

# REPLY WORKSHOP IOT

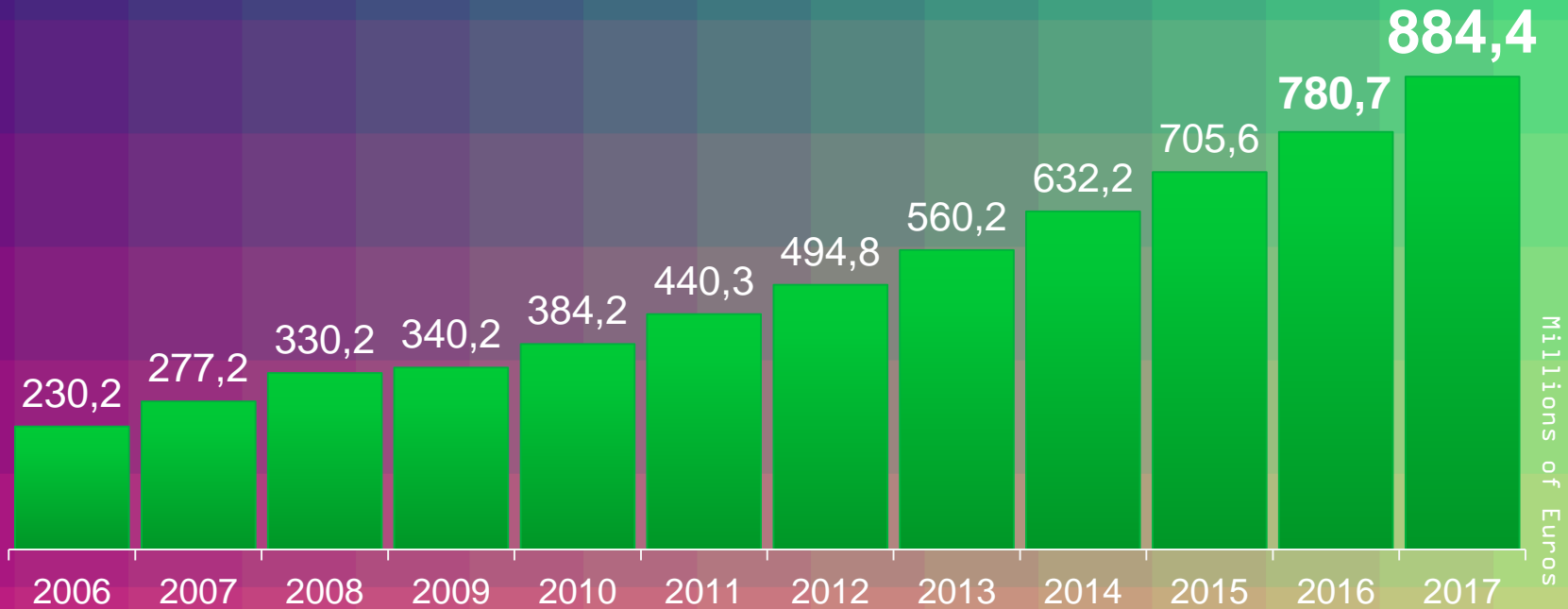
Politecnico di Torino, 23 marzo 2018





To excel in helping our customers exploit relevant innovation brought about by economic changes and driven by internet technologies.

# REVENUE & PEOPLE



1925 2272 2686 2994 3149 3422 3725 4253 4689 5245 6015 **6456**



# WHERE WE ARE



# REPLY SERVICES

## INDUSTRY CONSULTING

Automotive  
& Manufacturing

CPG  
& Retail

Banking

Energy

Telco &  
Media

Insurance

Healthcare

THE BUSINESS CONSULTING FABRIC

DATA FABRIC

**Security**

**IoT**

**The Technology Stacks**

Solution Design, Software Development,  
Enterprise Collaboration, Enterprise Operations

