

# PARTNERING WITH INTEL IOT

RFP  
READY  
KITS



market  
ready ✓



IoT Solutions  
Alliance

# OUR NEXT 30 MINUTES

WHAT  
WE'RE  
DOING IN  
IOT

WHAT YOU'RE DOING



UP Squared AI Vision  
Development Kit



for industrial



HOW WE  
CAN DRIVE  
FORWARD  
TOGETHER



GLASS-MEDIA

Leading the transformation **EVERYWHERE** in visual solutions  
Especially as tech prices drop

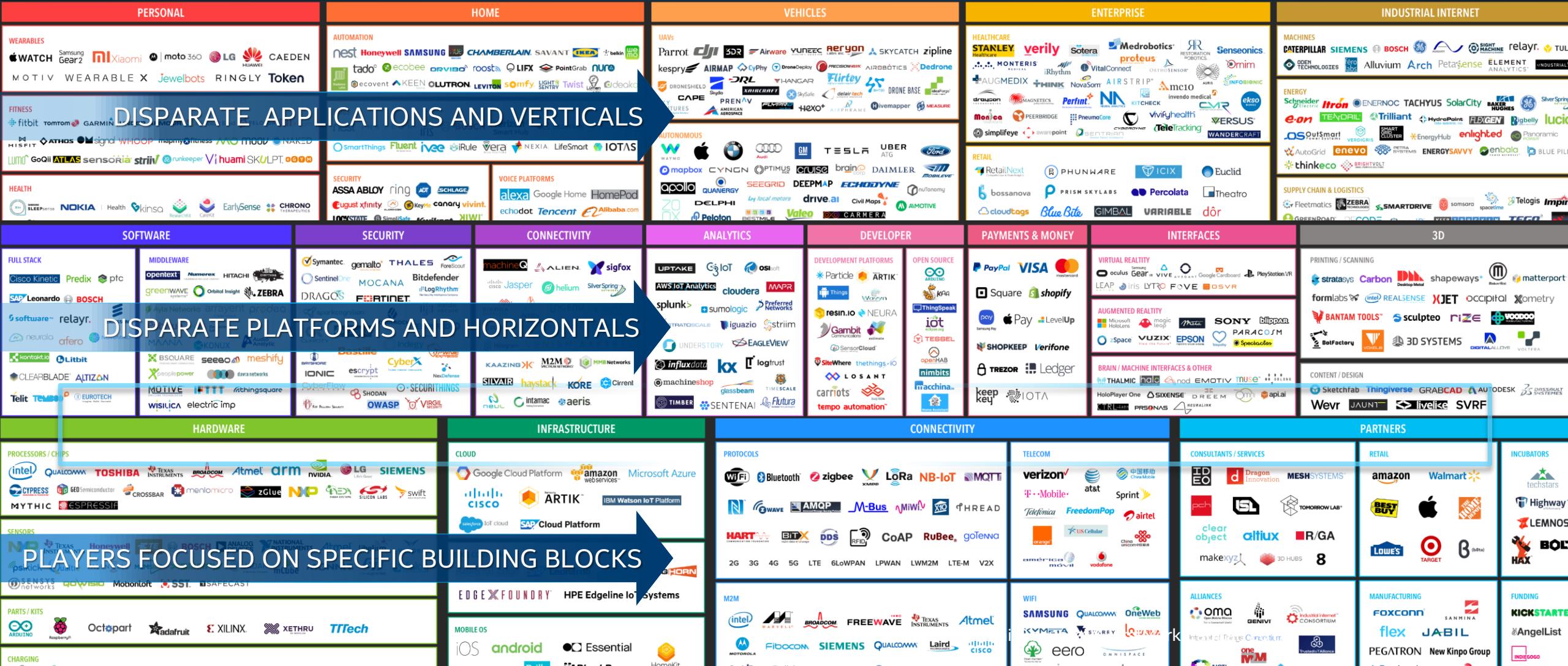
Facebook goes social business



ALMOST  
UNQUANTIFIABLE  
QUANTITIES OF DATA  
DATA IS COMING

# BUT SCALING IOT SOLUTIONS CAN BE DIFFICULT AND COMPLEX

For years, IoT creators have been unsuccessful at building and deploying repeatable edge-to-cloud IoT solutions due to a convoluted IoT landscape and the complexity of integration.



