



INNOVATE2018

ONLINE CONFERENCE



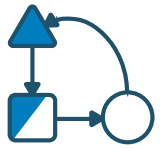
Drive Successful Business Outcomes with IoT on AWS (Level 200)

Michael Garcia, Senior TPM

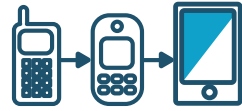
If you knew **the state of every thing** and could **reason on top of that data...**

what problems would you **solve**

Business Outcomes with IoT



New services &
business models



Products that get
better with time



Better relationship
with customers



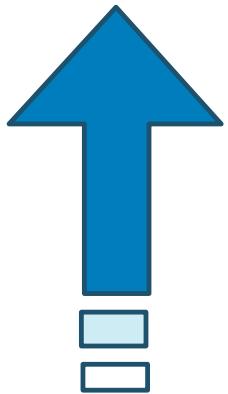
Increased
efficiency



Intelligent
decision making

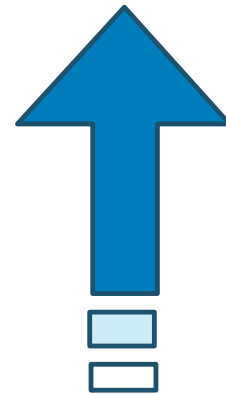


Data driven
discipline



Revenue growth

IoT data drives business growth



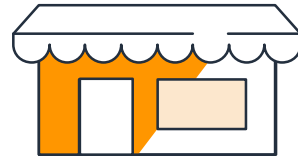
Operational efficiency

IoT data decreases OpEx

Which Type of Business Are You In?



