

# DISCOVER THE BENEFITS OF INDUSTRIAL EQUIPMENT MONITORING WITH LOSANT

OEMs have the power to create new revenue streams and extend new services to customers by using IoT to monitor their equipment. Insights can lead to better parts and products, and an advantage over competitor offerings.

The Losant Enterprise IoT Platform has already helped a number of OEMs implement cloud monitoring solutions, and here's why: When a product is purchased and released, manufacturers often have limited data about how the equipment performs in its intended environment, although this data is immensely valuable. By retrofitting or manufacturing your equipment with connected sensors, you can monitor the condition of machines in the field to offer low-cost condition-based maintenance solutions to customers, and/or gather data points for future product improvements.

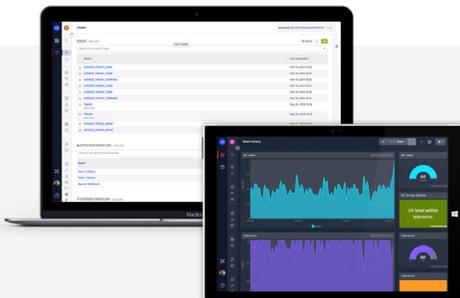
Some of our clients have created new revenue streams using the data from their IoT applications, by offering their customers a proactive approach to maintenance.

*While the thought of preparing for Industry 4.0 brings large investments and system overhauls to mind; the great news is that you don't have to create a completely new operation to get started with industrial equipment monitoring using IoT.*



## CASE STUDY EXAMPLE

Verizon, one of the America's largest communication networks, now offers condition-based maintenance solutions to its OEM customers. Today, OEMs can remotely monitor their machines from anywhere in real time using an app. Verizon customers are able to increase the accuracy of diagnostic tests, save maintenance budgets by responding only to inconsistent sensor data instead of schedules, and reduce the number of maintenance calls. This solution, which is built on top of the Losant Enterprise IoT Platform, extends the life of equipment and returns immediate value to the customer.



## LOSANT ENTERPRISE IoT PLATFORM TEAM: WHAT WE BELIEVE

Losant is a progressive product team composed of software engineers, solutions engineers, and automation specialists. Together, we produce superior technology for enterprise IoT solutions. We believe in continuous improvement and work toward our vision of an ever-connected world. As we adapt to our changing environment and add features to our IoT cloud platform, we consider usability, flexibility, reliability, and security to promote ease of use for our customers.

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## KNOW MORE

*Product development and innovation.*

Make future product improvements and decisions with real data from the field. Each year, product managers from a range of industries fund research studies to learn how products perform against different environments, how customers prefer to use products, how to improve. Losant can help you collect, organize, analyze and use the data from your products.



## SEE MORE

*Real-time data from your machines.*

Provide your customers with real-time information from new or existing machinery using edge gateways. Get a competitive advantage by allowing your customers to monitor conditions and keep track of production from anywhere using an app. Users can visualize data on indoor maps, comparison graphs and more with the Losant platform.



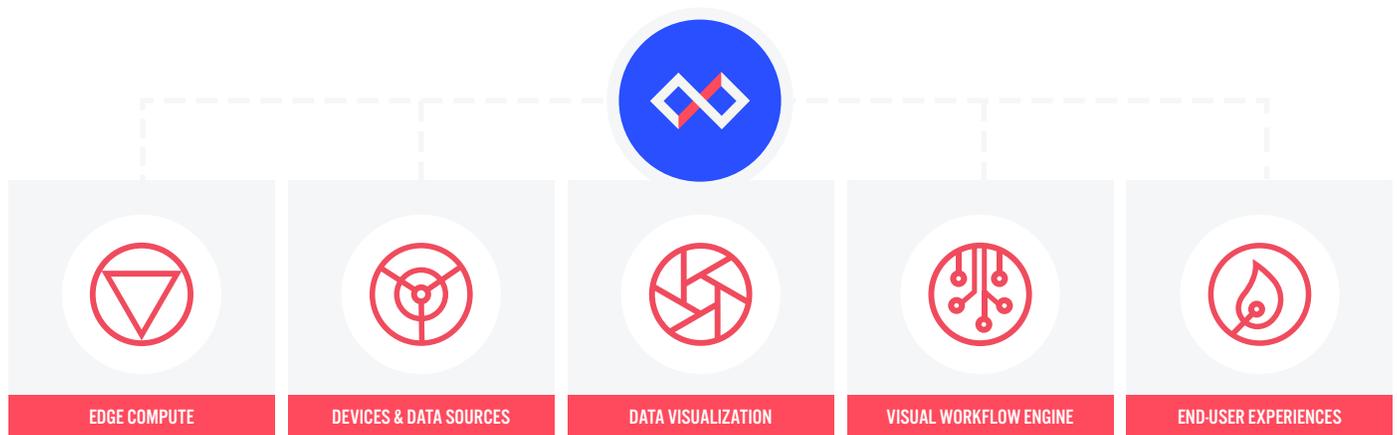
## OFFER MORE

*Proactive maintenance solutions.*

Losant Edge Compute is used to tap into the data already available on your machines and report it to the cloud. Field technicians can respond to inconsistencies in specific components instead of spending time diagnosing a problem. Remote cloud monitoring can help reduce your customers' maintenance spend and overall operational costs, reduce the frequency of service calls and extend the life of your machines.

## LOSANT PROVIDES THE TOOLS YOU NEED TO SUCCEED

The Losant Enterprise IoT Platform is an application enablement platform which allows enterprises to effectively build applications that securely scale to millions of devices. With real-time stream processing and batch processing capabilities, users can create dynamic experiences and perform complex analytics. All of Losant's components, from Edge Compute to End-User Experiences, work seamlessly together to transform data into tailored IoT solutions.



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