# THE INTERNET OF THINGS HAS A REPUTATION FOR BEING DIFFICULT



Complex  
to Deploy



Not Commercially  
Available



Slow  
Time-to-Value

# BUT OUR PARTNERS' HERO IOT SOLUTIONS CHANGE THAT FOR CUSTOMERS



**End-to-End**  
with tested ordering + support  
model



**Already  
commercially  
deployed**



**Fast  
Time-to-Value**



# WE FOCUS ON HELPING PARTNERS THROUGH OUR PROGRAMS

AT EVERY STEP IN THE ECOSYSTEM, THUS  
EXPEDITING THE PATH FROM SILICON TO SOLUTION DEPLOYMENT

HW & SW  
ENABLING



INTEL® RFP  
READY KITS  
PROGRAM



Kits for  
developers and  
system  
integrators

INTEL® MARKET  
READY SOLUTIONS  
PROGRAM



Full solutions  
for end users

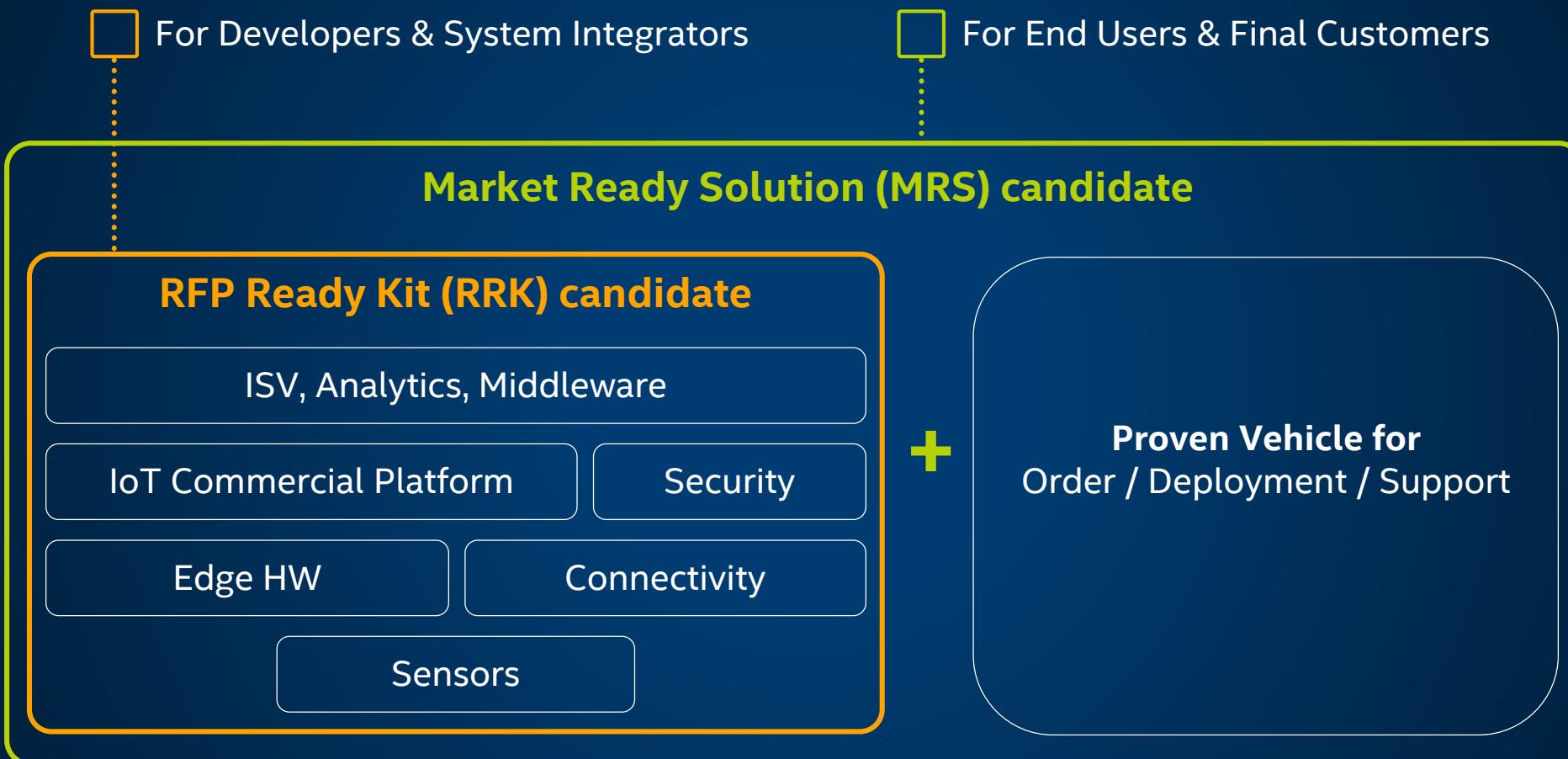
ACCELERATING TIME TO MARKET & END USER SCALE DEPLOYMENTS



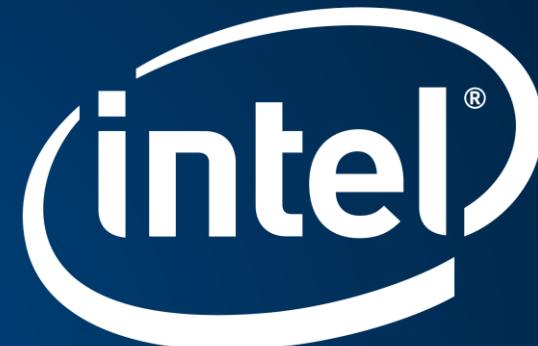
OUT OF THIS WORLD

Intel® Confidential

# THAT HAVE THESE KEY ELEMENTS



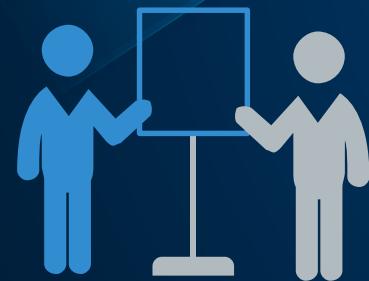
# INTEL RFP READY KITS

 market  
