Eurotech – A strong and reliable Partner in IoT / M2M / OT Projects

Experience & Capabilities
- More than 20 years experience in OT / M2M / IoT
- Modular but integrated offering
- Hardware, software, infrastructure, services
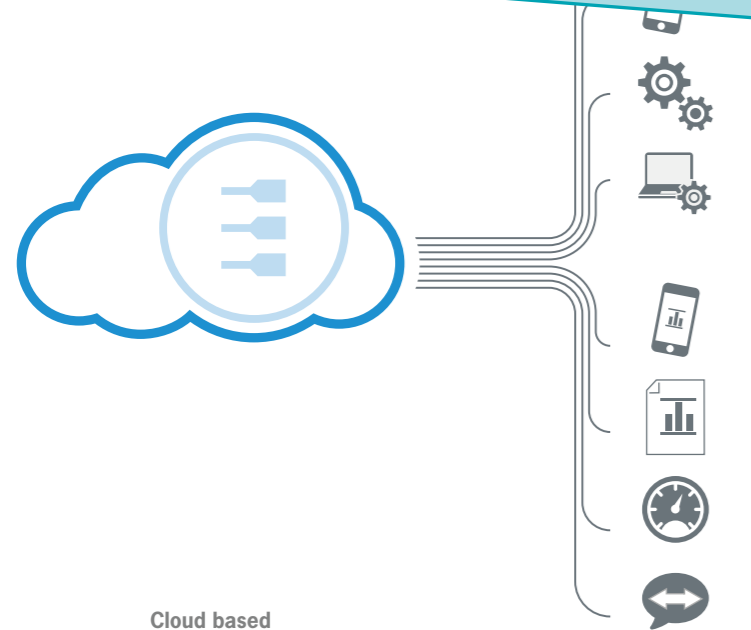- Global footprint
- Strong partner network

Available when and where needed - **Service and Support from Eurotech**
- Global service & support infrastructure
- Supplementing (partners) capabilities
- Planning, Design and Project Management
- Multi-level, scalable offering
- Consulting services - many years of M2M / IoT experience

Eurotech **DaaS - Device as a Service** - Best scaling financial offer for end-to-end device applications
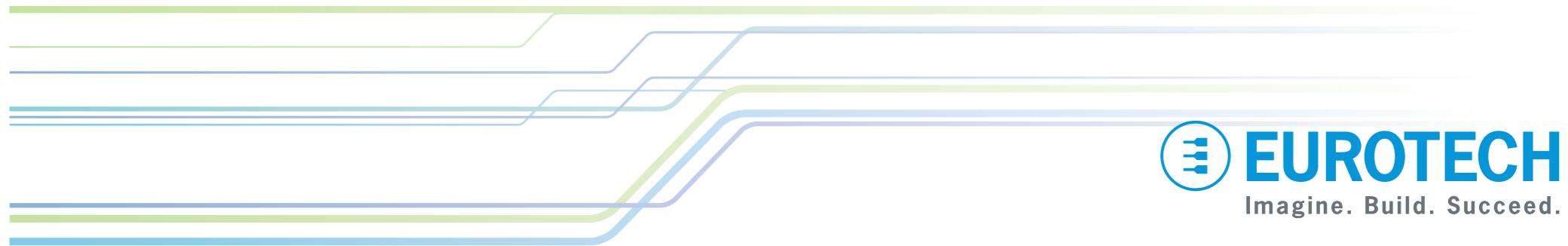- Attractive scalable financial model
- The customer only pays a predictable monthly fee
- Covers the devices, the data and the services provided
- Reduces the costs and removes the complexity of IoT projects
- Customers and partners are able to concentrate on their core competencies