Consumer



Commercial



Industrial

AWS IoT Customers Solve Problems in All Sectors

canary

BMW
GROUP

aira

Robot

StanleyBlack&Decker

chargifi

PENTAIR

Amway

rachio



enel

WÄRTSILÄ

MillerCoors

Norton
by Symantec

illumina

ENGIE



UNDER ARMOUR

RioTinto

ORing

PHILIPS

Zimplistic
Inventions

embraco



MANN+HUMMEL

GERBER
TECHNOLOGY

TTI
TTI Floor Care North America

Nestlé

rumo

CITIQ



WUF

RAILPOD

TATA MOTORS

LendUp

DENSO

Ambie



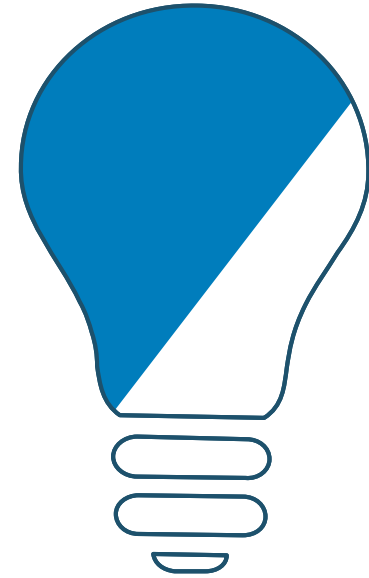
Visteon

YANMAR

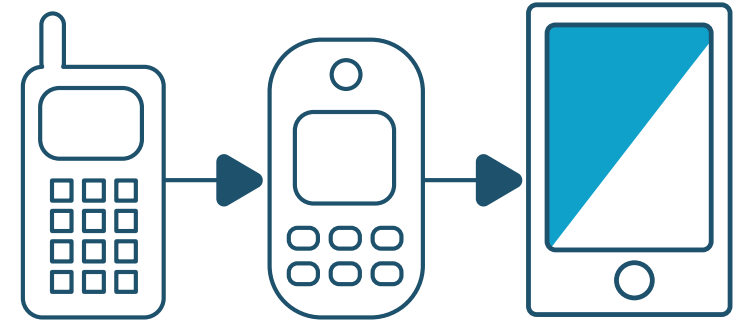
WARBY PARKER

SONY

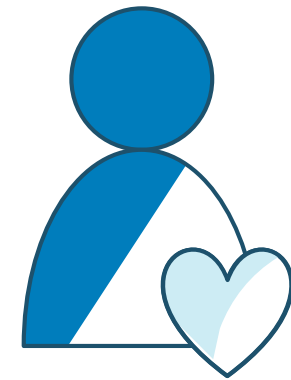




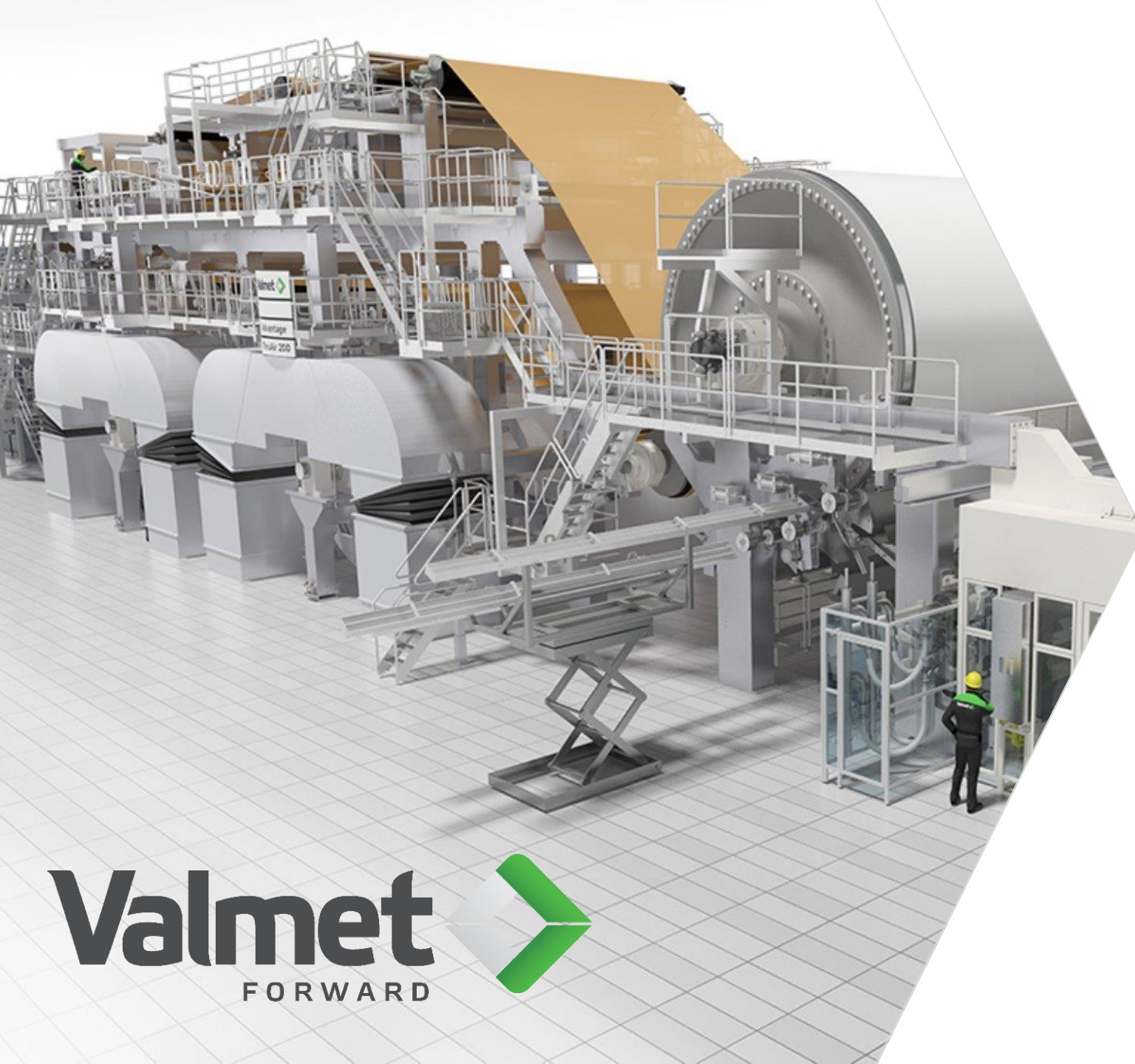
Intelligent decision
making