ready ✓

# WE HELP RFP READY KITS AND MARKET READY SOLUTIONS SCALE THROUGH:

## MARKETING + VISIBILITY

through Intel's joint marketing programs and Market Development Funds



## OUR REPUTATION

as a trusted IoT advisor with global, scalable business development expertise



## OUR GLOBAL ECOSYSTEM

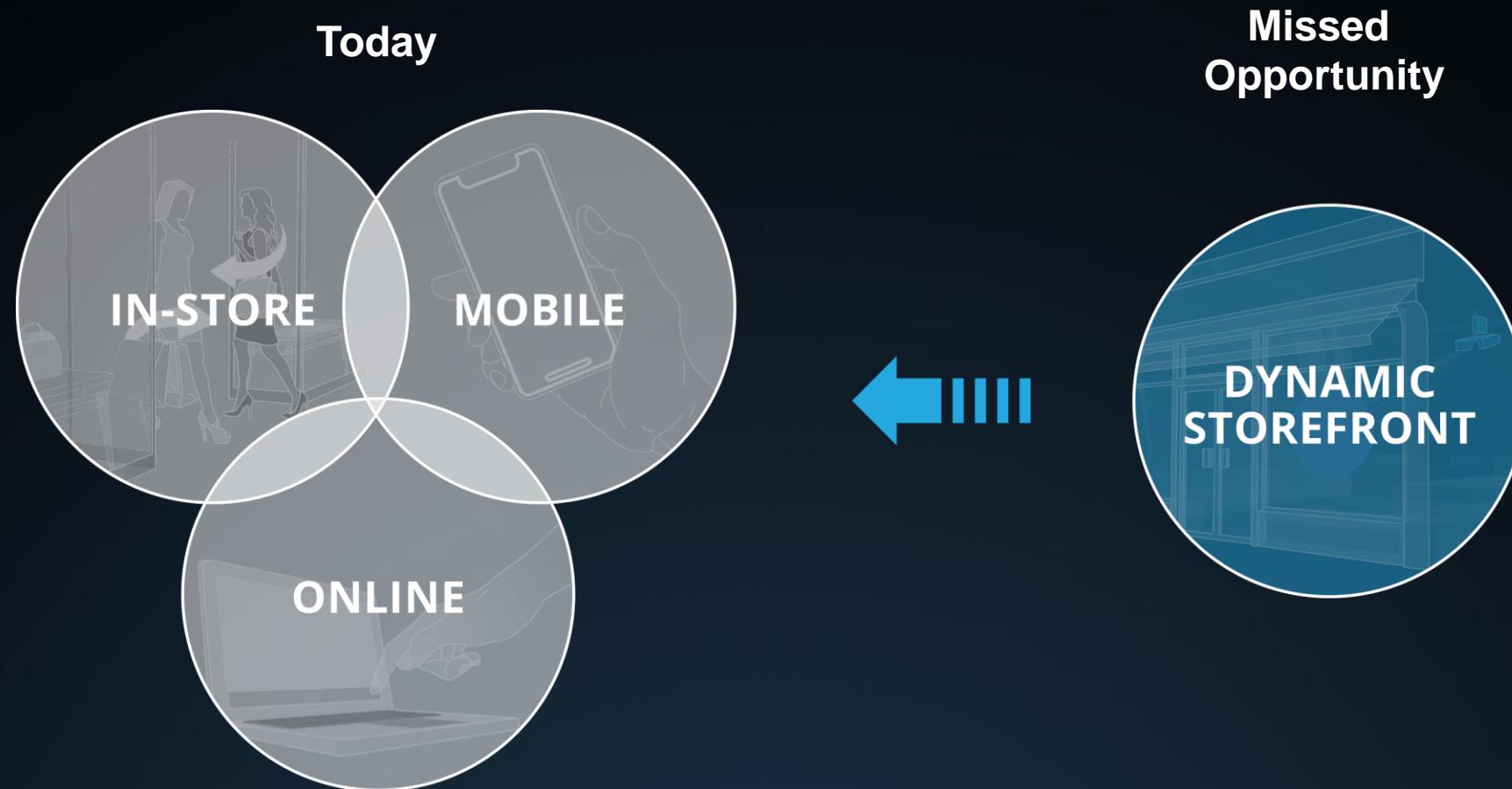
where our vast partner network and global sales force has been powering the world across generations of transformations