**Cloud  
Computing**

**Data &  
ML**

**Video & Gaming**

**Social &  
Crowdsourcing**

**The Agencies**

Digital Brand, User Experience,  
Digital Communication

**Mobile**

**eCommerce**

TECHNOLOGY PLATFORM

DIGITAL EXPERIENCE



# 2016-17 AWARDS & ACHIEVEMENTS

<p>2016</p>  <p><b>WORLDWIDE EMERGING CLOUD PARTNER OF THE YEAR</b> Cluster Reply Solidsoft Reply</p>	<p>2016</p>  <p><b>DIGITAL TRANSFORMATION ITALIAN PARTNER OF THE YEAR</b> Cluster Reply</p>	<p>2017</p>  <p><b>CLOUD PARTNER OF THE YEAR</b> Business Reply Riverland Reply Red Reply</p>	<p>2016</p>  <p><b>GLOBAL SERVICE DELIVERY PARTNER &amp; Hybris TRAVEL ACCELERATOR</b> Portaltech Reply</p>	<p>2017</p>  <p><b>SAP QUALITY AWARDS GOLD WINNER</b> Syskoplan Reply</p>	<p>2017</p>  <p><b>GOOGLE CLOUD 2017 EMEA PARTNER</b> Go Reply</p>	<p>2017</p>  <p><b>MSP EXCELLENCE AWARD 1st PLACE LIFT AND SHIFT APPS</b> Red Reply</p>
<p>2017</p>  <p><b>GOLD PARTNER Europe - Middle East - Africa</b> Arlanis Reply</p>	<p>2017</p>  <p><b>INTERNATIONAL SHOPWARE ENTERPRISE PARTNER</b> Portaltech Reply</p>	<p>2017</p>  <p><b>ADOBE BUSINESS PARTNER</b> Active Reply Profondo Reply</p>	<p>2017</p>  <p><b>WMS WORLD WIDE PLATFORM</b> Click Reply &amp; Sideup Reply</p>	<p>2017</p>  <p><b>CRM SERVICE PROVIDERS</b> Reply</p>	<p>2016</p>  <p><b>GLOBAL PARTNERSHIP</b> Avantage Reply Success Reply</p>	<p>2017</p>  <p><b>CLOUD HERO AWARD</b> Red Reply</p>
<p>2016</p>  <p><b>PREMIER CONSULTING PARTNER WW</b> Storm Reply</p>	<p>2017</p>  <p><b>INTERNET AGENCY RANKING 4th PLACE</b> Reply Digital Experience</p>	<p>2016</p>  <p><b>DIGITAL PARTNER OF THE YEAR</b> Reply</p>	<p>2016</p>  <p><b>SECURITY PARTNER OF THE YEAR</b> Communication Valley Reply</p>	<p>2017</p>  <p><b>NC AWARDS NATIVE ADV 1st PLACE</b> Bitnama</p>	<p>2017</p>  <p><b>MEDIASTARS ADV ON LINE 1st PLACE</b> Triplesense Reply</p>	<p>2017</p>  <p><b>CLOUD HERO AWARD</b> Business Reply</p>
<p>2017</p>  <p><b>MANAGED PUBLIC CLOUD PROVIDER #1 GERMANY</b> Reply</p>	<p>2017</p>  <p><b>AWS INNOVATION AWARD WINNER</b> Storm Reply</p>	<p>2017</p>  <p><b>FRAUNHOFER VALIDATION OF WM 4.9 SYSTEM</b> Click Reply</p>	<p>2016</p>  <p><b>TOP 3 GERMANY FASTEST GROWING IT CONSULTING AND SYSTEM INTEGRATOR</b> Reply</p>	<p>2017</p>  <p><b>INNOVATION AWARD</b> Spike Reply</p>	<p>2017</p>  <p><b>CORPORATE COMMS DIGIAWARD</b> Avvio Reply</p>	<p>2017</p>  <p><b>PARTNER EXCELLENCE AWARD</b> Red Reply</p>



# REPLY SOCIAL NETWORK

Enrico Giovannini



An aerial photograph of a complex highway interchange with multiple lanes and overpasses. The image is darkened to serve as a background for text. The text is arranged in four lines, with certain words highlighted in green.

KEEP A VERY HIGH LEVEL OF KNOW-HOW  
SHARE CORPORATE IDENTITY AND VALUES  
IMPROVE COLLABORATION AMONG REPLYERS  
FOSTER ATTITUDE TO INNOVATION

*Reply Social Network*













# REPLYERS!

IT'S ALL BECAUSE OF THEM,  
THE SINGLE MOST IMPORTANT **REPLY** ASSET.





ON MARCH 15TH

7776 CODERS  
registered in the  
challenge

67 COUNTRIES

1207 TEAMS

2328 SOLUTIONS  
submitted



# EMPLOYER BRANDING

TO SHOW THE #LIFEATREPLY

## TECH EVENTS

Codemotion, Student  
Tech Clash, Netcamp,  
TechFest, Start Summit

## SOCIAL PRESENCE

+15K likes on  
Facebook, Instagram  
and Twitter



ROADS?  
WHERE YOU'RE  
GOING YOU DON'T  
NEED ROADS.  
VISIT [CAREERS.REPLY.EU](https://careers.reply.eu)  
TODAY.

job@reply  
Install D  
For M  
For M

REPAIR FOR THE

CAREER,  
MA CA!  
K.E.U.