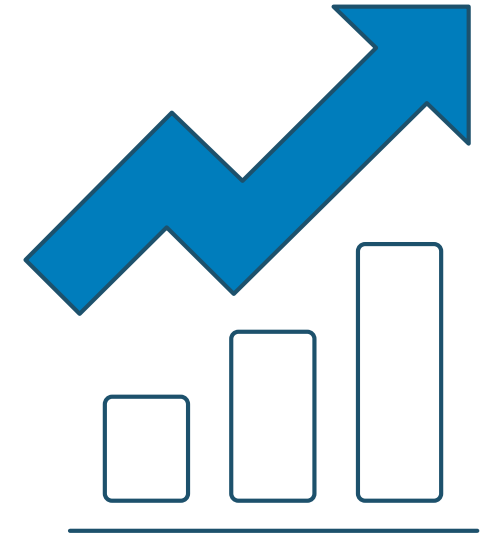
Products that get
better with time



Better relationship
with customers

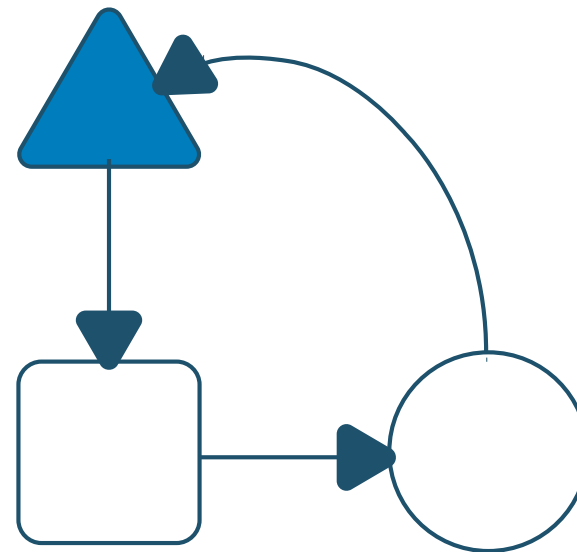


Valmet 
FORWARD



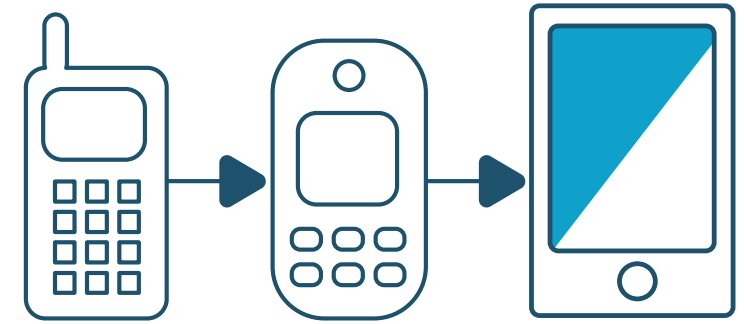
Increased
efficiency

NOKIA



New services &
business models

KONECRANES®



Products that get better with time



Increased efficiency

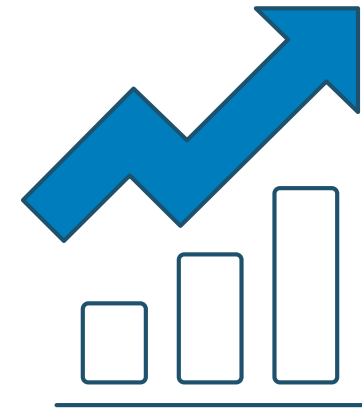
StanleyBlack&Decker



**Increased
efficiency**



Data driven
discipline

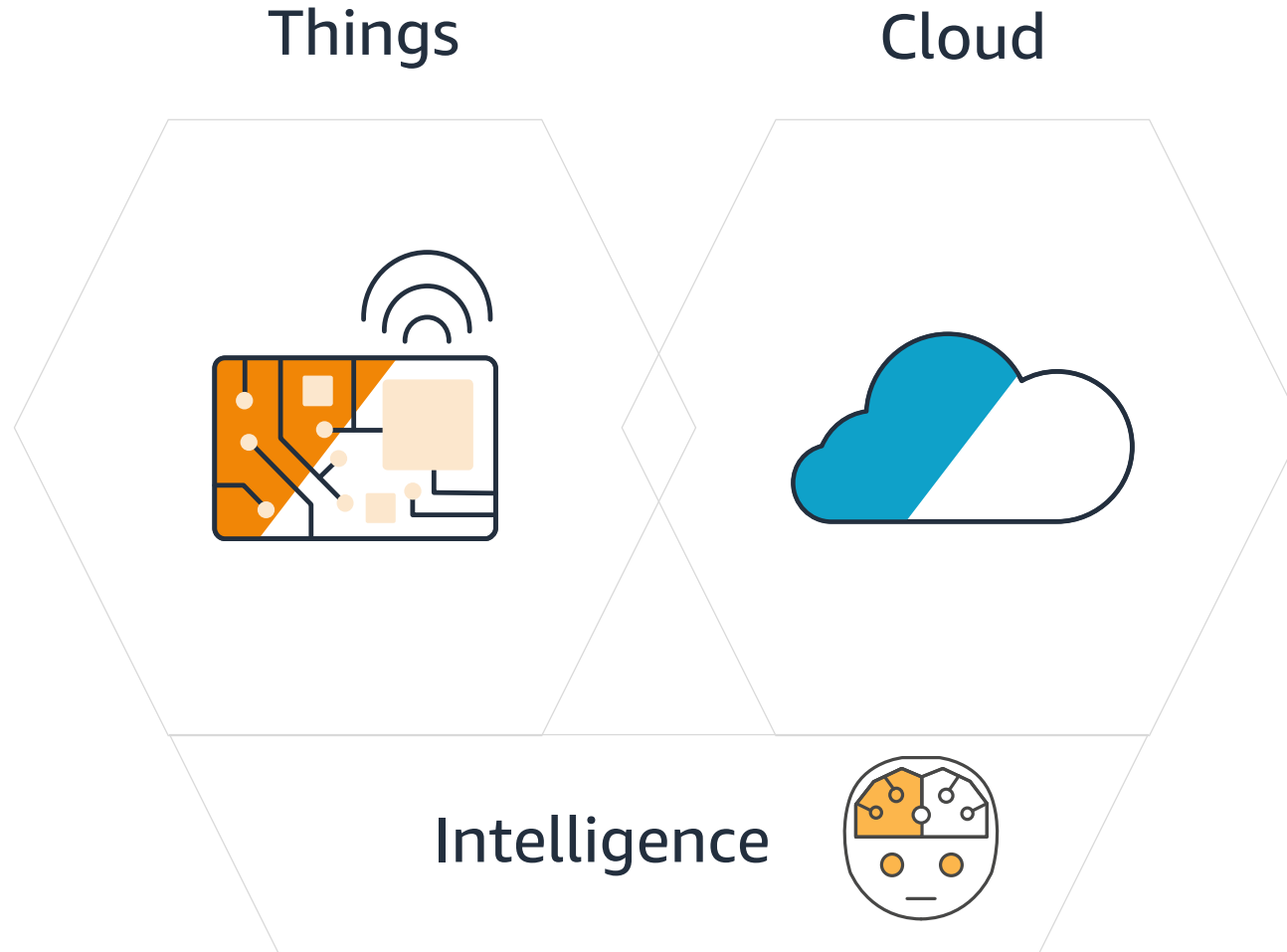


Increased
efficiency

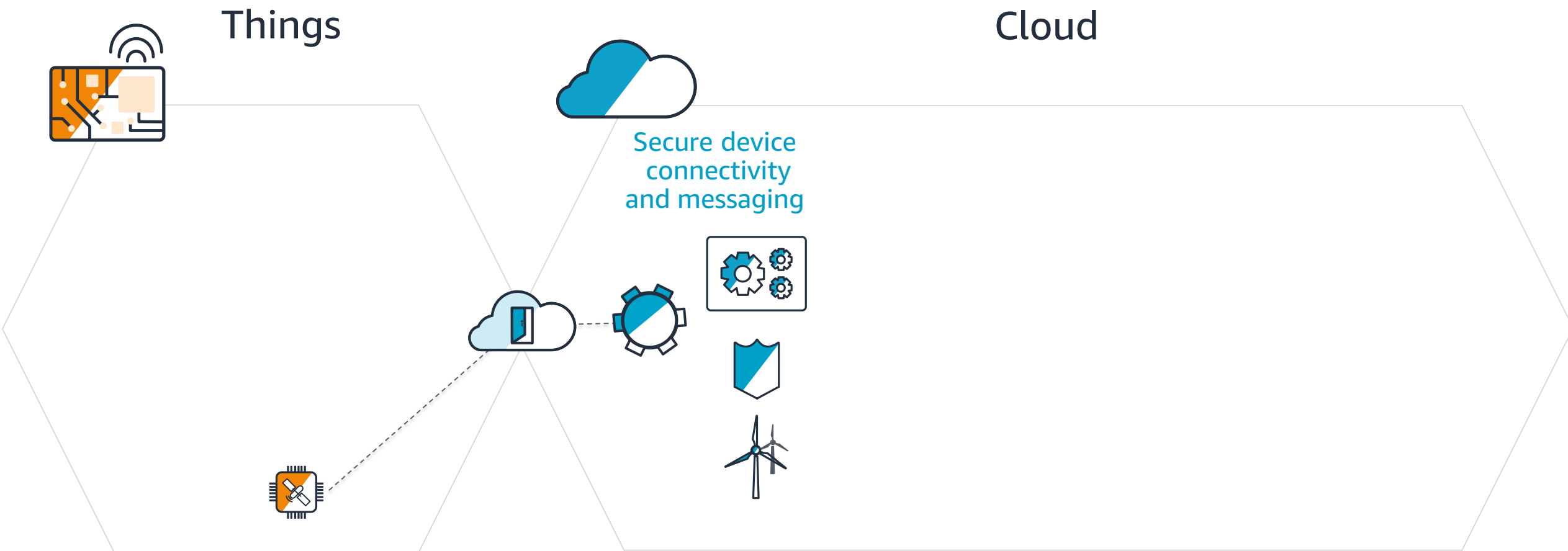
IoT Solutions Are Complex & Multidimensional



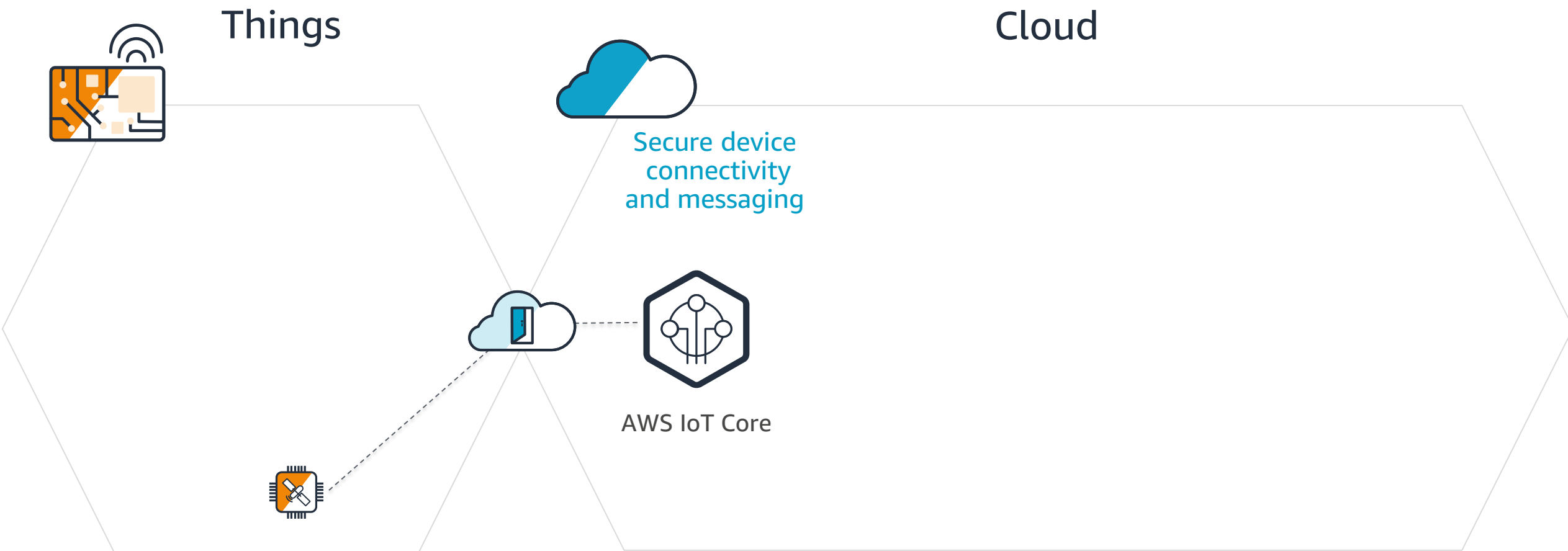
How Do We Help Customers?



