

PARTNERING WITH INTEL

Accelerating IoT Business Value

Meredith Jaeger

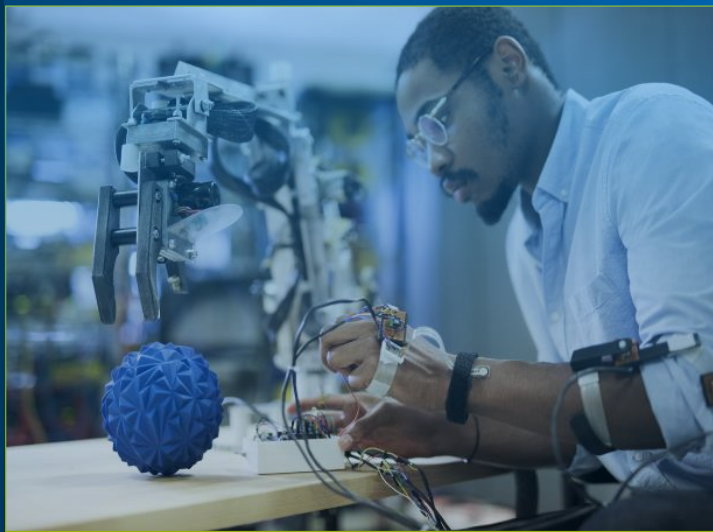
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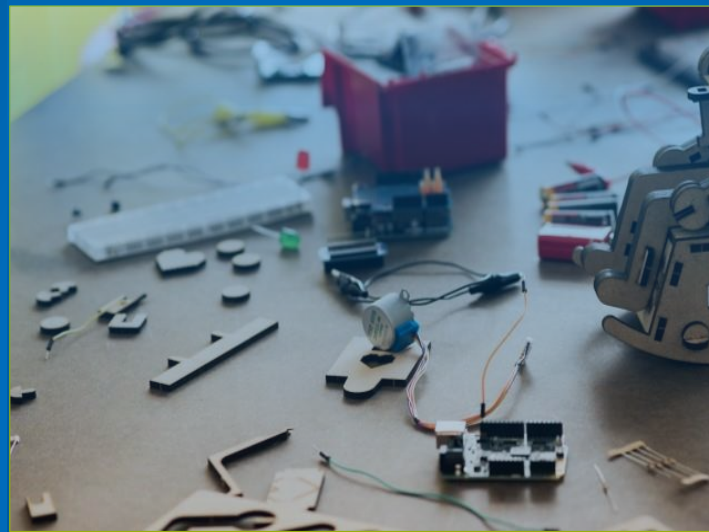
IOT IS TRANSFORMING THE WAY WE LIVE AND WORK



BUT CAPITALIZING ON IOT CAN BE A CHALLENGE



Where do I find solutions that address my business needs?



How do I ensure everything works together?



Will my investment pay off?

INTEL® IOT RFP READY KITS

Purpose Built to Optimize IOT Deployments

INTEL IS ACCELERATING IOT SOLUTIONS WITH INTEL® IOT RFP READY KITS



Intel® IoT Request for Proposal (RFP) Ready Kits combine **Intel-powered**, commercially-hardened hardware, software and support to solve specific customer needs

Pre-Integrated and Proven

- **All-in-one** Hardware, Software, SDKs, APIs, Demos and Instructions
- **1st phase Deployed and Proven** in a Customer Environment
- **Verified Availability, Distribution, Pricing and Support**

Broadly Compatible

- **Customizable and Ultra-Compatible** APIs and Components
- **Potential for Expanded Integration** with Cloud Platforms and Value-Added Services

RETAIL RFP READY KITS



Overview

Retailers IoT offers unlimited opportunities to increase supply chain efficiencies, develop new services, and reshape the customer experience.



Explore IoT Retail solutions

Click on the solutions below to view a one-page overview with access to links, resources, and additional material.