WORK HARD, PLAY HARD.  
GO FOR A CAREER HIGH-SCORE WITH REPLY  
AT [CAREERS.REPLY.EU](https://careers.reply.eu) TODAY.

#LIFEATREPLY  
one common hashtag with  
+1000 posts in 1 year on  
Instagram, Facebook and Twitter

LINK WITH UNIVERSITIES  
Reply Ambassador Team,  
POLIMI Run, campus radio  
collaboration

REPLY U

# NEW #LIFEATREPLY

## FAMILY FEELING INITIATIVES





# NEW #LIFEATREPLY

## FAMILY FEELING INITIATIVES

### STREET FOOD

+3300 lunches served from  
March to October in Milan  
K.1

### APERITIME

15 events in Reply offices  
all over Europe with +2000  
participants

### WELLNESS

50 workout sessions of yoga and  
functional training with +300  
participants. Plus, 112 1to1  
meetings with the nutritionist and 4  
live-streaming wellness talks with  
+300 participants.

### #LIFEATREPLY DAY

On May 5<sup>th</sup> 2017, 6 cities in live-  
streaming, Labcamp, Bootcamp,  
inductions, TamTamy lunches,  
Cereal Minds, Code for Kids and the  
SOLAR opening in Turin.

**1000 participants in 1 day!**

### SOLAR

The network of living spaces in  
Reply offices, where to meets  
Replyers, students and customers.

### REPLY PHOTOSHOOT

10 sold-out sessions in Reply  
offices, plus Hackathon and  
Xchange (2800 shots).  
Pics directly uploaded on  
TamTamy.

### CODE FOR KIDS

6 events for Replyers' kids,  
plus the Reply U16 golf  
tournament lab!

# WORKSHOP IOT

Luigi De Martino, Concept Reply

Michele Di Florio, Concept Reply





# BUSINESS CASE

MODULI IOT DISLOCATI IN AREE SENSIBILI, COMUNI, CASOLARI ISOLATI



Sul territorio del Piemonte, sono dislocati dei moduli IOT in grado di rilevare mediante sensoristica di grandezze fisiche:

- Sorgenti di calore (incendi) – Categoria 1
- Livello acqua fiumi – Categoria 2
- Fratture critiche su pareti – Categoria 3
- Temperature/Umidità – Categoria 4



# REQUISITI FASE 1: SVILUPPO SIMULATORE

1. Sviluppare routine in grado di identificare in maniera univoca l'oggetto. L'identificativo è descritto da un file json contenente i campi ID, Nome, Categoria, Coordinate GPS, tipologia di sensore
2. Sviluppare il simulatore in base al gruppo di appartenenza che genera dati ogni 2 minuti. Il dato generato dovrà essere incapsulato in un json e pronto per essere spedito al server di back-end. Tale json dovrà contenere il timestamp e l'ID del sensore/simulatore
3. In assenza di connessione, il dato dovrà essere salvato localmente, e quando la connessione sarà disponibile, sarà inviata verso il server
4. Se dopo 2 minuti, il dato non è cambiato, non deve essere mandato di nuovo il dato verso il server.
5. Indipendentemente dal cambiamento del sensore, dopo 15 letture identiche, il dato dovrà essere comunque mandato verso il server di back-end
6. In base alle risorse hardware, stimare il numero di letture massime che potrà contenere il DB locale e implementare un meccanismo tale per cui la dimensione del DB non superi tale dimensione.



# REQUISITI FASE 2

## INTEGRAZIONE PIATTAFORMA CLOUD

- 1 I dati raccolti dal campo dovranno essere passati ad una piattaforma Cloud AWS
- 2 La comunicazione «device to cloud» dovrà avvenire con il protocollo MQTT e utilizzando la piattaforma AWS IOT
- 3 I dati raccolti dovranno essere memorizzati in un data lake basato su AWS S3
- 4 I dati raccolti potranno essere visualizzati tramite Amazon QuickSight.
- 5 In alternativa ad Amazon QuickSight potranno essere utilizzati altri strumenti di reportistica incluso dashboard costruite ad hoc



## FASE 3: CHISURA LAVORI



Verranno analizzati tutti i progetti e sarà stilata una classifica.

Ogni membro del team primo classificato riceverà un FitBit Charge 2 in premio!



# PIANO DI PROGETTO



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