# Reimagining the Storefront

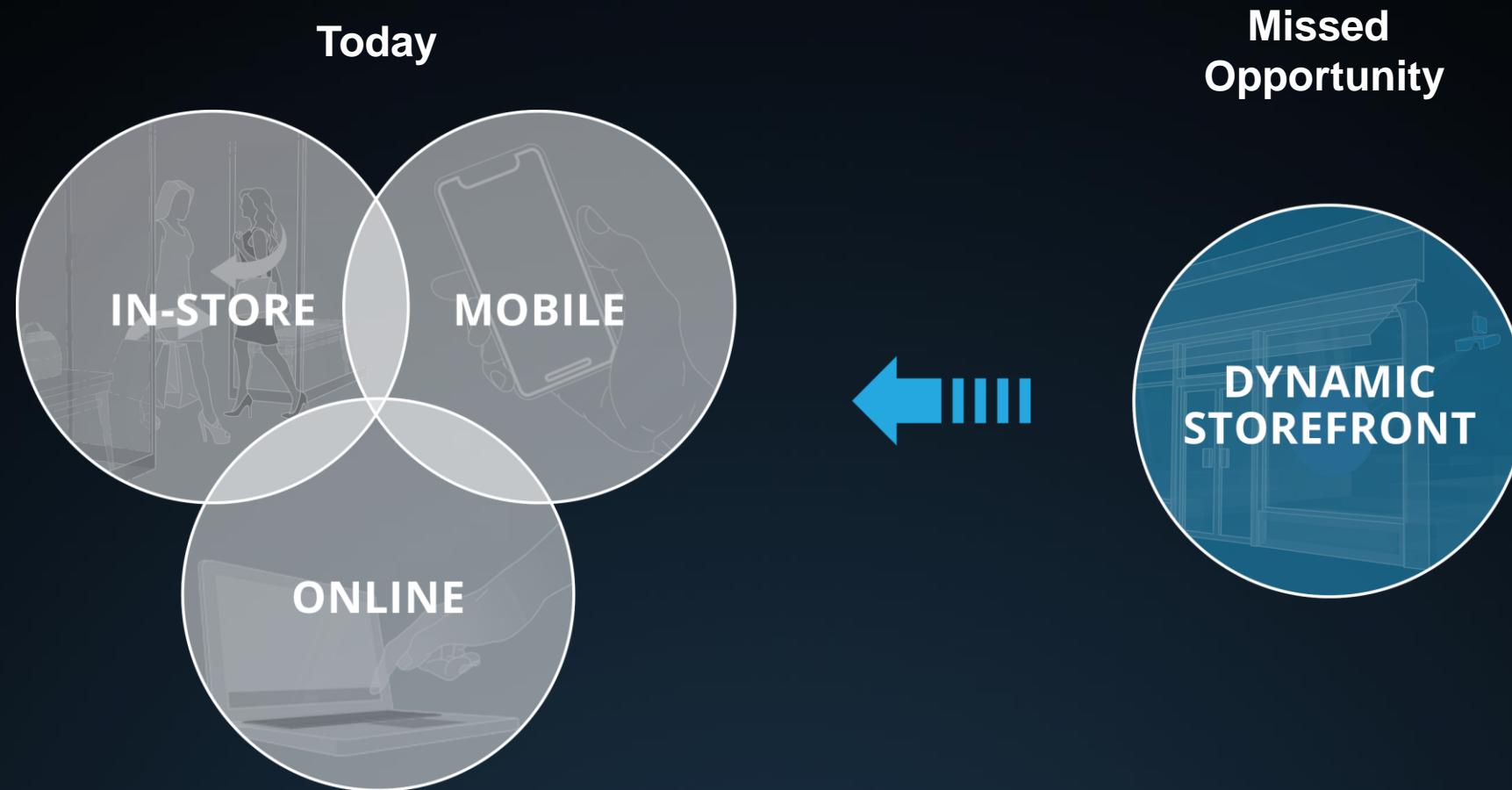
# A Holistic Approach to Omnichannel Harmonized Retail



# The Retail Storefront is Stale and Antiquated



# A Holistic Approach to Omnichannel Harmonized Retail



# The Storefront of the Future



## 1 4G LTE Connectivity

In order to streamline the sales cycle, shorten the installation and ensure stable and reliable connectivity, Glass-Media manages a private, off-net 4G LTE network to power its display network.

## 2 Proprietary IoT/Cloud Platform

We've built a reliable, scalable and responsive IoT/cloud platform. Our browser-based content management system is robust from a feature and capability standpoint and intuitive.

