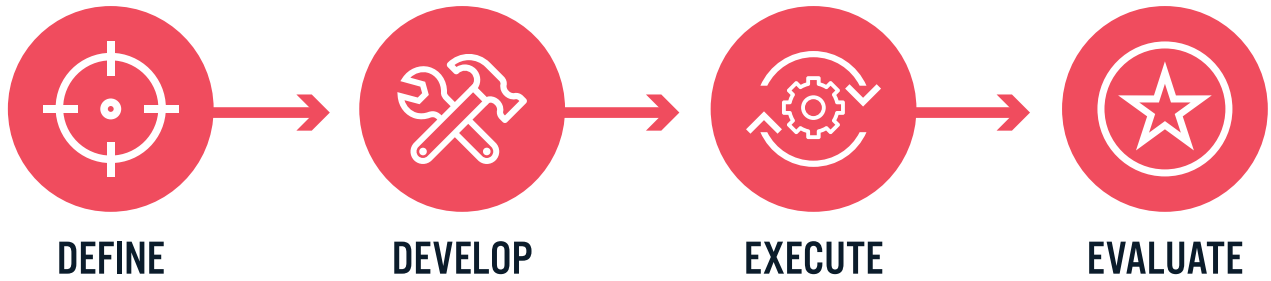
5/ RISKS
Barriers that could prevent you from proving your concept.
Fill in the blank: I am aware that...may negatively impact this project.

Example: I am aware that employees may be uncomfortable with being tracked and this may negatively impact this project.

I am aware that

may negatively impact this project.

THE POC PROCESS



*What problem are you trying to solve?
What data do you want to collect?*

POSSIBLE SMART ENVIRONMENT APPLICATIONS

- Innovative workspaces
- Smart appliance integration (dishwasher, coffeemaker)
- Space utilization
- Resource management in real time
- Hot desking
- Asset tracking
- Enhanced security
- Seamless conference room presentations
- Energy efficiency
- Employee retention based on a one-of-a-kind experience
- Data-driven decision making
- Air quality measurement

LOSANT'S PROCESS FOR GETTING STARTED

- Identify the problem or opportunity area
- Take inventory of existing data and systems
- Determine metrics
- Select partners
- Initiate a proof of concept

ACTIVATE YOUR TEAMS

- Facilities
- IT
- Security
- HR

WHAT IS LOSANT?

The Losant Enterprise IoT Platform is an application enablement platform which allows enterprises to effectively build applications and create solutions that securely scale to millions of devices. All of Losant's components, from Edge Compute to End-User Experiences, work seamlessly together to transform real-time data from connected and non-connected devices into tailored IoT solutions.



WWW.LOSANT.COM