Kiosk & digital signage

Example
Target
Audience

Retail marketing department

AAEON Embedded Multi-Vision Starter Kit

AAEON Smart Vending Kit

Advantech UShop+ Intelligent Digital Signage

Advantech UShop+ Intelligent eMenu Board

Advantech UShop+ Store Traffic Analytics

XOGO Mini 4k Digital Signage

Seneca and Navori Digital Signage Bundle

POS & mobile POS

Store operations

Nexcom Smart Self-Ordering Kiosk

FranPOS

BOE New Vending Machine Retail Suite

Inventory Management

Retailer store and warehouse managers,
operations/supply chain management

ARBOR Retail & GOT Solution

THERE ARE TWO WAYS FOR HARDWARE AND TECH PROVIDERS TO GET INVOLVED

1) Create an Intel-based IoT solution with Intel and Intel's ecosystem

2) Submit a complete solution to the Intel® IoT RFP Ready Kit Initiative

Provider submits an IoT solution to the Intel® IoT RFP Ready Kit Initiative

Intel assesses kit submission according to Intel RFP Kit criteria

Intel approves or provides feedback on gaps

If approved, Intel publishes kit to internal and external sites

INTEL[®] IOT MARKET READY SOLUTIONS

Making it easier for businesses to realize value from IoT



**WE OFFER END-TO-END SOLUTIONS
THAT BRING TOGETHER THE ENTIRE VALUE CHAIN**

VALIDATED THROUGH A RIGOROUS VERIFICATION PROCESS



Intel's Core Initiative Team verifies each end to end solution against 25 rigorous criteria including...

- Deliverable through one provider
- Commercially deployed in market & repeatable at scale
- Support for business insights
- Demonstrated value in a customer environment
- Built on **Intel®** IoT Technologies



MAKING IT EASIER FOR...

Customers to Realize Solution Value



Solution Partners to Get Solutions to Market



Integrators to Implement Solutions



THE INTEL® IOT MARKET READY SOLUTION PORTFOLIO INCLUDES SOLUTIONS ACROSS VERTICAL FOCUS AREAS

Retail Solutions



- Connected Retail
- Inventory Management
- Visual Displays

Industrial Solutions



- Building Management
- Energy Monitoring
- Remote Monitoring
- Connected Worker
- Connected Factory
- Predictive Maintenance
- Logistics and Asset Management
- Inventory Management

Smart Cities, Healthcare, & Video Solutions



- Health & Wellness Monitoring
- Connected Transportation
- Environmental Monitoring
- Outdoor Lighting
- Visual Displays
- Video Monitoring

RETAIL MARKET READY SOLUTIONS BY USE CASE

Connected Retail 	Inventory Management 	Visual Displays 	
Advantech UShop+*	BT Acuitas Digital IoT Store Platform*	Acrelec ADDIE*	LG-MRI BoldVu Kiosk*
Cisco Store Fabric	Dell IMS Evolve*	Centerm Smart Banking Solutions*	Meeting Machines Conference Room Digital Scheduling*
IntraEdge GPDR Edge*	Detego Responsive Retail*	CIVIQ Waypoint*	Newline TRUTOUCH X*
Nexcom Smart Shelf Solution for Targeted Advertising*		Four Winds Interactive® ENGAGE™ Solution*	Vestel Meeting Collaboration Cloud*
Vendron Smart Vending and Automated Retail Solution*		Giada-Shutuo Smart Digital Signage*	ViewSonic ViewBoard*
		J&W IPC iLearn*	ZIVELO Virtual Banking Expert*

TAKE THE NEXT STEP

Visit Intel.com/MarketReadySurvey to...

- View today's solutions
- Apply to be part of the MRS program
- Learn more

INTEL[®] TECHNOLOGY PROVIDER PROGRAM

Elevate Your Success



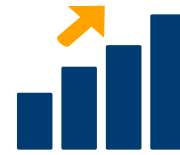
Technology
Provider



About the program



Intel® Technology Provider is the Intel's channel program that recognizes and rewards the value and commitment of its partners, offering benefits to help develop their business.



GROWTH

Make more money and accelerate your business.