## 3 Cutting Edge Display Technology

### *Projection*

Through years of research and development, we've designed, developed and commercialized a proprietary line of projection films that have unmatched optical clarity, color uniformity, and ultra wide viewing angles.

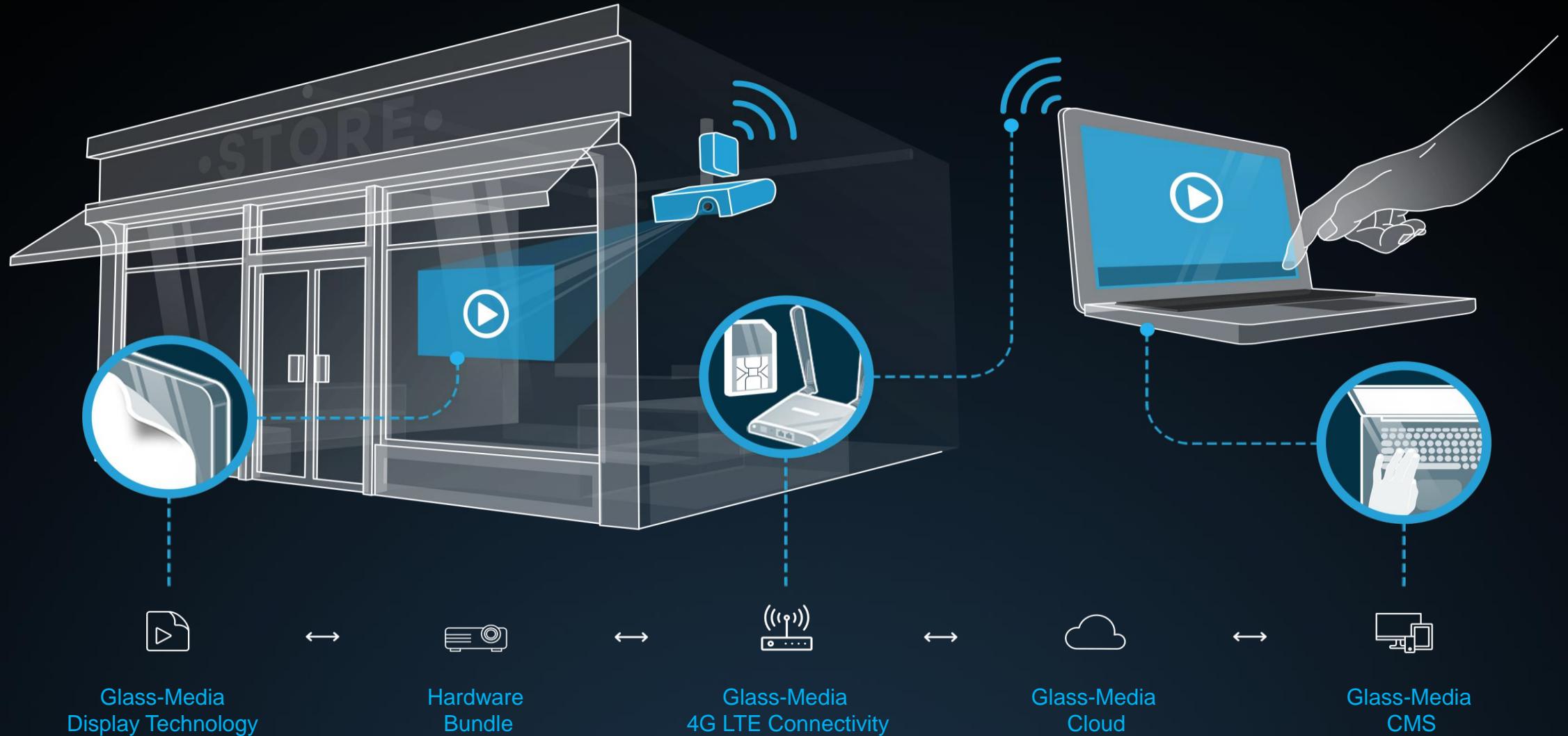
### *LCD*

Standard commercial-grade monitors measure between 350 and 600 nits in brightness often resulting in glare, poor viewing angles and washout. Subsequently, we utilize high-brightness LCDs that are up to x15 times brighter.