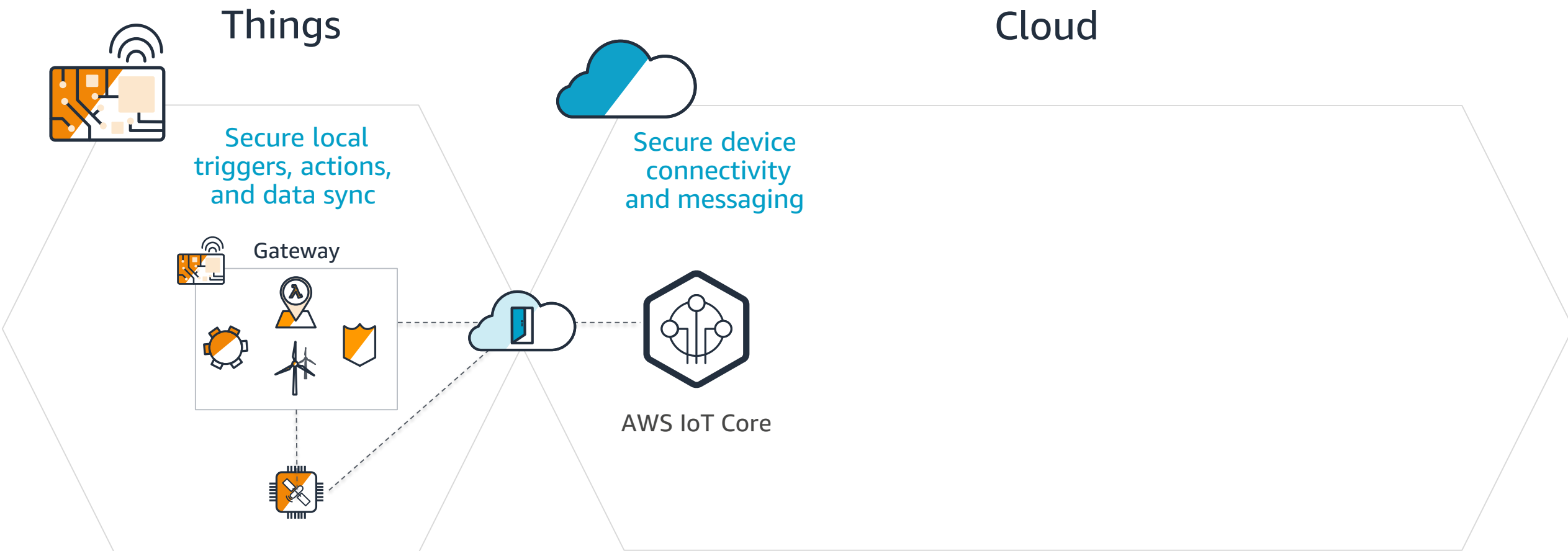
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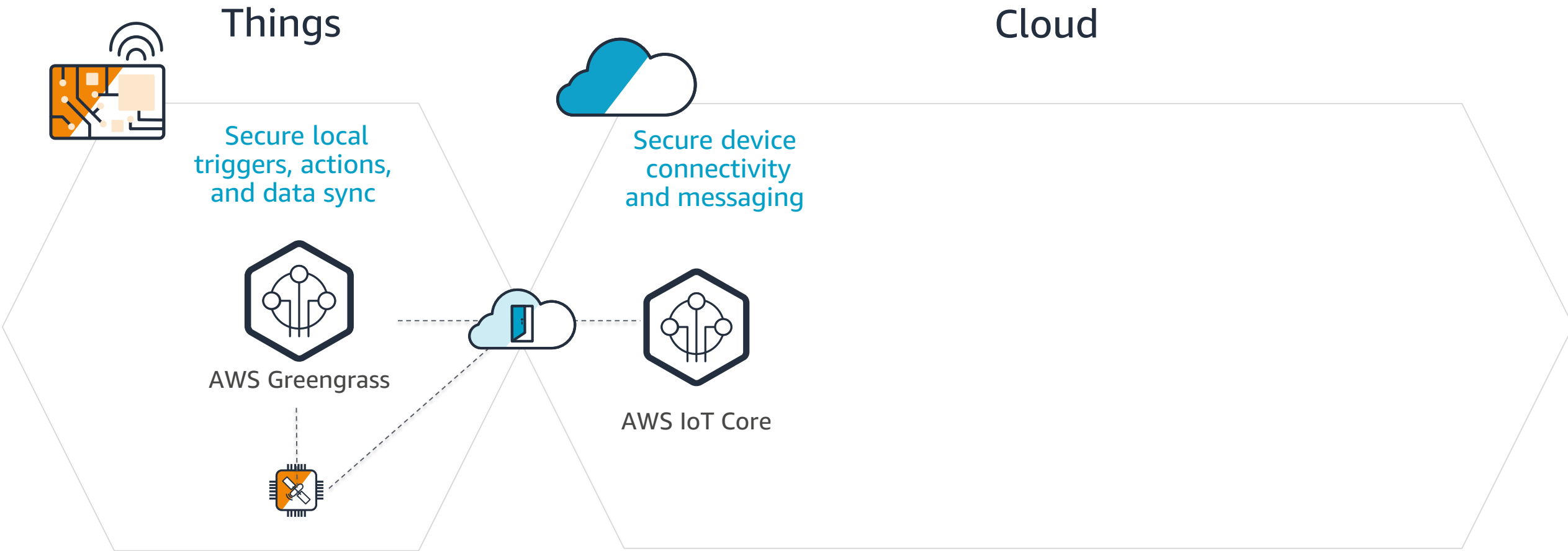
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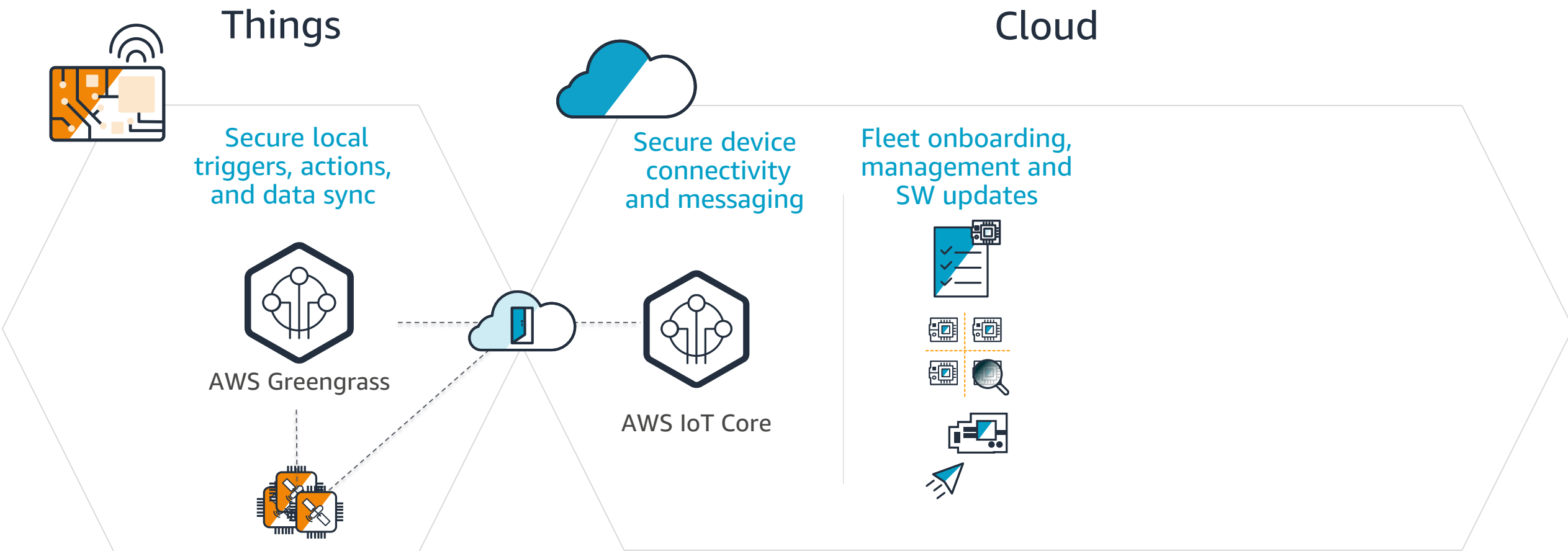
