

# IOT WORKSHOP

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# MEETING AGENDA

- 1 Introduction Reply Group
- 2 Introduction Storm Reply
- 3 IoT Workshop
- 4 Q&A session
- 5 Next steps
- 6 Contact details



# REPLY GROUP



# WE ARE

**ONE OF THE FASTEST GROWING IT & CONSULTING COMPANIES IN EUROPE.**

100% focused on niche specialist consulting and mission critical projects driven by technology innovation.

**~10.000**



**150**



**+1000**



**+27%**



**BEST PERFORMING SHARE IN THE ITALIAN STOCK EXCHANGE IN THE LAST 19 YEARS**

100% focused on niche specialist consulting and mission critical projects driven by technology innovation



# WHERE WE ARE

## US

Chicago  
Detroit  
Kansas City  
Seattle  
St.Louis

## Brazil

Belo Horizonte  
Sao Paolo

## Benelux

Amsterdam  
Brussels  
Luxembourg

## France

Paris

## UK

LONDON  
Basingstoke  
Chester  
Cockpole Green

## Belarus

Minsk

## Italy

Bari  
Milano  
Padova  
Parma  
Roma  
TORINO  
Treviso  
Trieste  
Verona

## Germany

Berlin  
Bremen  
Düsseldorf  
Frankfurt  
GÜTERSLOH  
Hamburg  
München  
Stuttgart