# Redefining the Status Quo

Production Cycle	Compliance	Versioning	Online
Upload, schedule and deploy campaigns in a matter of <b>minutes</b> .	Experience guaranteed campaign compliance through <b>zero reliance on store personnel</b> .	Regionalize and <b>segment campaigns</b> by store number; harness the power of your data.	<b>Leverage analytics</b> to enhance campaign performance.

# A Custom-Tailored, End-to-End Solution



# Our Process

**Exploratory & Discovery**



**Strategic Planning**



**Support Services**



**Solution Design & Engineering**

**Delivery & Launch**



# Reimagining the Storefront

# AND THE LIST OF GREAT STORIES GOES ON

## VISUAL RETAIL & INFORMATION



BIG BOX, GROCERY,  
APPAREL, CONVENIENCE  
STORES & SELF SERVICE



## VISUAL COMMERCE



## VISUAL COLLABORATION



# AND THE LIST OF GREAT STORIES GOES ON

## VISUAL RETAIL & INFORMATION



Mindtree  
*Welcome to possible*



perch



**22MILES**  
DIGITAL SIGNAGE & WAYFINDING

## VISUAL COMMERCE

ZIVELO®

## VISUAL COLLABORATION

newline

LG-MRI



# WILL YOU JOIN US?

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Facebook Google+ LinkedIn YouTube



