Professional services

for the connected industry
Who we are

2004
Founding in Munich

1.8K+
Finished projects

2
Locations (Germany / U.S.)

150+
Aggregated years of project experience

700+
Satisfied customers

50
Employees
Everything revolves around

- Digital business models
- Digital customer service
- Create customer value
- Increase efficiency of processes
- Mindset industry 4.0
- Big data
- Data preparation
- Platform architecture
- Data virtualization
- Stream analytics
- Overall equipment efficiency
- Predictive maintenance
- Machine learning
- Artificial intelligence
Forrester about IoT Big Data
Intr

Data virtualization
Remote services
Proactive+predictive maintenance
B2B shop
Digital content
Product as a Service
App store
Capacity marketplace
M2M payments
Autonomous Manufacturing
M2M payments
Autonomous M2M communication
A.I. based services on demand

Mindset
Product enrichment
Connected hardware
Sensors + connectivity
Manufacturer becomes operator

Digitization assets + processes
Digital services

Digitization assets + processes
B2B shop
Digital content

Digitization assets + processes
B2B shop
Digital content

Tactical
Strategic

Complex
Simple

ROI

elunic
IIoT maturity curve
OneTouch Optimization Platform

**Modules and solutions**

- **Digitization**
  - Professional services
  - Asset virtualization
  - Process digitization

- **Digital services**
  - Apps
  - Digital service contents

- **Connected hardware**
  - Sensors + installation
  - Connectivity + edge computing
  - Data integration + pattern analysis

- **Big data solutions**
  - Data quality
  - Data preparation
  - Data integration virtualization
  - Data visualization
  - Pattern recognition

- **Autonomous M2M communication**
  - Machine learning
  - M2M payments

- Use of leading platforms and modules
- Scalable solutions with focus on security
- Seamless integration with existing IT and data sources
MCKINSEY & COMPANY SURVEY

Industry 4.0: How to navigate digitalization of the manufacturing sector

BENEFIT
By using digital technology in production - 2015 to 2025

- **Machine life**: +20% to +50%
- **Storage cost**: -20% to -50%
- **Machine downtime**: -30% to -50%
- **Saved time until market launch**: -30% to -50%
IIoT provider & specialization

IIoT business landscape

- First mover
- Scaleability reliability
- 3rd party support
- Known system environment
- On premise / hybrid cloud
- Compliance
- Big data / security
- Machine learning
- Data trust?
- Data protection Germany
- Mobile connectivity
- Open source or Azure
- Cheap on long licensing
- Based on enterprise agreement
- On-demand / data / IOPS
- cooperation with Azure

- ~ 300 platforms in the initial stage
- Market leader uncertain in 5 years
- Interchangeability of IIoT platforms is important (multi-cloud)
Choice of ML algorithm depending on parameters:

- Purpose: Classification, Quantization, Clustering
- Number of records
- Available resources (IOPS, RAM)
- Test findings
- Data quality

1. Are the categories known?
   - Yes:
     - >100 data sets?
       - Yes: Linear SVC, SGD Classifier, KMeans SVC, MeanShift
       - No: Naive Bayes, Kernel approx.
   - No:
     - Is the quantity known?
       - Yes: Ridge Regression, SVR (linear), SGD Regressor
       - No: Randomized PCA, Isomap, Randomized PCA, Kernel approx.
• **Scalability** of individual components
• Improved **maintainability**
• Thematic separation in **collaboration of several teams**
• Use of different **tech stacks as needed**
• **Black box principle** between services
• Architecture with **high cohesion and low coupling**
**Best Practice:** Fast start with elunic and continuous knowledge transfer

1. Connection of machines, service integration and operation (fully managed)
2. Over time incorporation of internal IT and API connectivity (hybrid)
3. Knowledge transfer for own use and further development of the applications (Self Serve)
elunic digital audit

Understanding individual challenges

Questionnaire

Interviews

Workshop
elunic

Why elunic?

IIoT experts - Software DNA
• Highly qualified and specialized experts
• Industry and best practice experiences
• Large client service team in Europe (50 employees)
• IIoT partner at eye level

Platform know how
• Independent partner and integrator
• Know-how AWS, Azure, Adamos, Telecom
• Multi-platform integration

Fast prototype realization
• Standardized functional modules for fast and cost-efficient development of a microservice architecture
• Fast proof-of-concept based on agile development concepts
• Iterative procedure

Integration into existing infrastructure
• Interfaces and software evolution instead of rewrites
• Flexibility: we adapt your tech stack
Good hardware requires excellent software.

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