## Croatia

Zagreb

## Romania

Bucharest

## Poland

Katowice

## India


Kochi

## China

Beijing  
Nanjing



# REPLY TODAY

 650

## Benelux & France

Amsterdam  
Brussels  
Luxembourg  
Paris

## UK

London  
Basingstoke  
Chester  
Cockpole Green

 750

## Brazil

Belo Horizonte  
Sao Paolo

## US

Chicago  
Detroit  
Kansas City  
Seattle

## India

Kochi

 1750

## Germany

Berlin  
Bremen  
Düsseldorf  
Frankfurt  
Gütersloh  
Hamburg  
Köln  
München

## Poland & Romania

Katowice  
Bucharest

## Croatia

Zagreb

## Belarus

Minsk

## China

Beijing

 4400

## Italy

Bari  
Milano  
Padova  
Roma  
Torino  
Treviso  
Trieste  
Verona

 **REPLY**  
4BRANDS

 **REPLY**  
ARLANIS

 **REPLY**  
AVANTAGE

 **REPLY**  
BLUE

 **REPLY**  
CLUSTER

 **REPLY**  
DATA

 **REPLY**  
RIVERLAND

 **REPLY**  
MACHINE LEARNING

 **REPLY**  
ELBKIND

 **REPLY**  
GO

 **REPLY**  
INDUSTRIE

 **REPLY**  
INFINITY

 **REPLY**  
LEADVISE

 **REPLY**  
LIKE

 **REPLY**  
LIVE

 **REPLY**  
MACROS

 **REPLY**  
OPEN

 **REPLY**  
NEVELING

 **REPLY**  
PORTALTECH

 **REPLY**  
POWER

 **REPLY**  
RED

 **REPLY**  
TARGET

 **REPLY**  
SPARK

 **REPLY**  
SPIKE

 **REPLY**  
SPRINT

 **REPLY**  
STORM

 **REPLY**  
SYSKOPLAN

 **REPLY**  
TD

 **REPLY**  
TRIPLESENSE

 **REPLY**  
LIKE

# REPLY SERVICES

## INTERNET OF THINGS



AUTONOMOUS  
VEHICLES



INDUSTRIAL  
SYSTEMS



CONNECTED  
PRODUCTS



ENERGY  
ECOSYSTEMS



HEALTHCARE

## INDUSTRY PLATFORMS



RETAIL  
& CPG



ENERGY



HEALTHCARE



TELECOM  
& MEDIA



MANUFACTURING  
& LOGISTICS



FINANCIAL  
SERVICES

## CUSTOMER EXPERIENCE



IMMERSIVE  
EXPERIENCE



DESIGN & UX



VIDEO



SOCIAL MEDIA  
& STORYTELLING



DIGITAL  
ECOSYSTEM

INTELLIGENT  
AUTOMATION

ARTIFICIAL INTELLIGENCE

MACHINE  
LEARNING

DEVELOPMENT  
& OPERATIONS

CLOUD PLATFORMS

DATA

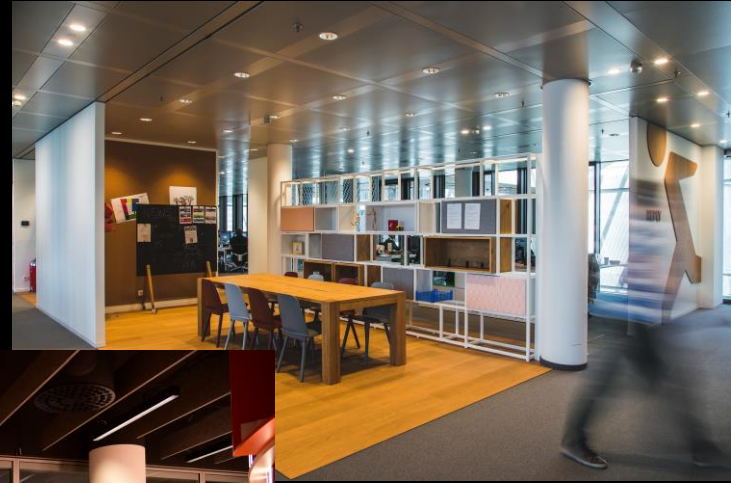
SECURITY  
OPERATION CENTER

CYBERSECURITY

SECURITY  
CONSULTING



# MUNICH OFFICE



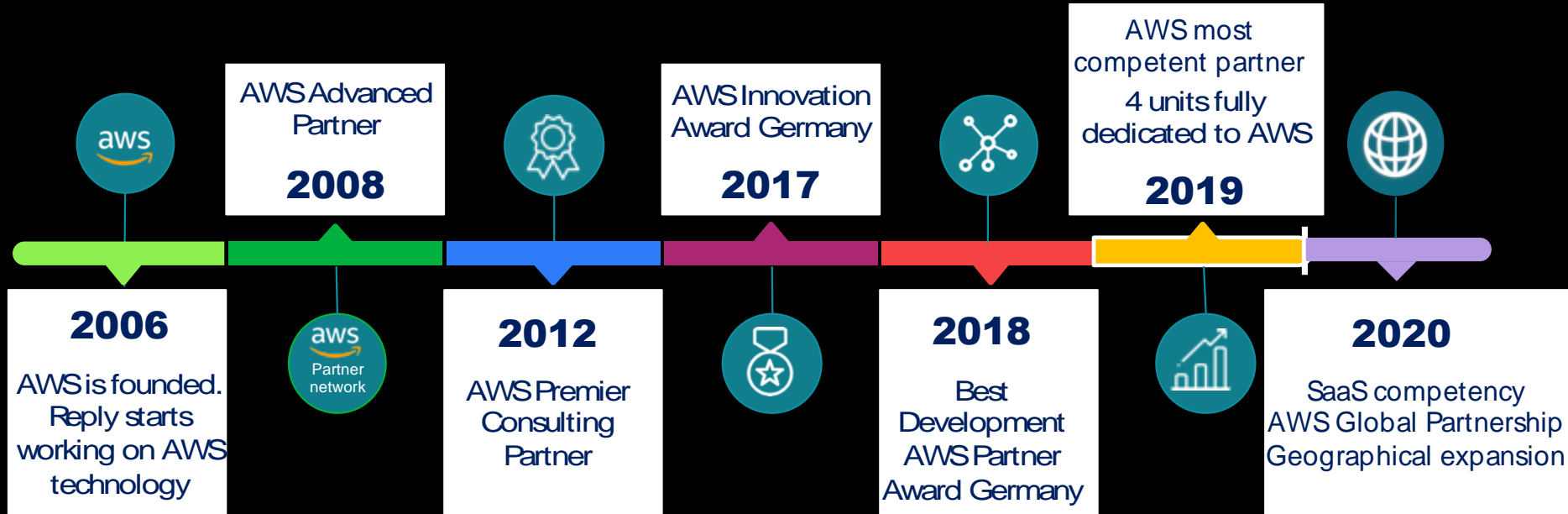


# STORM REPLY



# REPLY

## AWS STORYLINE



# INTRODUCTION

Vodafone, Ferrero,  
Grohe, Lavazza,  
Telefonica, BCE, OBI,  
FCA, Adidas, BMW, VW,  
Vorwerk

**over 60 active customers**

**500+ cloud projects completed**

Microservices, Serverless,  
Big Data, (I)IoT, etc.

2013  
2014  
2015  
2016  
2017  
2018  
2019  
2020  
2021



partner  
network

## Premier Consulting Partner



ISO 9001:2015  
Certified



partner  
network

Managed Service Provider

Solution Architects,  
Developers, SysOps, etc

**150+ cloud  
certified resources**

## 6+ aws competencies

IoT, Big Data, DevOps,  
Oracle  
Mass Migration, etc.