# WE TALKED ABOUT TWO KEY PROGRAMS FOCUSED ON IOT SCALE

## INTEL® RFP READY KITS PROGRAM



Kits for  
developers and  
system  
integrators

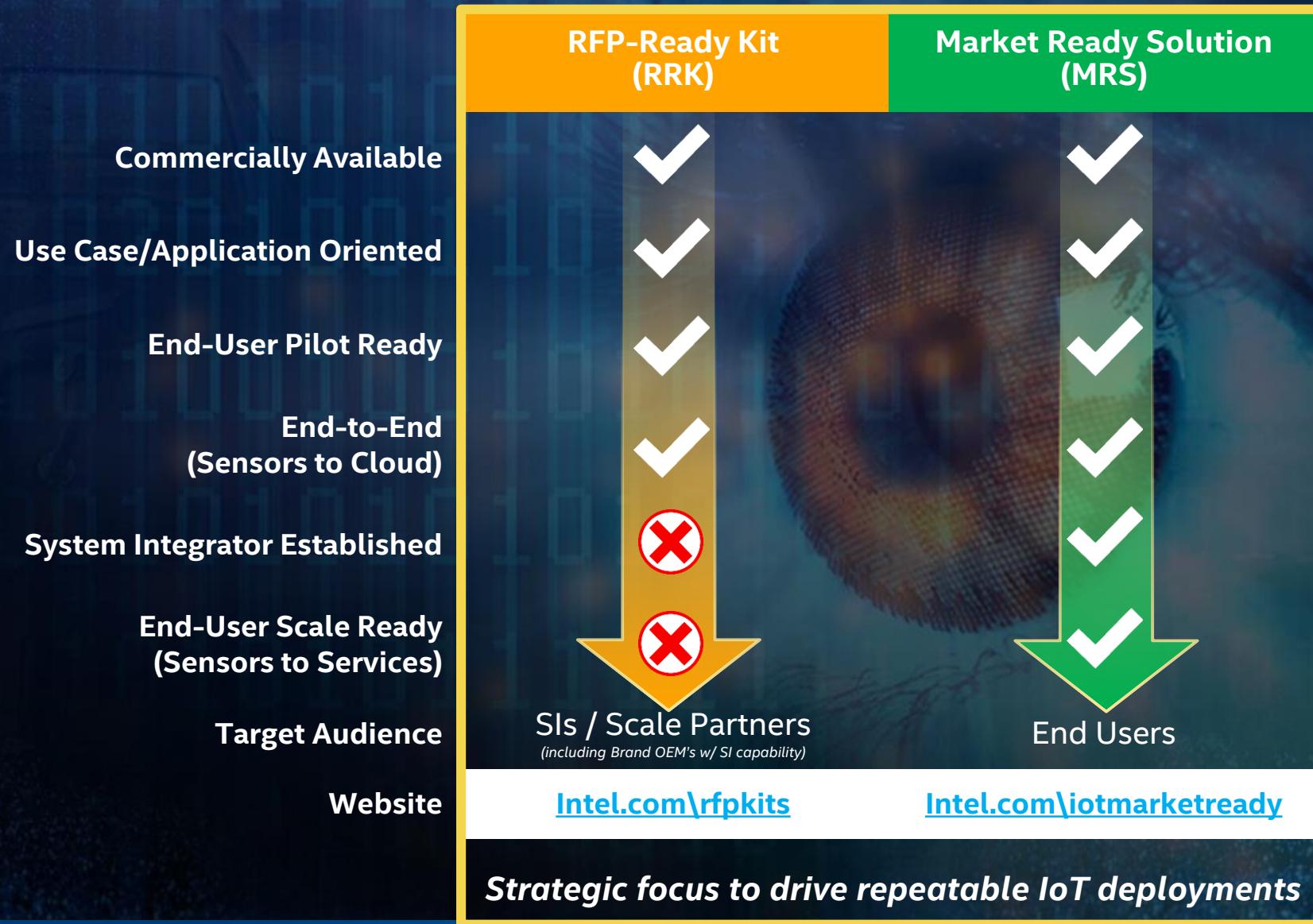
## INTEL® MARKET READY SOLUTIONS PROGRAM



Full solutions  
for end users

ACCELERATING TIME TO MARKET & END USER SCALE DEPLOYMENTS

# WHAT IS THE DIFFERENCE BETWEEN A MRS AND RRK?



# SO WE'RE LOOKING TO JOIN WITH YOU AT ANY POINT IN THE VALUE CHAIN

VALUE CHAIN



Distribution

Equipment  
Makers



Solution  
Integrator



End  
Customer

VISUAL SOLUTIONS  
SPECIALTY

# THROUGH MRS, RRK, AND OUR IOT SOLUTIONS ALLIANCE



IoT Solutions  
Alliance

## IoT Solutions Alliance (ISA) Partner Benefits:

**RFP READY KITS (RRK)  
& MARKET READY  
SOLUTIONS (MRS)  
ACCELERATE +  
AMPLIFY IOT SOLUTION  
ALLIANCE (ISA)  
BENEFITS**



### Increase Sales Opportunities

Add your hardware, software, systems, and services to the Solutions Directory so you can reach customers and partners in all of Intel's key market segments.



### Co-Marketing and Co-Selling

Eligible members: See the latest opportunities for Market Development Funds (MDF) and joint selling opportunities with Intel Sales.



### Generate Leads And Visibility

Showcase your IoT and embedded expertise on insight.tech and reach a global audience. Generate qualified leads on a digital hub supported by search, social, and online marketing.



### Connect and Collaborate

Find fellow Alliance members creating companion solutions to yours with Intel® technology and update your Member Roster profile so others can easily find you.



### Innovate and Access Growth Incentives

Get access to incentives as you grow your business with Intel- based technology



OUT OF THIS WORLD

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# WILL YOU JOIN US?

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market  
ready ✓

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[intel.com/marketreadysurvey](http://intel.com/marketreadysurvey)



IoT Solutions  
Alliance

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