Encapsulating Complexity = Reducing Risk & Cost
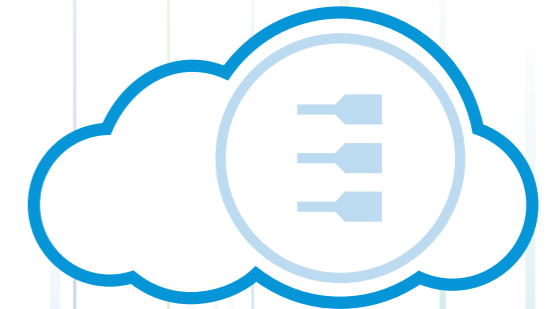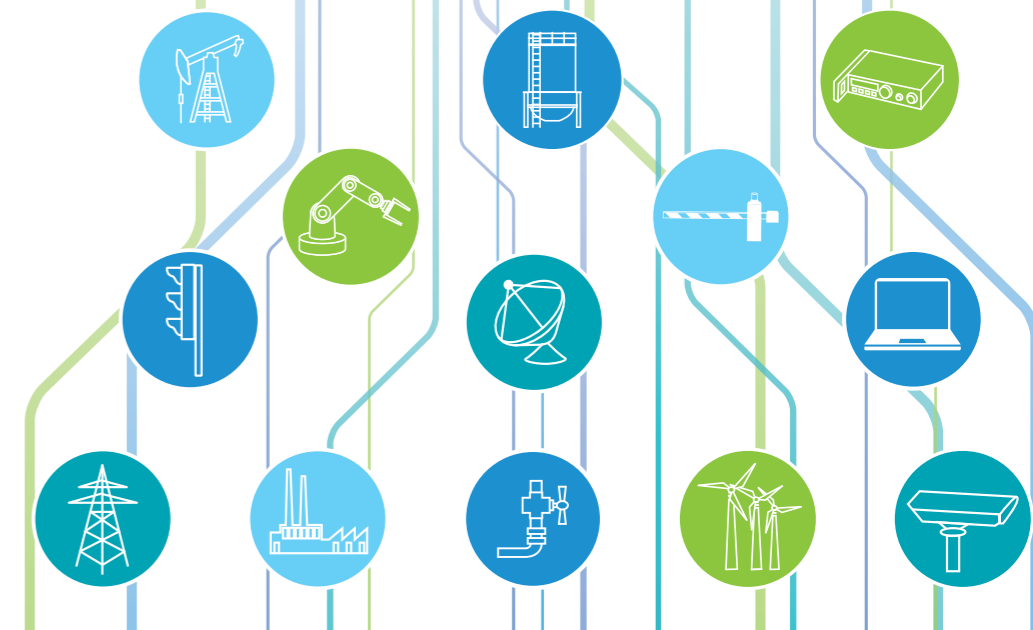**Our experience is your advantage!**

Cloud based Device & Data Management

Business Applications, Business Intelligence, Analytics, Big Data

EUROTECH
Imagine. Build. Succeed.

IoT Business Solutions

Re-thinking

Re-shaping

Business

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ETH_IoT_Flyer_07/2016_Rev-03

Good Reasons to look into M2M / IoT now

Become more efficient
- **Actions based on real data from the field**
- **Avoid cost & downtime - preventive maintenance**

Improve products and services
- **Discover new ways to serve your customers**
- **Increase customer satisfaction**

Open up new business opportunities
- **Transform your business**
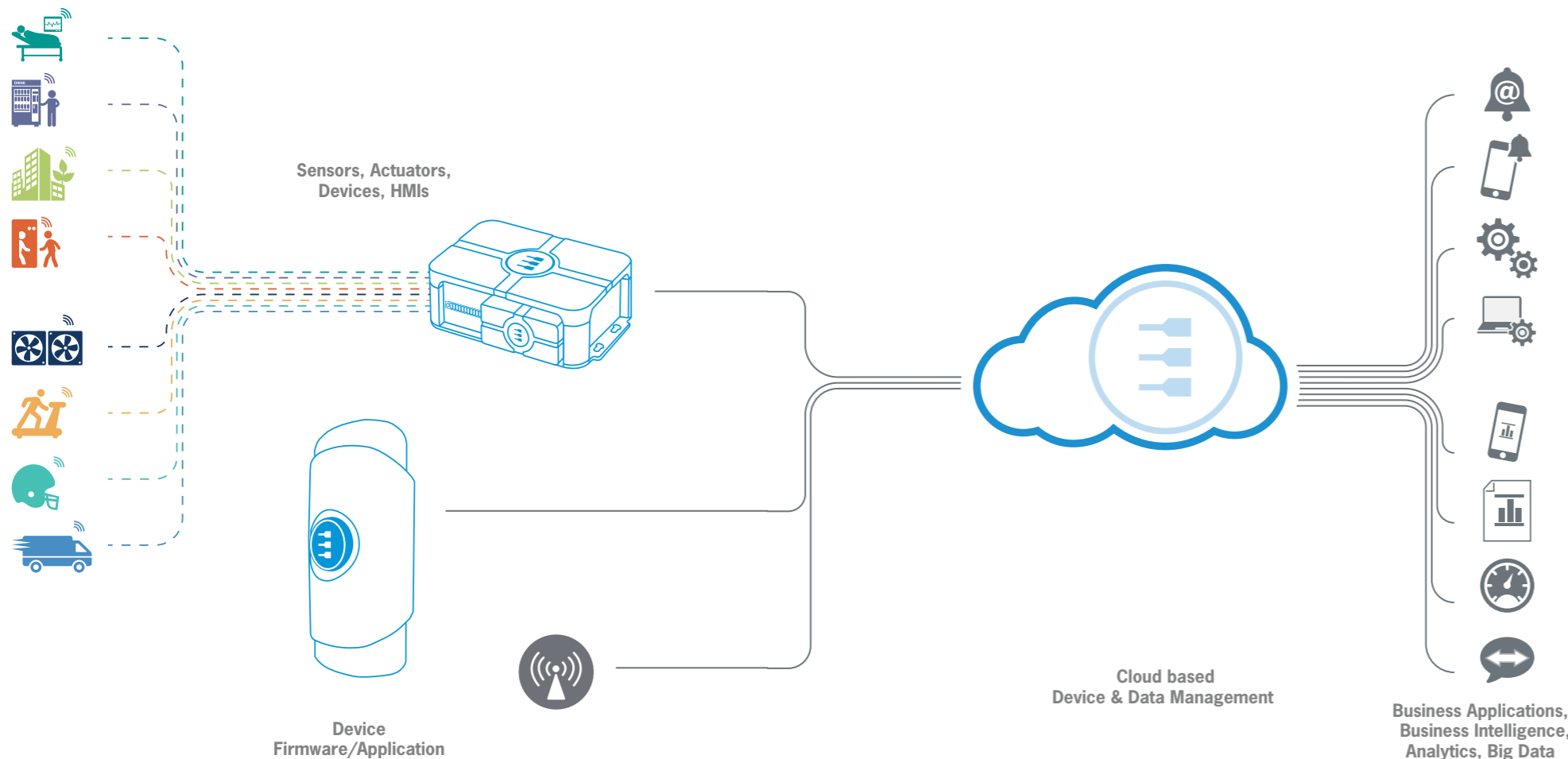- **Find additional revenue streams**