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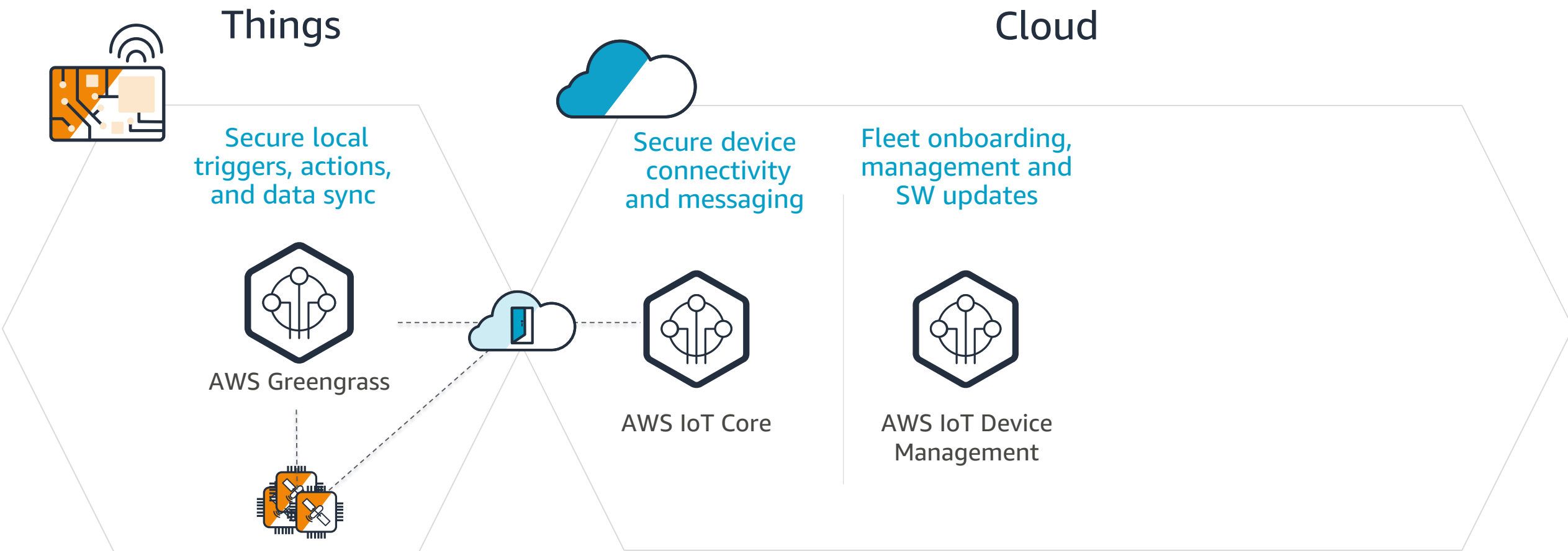
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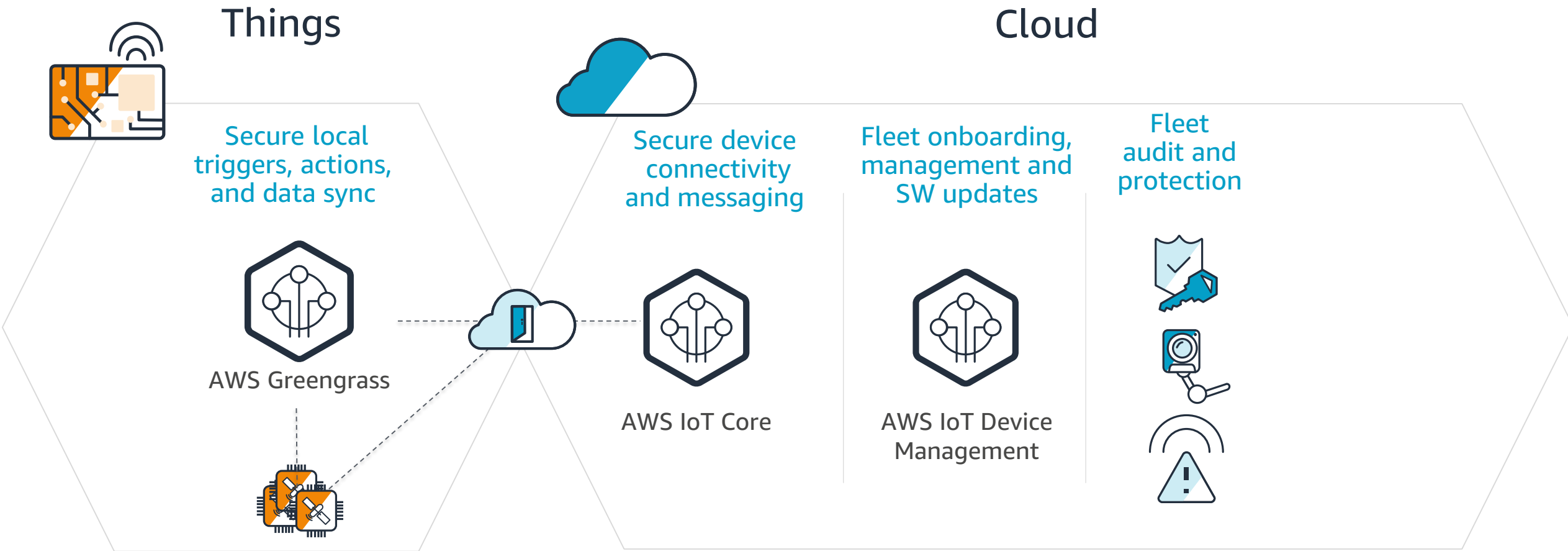
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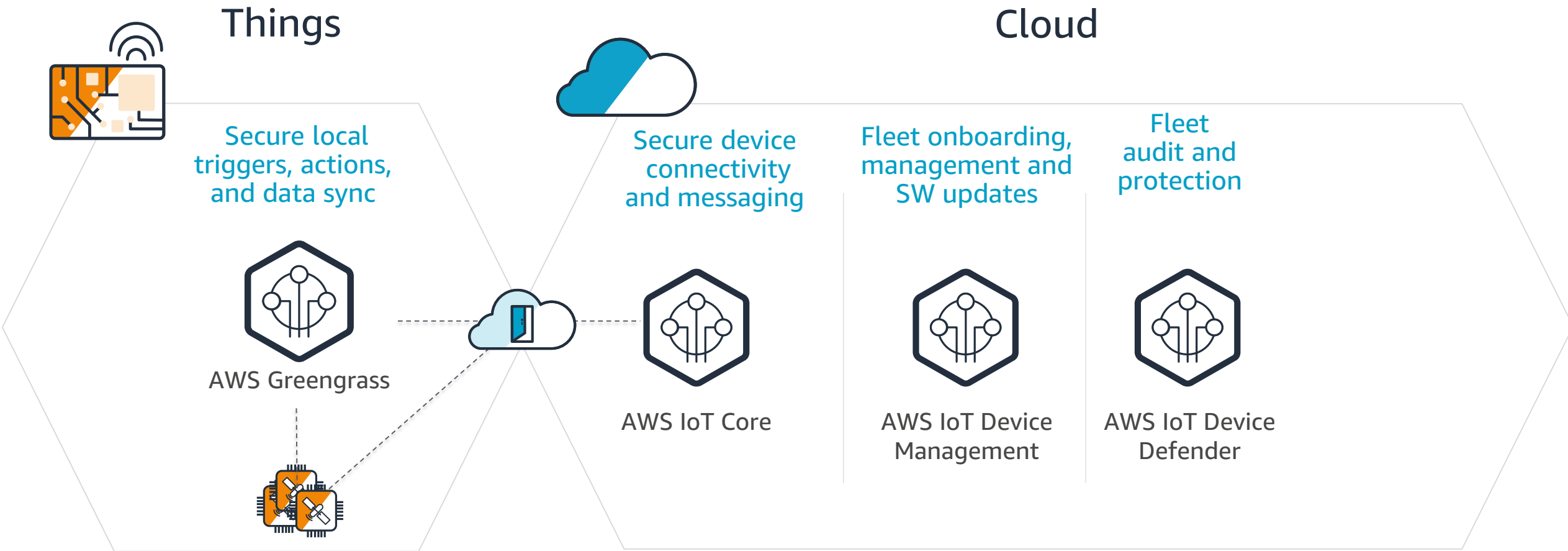