# SPECIAL COLLABORATION WITH AWS

- ✓ Storm has a Master Service Agreement in place for collaboration with the **AWS ProServices**
- ✓ Storm is officially involved in the new **Cloud Framework Adoption (CFA)** program by AWS
- ✓ Storm has a collaboration with AWS for supporting the **Well Architect Review** assignments



# OTHER COLLABORATIONS

- 1 Member of the CNCF
- 2 Certified Kubernetes Service Provider
- 3 K8s Training Partner to offer certified trainings and exam sessions
- 4 Certified Kubernetes Application Developer, Certified Kubernetes Administrator



# IOT WORKSHOP

Build a Proof Of Concept (POC) IoT solution with AWS



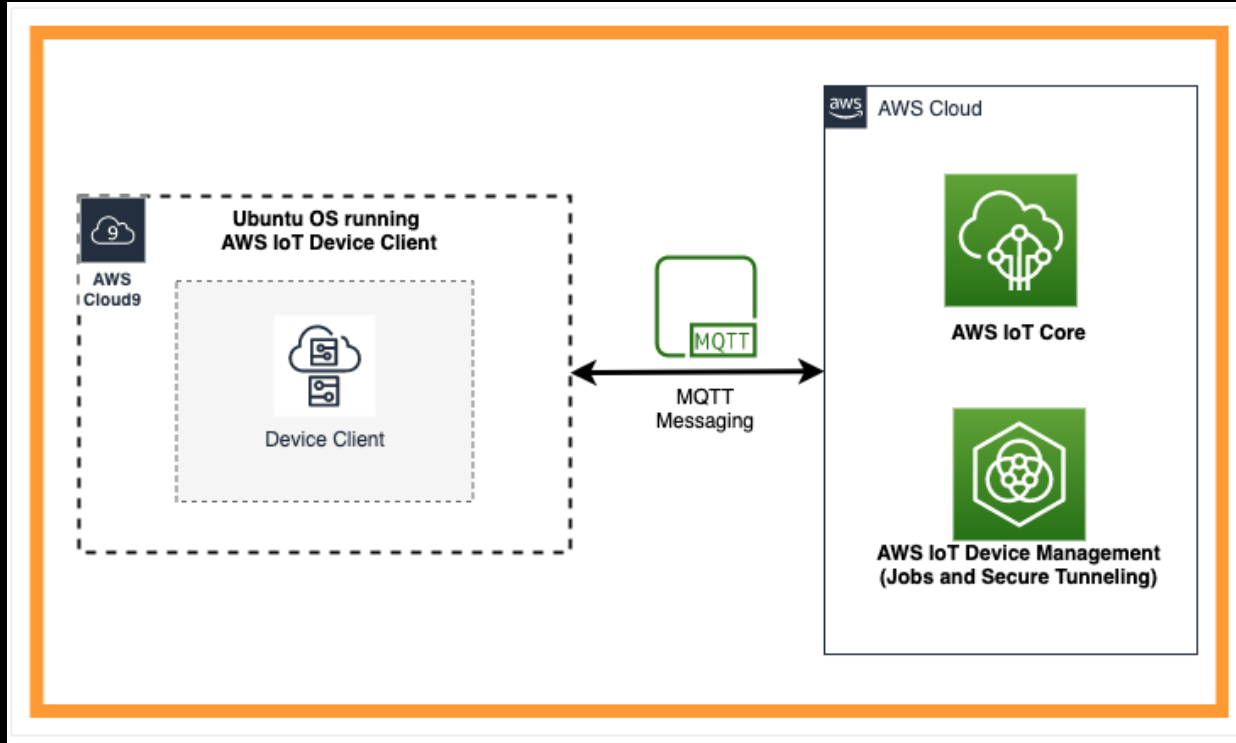
# INTRODUCTION

## SIMULATE AN IOT DEVICE WITH AN EC2 INSTANCE

- build and install some open source device software, namely the AWS IoT Device Client on the virtual IoT device
- Create a "Thing" - an identity for your device on AWS IoT Core
- Set up and configure the AWS IoT Device Client on your IoT device, and securely connect your "Thing" to AWS IoT Core
- Exchange MQTT messages between your IoT device and AWS IoT Core



# ARCHITECTURE





# HANDS ON

- Let's open the AWS console
- And start using the cloud



# Q&A SESSION



# FAQS

- Our job posts:
  - JUNIOR CLOUD SITE RELIABILITY ENGINEER (M/W/D)
  - JUNIOR CLOUD DEVOPS ENGINEER (M/W/D)
  - JUNIOR CLOUD CONSULTANT (M/W/D)
  - WORKING STUDENT POSITION - IOT/BIG DATA (M/W/D)
  - JUNIOR (PRE-)SALES ENGINEER (M/W/D)



# NEXT STEPS



# NEXT STEPS

## FIND THE NEXT STEPS IN OUR GITHUB REPOSITORY

- Define and deploy an Over-The-Air (OTA) remote operation to your IoT device with Jobs, a feature of AWS IoT Device Management
- How to monitor and audit your virtual IoT device security with AWS IoT Device Defender
- Synchronously access your IoT device with AWS IoT Device Management ( Secure Tunneling)
- How to troubleshoot



# CONTACT DETAILS



# CONTACT DETAILS

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**THANK YOU!**