Increase agility
- **Fast Time-to-Market - move faster than your competition**
- **Enable small things to make a big impact**

Build the ability to scale

Eurotech's IoT technology and Solutions give you advantage

- **Experience** and capabilities
- **Complete offer** from the edge of the network to the enterprise IT
- Preserve and **Increase Company Value**
- Multidimensional **Scalability**
- **Future-proof** with mitigated risk
- Dramatically **Reduced Cost**
- Fast **Time-to-Market**
- Open and **Simplified Development**
- **Security**, privacy and **Reliability**

For end-to-end device applications, these benefits combined result in the **best TCO (Total Cost of Ownership)** at present and a clear competitive advantage for partners and customers that rely on Everyware Device Cloud solutions for their end-to-end device applications.

Re-shape your Business by Leveraging M2M/IoT Solutions

FLEXIBLE
- Tailored for your business
- CAPEX & OPEX balanced on your needs
- Scalable in all dimensions

RISKLESS
- Best Time-to-Market & Risk Mitigation
- Most complete offer
- Open and industry standards based
- GO LIVE in 6 months or less

SMART
- Start small … think big
- Reduce cost, improve TCO
- Preserve and increase value

SUSTAINABLE
- First project = ROI within 3 years
- All other projects = ROI within few months
- Supporting all phases of the application life cycle

EUROTECH - IoT Business Solutions

Sensors, Actuators, Devices, HMIs

Device Firmware/Application

Cloud based Device & Data Management

Business Applications, Business Intelligence, Analytics, Big Data

Good Reasons for Eurotech IoT / M2M Products, Solutions & Services

Experience
- More than 20 years experience in OT / M2M / IoT
- Global footprint
- Strong partner network

Complete offer from the edge of the network to the enterprise IT
- End-to-end M2M / OT / IoT applications & solutions
- Flexible hardware, software and service offering
- Public Cloud, Private Cloud and On-premises
- Wide range of standard interfaces and APIs for application integration

Preserve and Increase Company Value
- Freedom to implement, preserve and build value where most suitable
- Implement custom logic without resource constraints
- Allows to focus on the company's core competencies

Multidimensional Scalability
- Scale from very small numbers of devices to the largest applications
- Add new types of devices and applications simply
- Scaling internationally (certifications, support, services)
- Access your business data anytime, anywhere

Future-proof with mitigated risk
- Eurotech ESF, a best-in-class and proven application framework
- Portability across device platforms
- Open standards based interfaces and APIs for seamless integration with IT
- Mitigate risk by basing your sophisticated application on cutting edge IoT platform
- No vendor lock-in. Open and industry standards based

Dramatically Reduced Cost
- Connectivity, data management and delivery, without upfront investment
- Significantly reduced development effort
- Remote monitoring, maintenance and configuration of deployed devices
- Reduced communication costs (aggregation and compression)
- Monthly fees based on Eurotech's arrangements
- Eurotech Device as a Service (DaaS) offerings

Fast Time-to-Market
- All basic M2M / IoT elements in place for on-demand start-up and growth
- Fast proof of concept to effectively test your ideas and business applications
- One point of contact for the end-to-end solution

Open and Simplified Development
- Built-in integrations with leading business applications
- Software framework & Cloud Client software simplifying development
- Strong open source commitment
- IT centric toolkits with open standard interfaces

Security, Privacy and Reliability
- World-class security and privacy technology & policies
- Protecting the devices, data, and infrastructure
- Security Audits performed on a regular basis

Solving IoT Challenges results in Competitive Advantages and Accelerated Business