TRUST

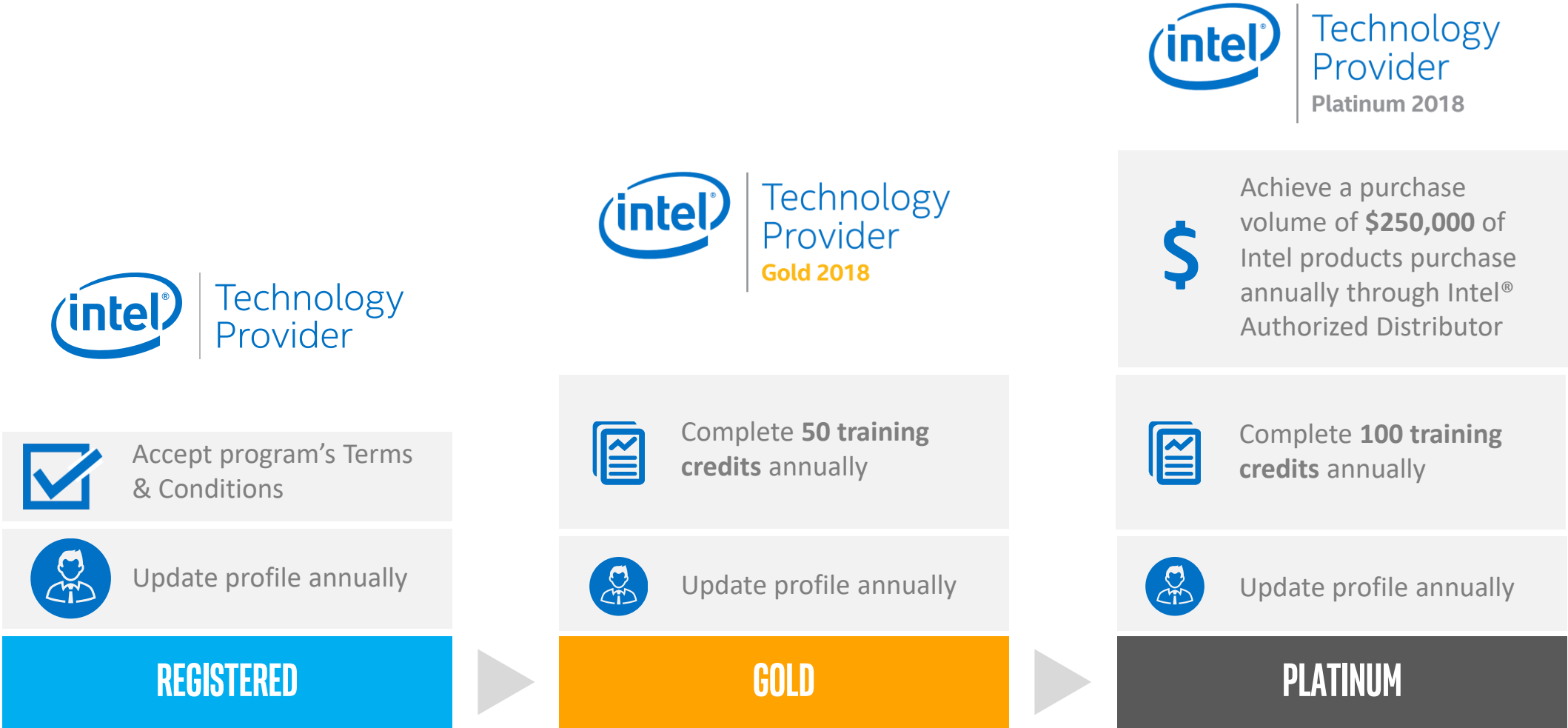
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REWARDS







Earn points and receive exclusive partner-only promotions.

MEMBERSHIP TIERS AND CRITERIA










* Intel may modify the program's criteria and benefits – see the current Terms and Conditions at technologyprovider.intel.com











	Points earning - 120,000 points limit per quarter ¹
	New dedicated website
	Online Training
	Priority Technical Support
	Logos and Partner Materials
	Sales and Marketing Tools



	Digital Membership Kit
	Points earning and redemption - 120,000 points limit per quarter
	New dedicated website
	Online Training
	Priority Technical Support
	Logos and Partner Materials
	Sales and Marketing Tools



	Intel® Partner Connect
	Digital Membership Kit
	Points earning and redemption - 240,000 points limit per quarter
	New dedicated website
	Online Training
	Priority Technical Support
	Logos and Partner Materials
	Sales and Marketing Tools

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¹Registered partners are only eligible for points earning, not points redemption.

NEXT STEPS

Visit techpartner.intel.com

- Join the Program
- Explore
- Learn more