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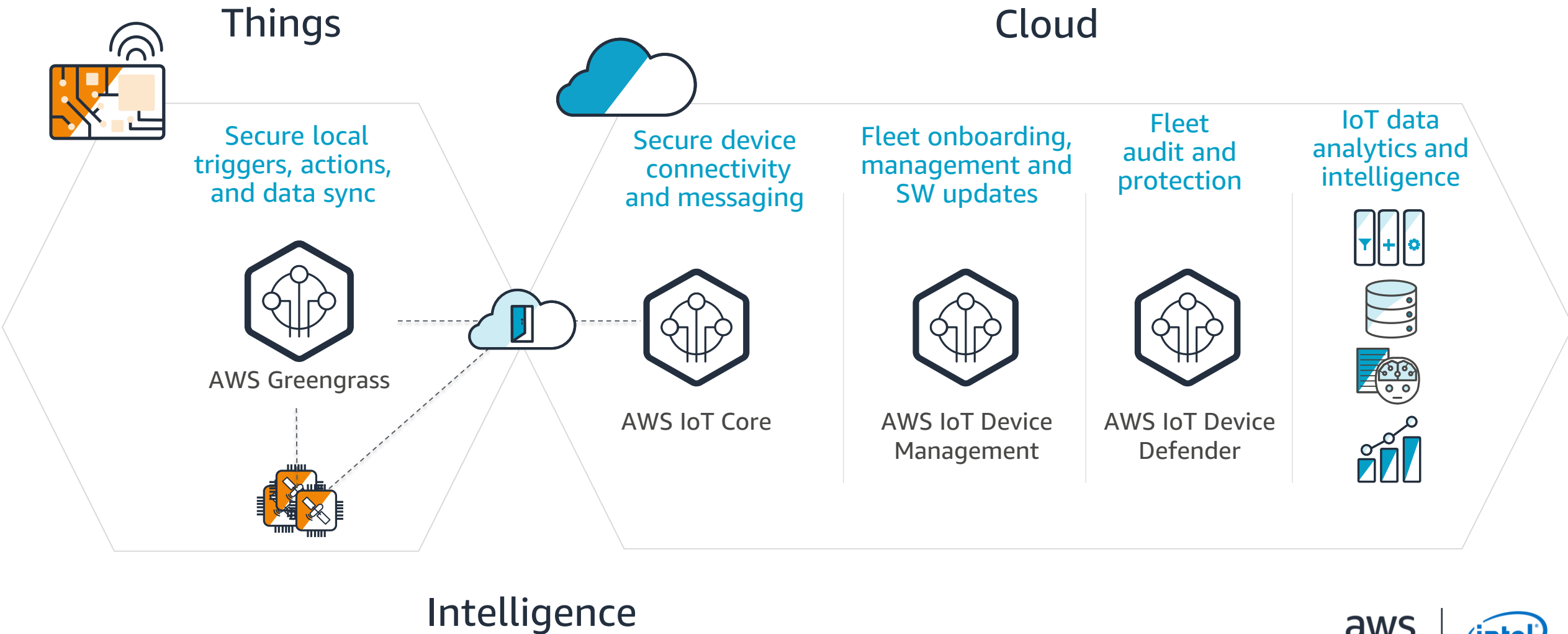
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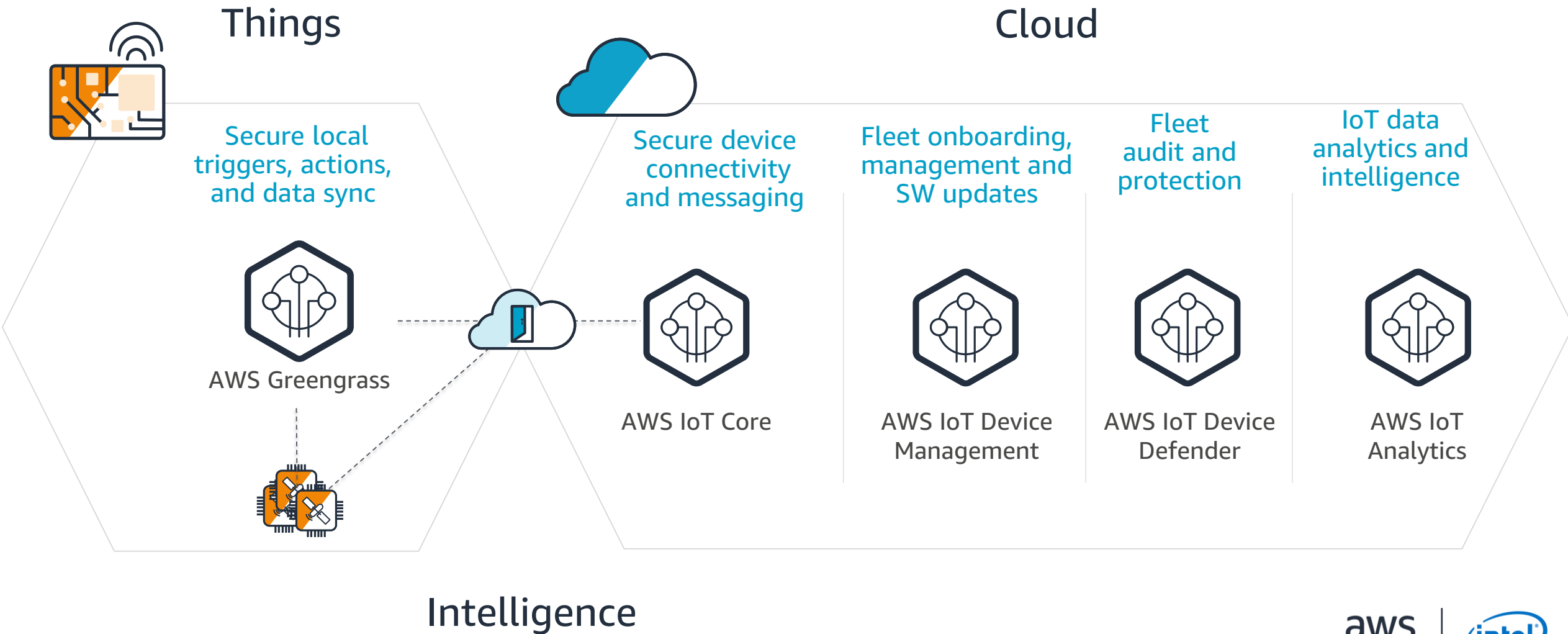
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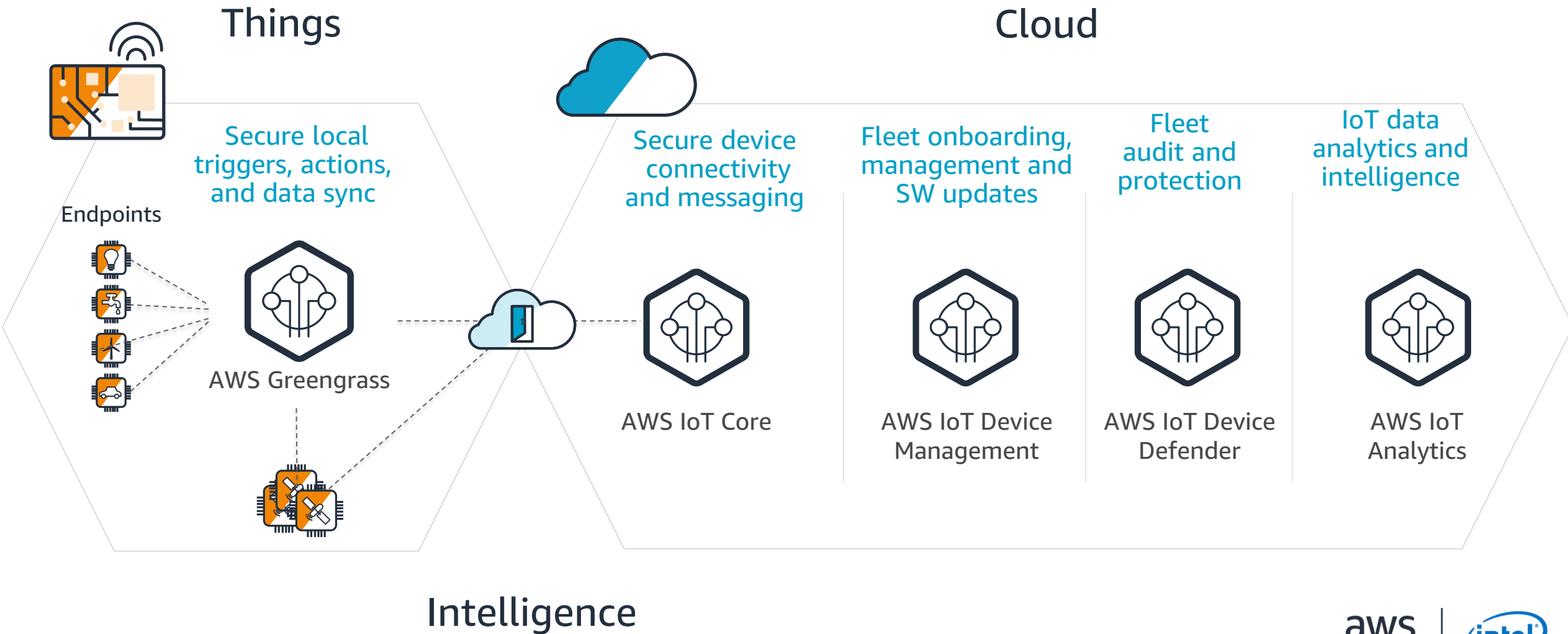
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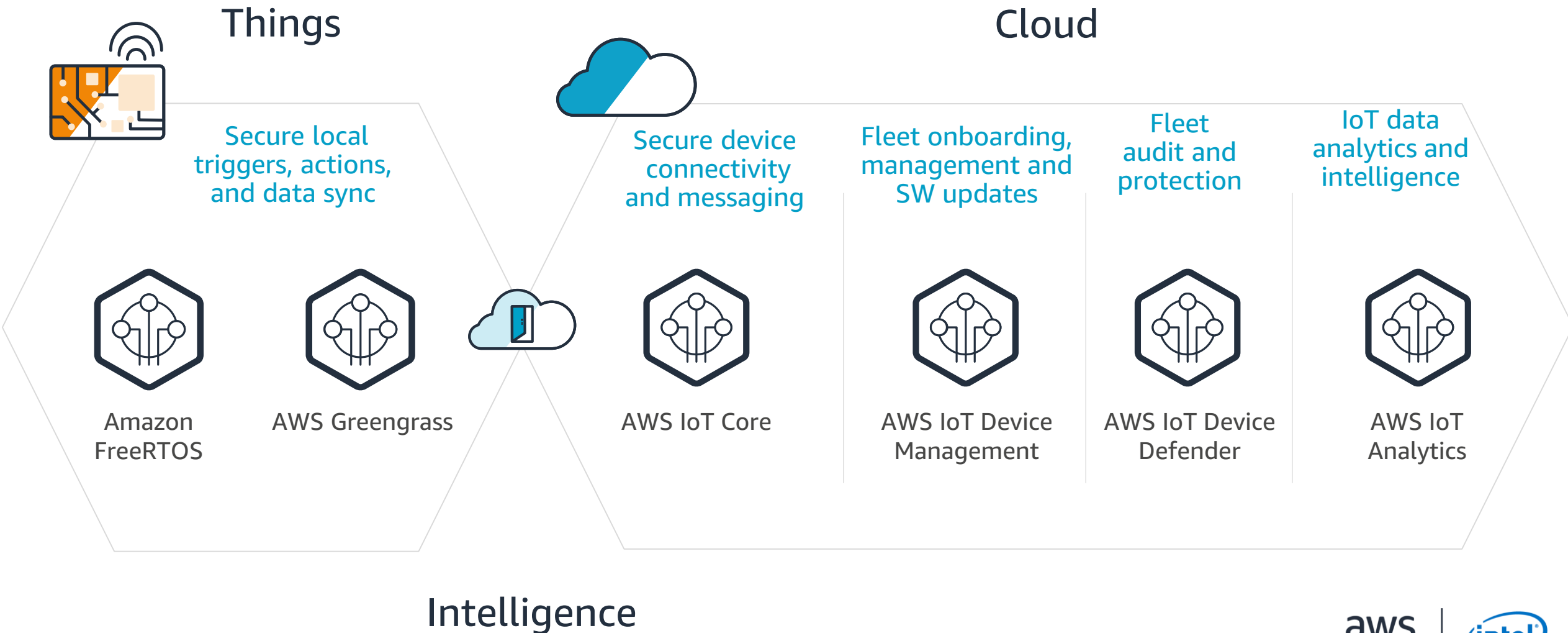
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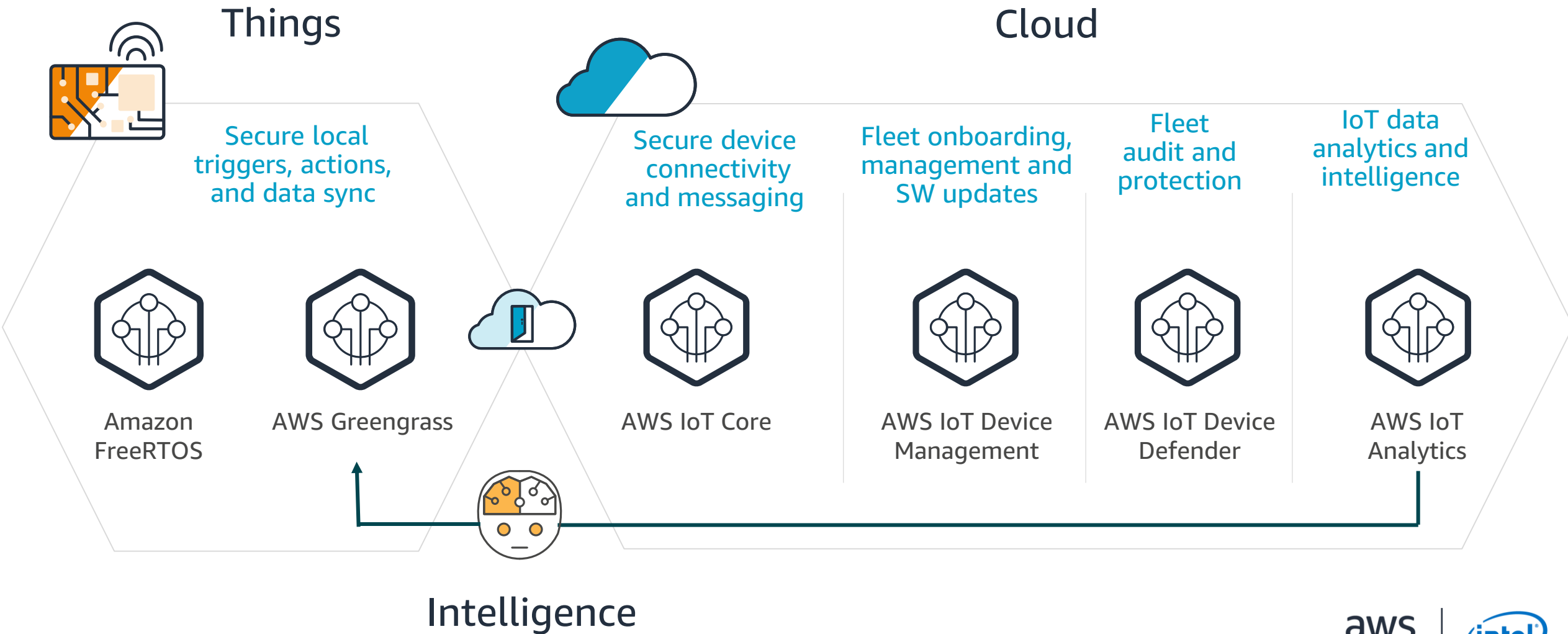
How Do We Help Customers?



How Do We Help Customers?



How Do We Help Customers?



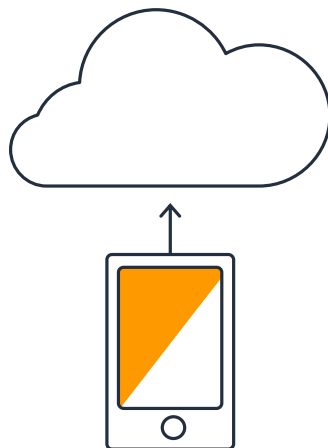
How To Get To Business Outcomes Faster



AWS IoT 1-Click



Acquire device

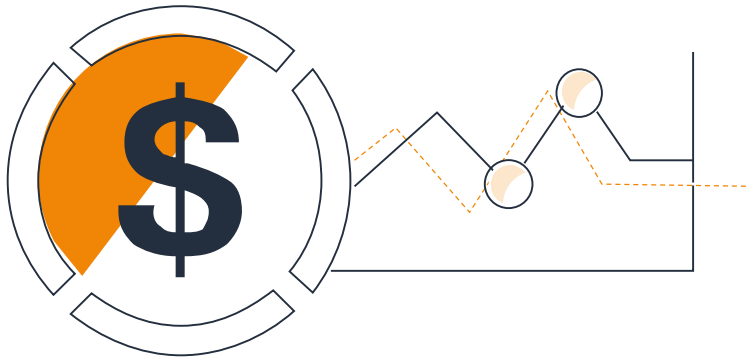


Configure &
deploy

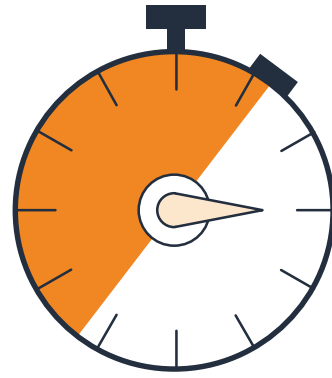


Reports
& Lambdas

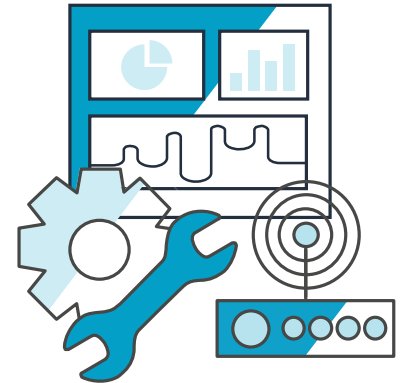
How To Be Successful



Define Business
Outcomes
with Business Owners



Maximum Project
Duration=12 Months



Minimum Viable
Device (MVD)

How To Be Successful

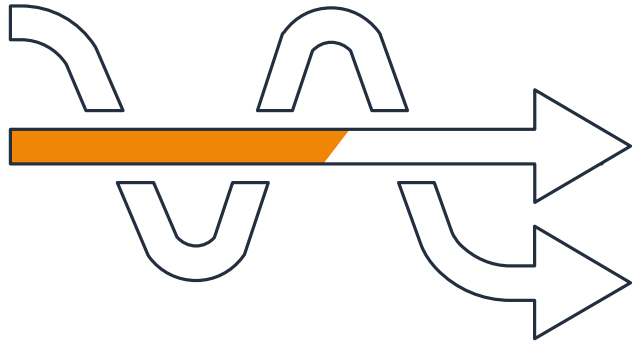


Get training
For your teams

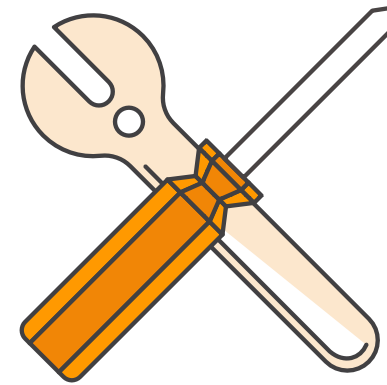


Get help from the
ecosystem

How To Be Successful



Don't reinvent
the wheel



Use existing
tools

Learn from AWS experts. Advance your skills and knowledge. Build your future in the AWS Cloud.



Digital Training

Free, self-paced online courses built by AWS experts



Classroom Training

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AWS Competency Partners

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AWS Marketplace

A digital catalog with thousands of software listings from independent software vendors that make it easy to find, test, buy, and deploy software that runs on AWS.



AWS Service Delivery Partners

APN Partners with a track record of delivering specific AWS services to customers.

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