

## IoT Connected Digital Twin Accelerator

### CREATE A DIGITAL CONNECTION BETWEEN CUSTOMERS AND PRODUCTS WITH A DIGITAL TWIN

Do you want to

- offer “consumption-based billing” to your customers?
- digitise and fully automate your billing and invoicing processes?
- provide better, proactive product services to your customers?
- transform traditional manufacturing products into digital services?
- analyse your customer behaviour and product utilisation in real time?
- connect products and machines to ERP and CRM systems in real time?

With the IoT-connected Digital Twin Accelerator, you can do all this – and more – directly in the cloud, without the need for complex IT infrastructure. **Interested?**

### AN ALL-IN-ONE SOLUTION

Qualified by **SAP**, the Flexso IoT Connected Digital Twin Accelerator is an all-in-one packaged solution that **ACCELERATES** and **STREAMLINES YOUR IoT PROJECT**. It combines SAP Business Technology Platform with Flexso’s prebuilt project approach and accelerators, code templates and reusable components.

The result? A rapid time-to-value for your IoT project, thanks to pre-configured software that is tailored exactly to your needs at a fixed price in record time.

### GET STARTED ON:

- transforming your products into digital services through IoT
- leveraging IoT technologies to innovate and future-proof your sales and/or service organisation
- kickstarting your IoT journey based on market best practices, battle-tested software and years of industry experience

## YOUR BENEFITS



#### A 360° VIEW OF YOUR CUSTOMER

Combine product, customer and IoT data in a 360° view and gain new insights into your customers.



#### AN INTEGRATED END-TO-END SOLUTION

Integrate end-to-end business processes to automate replenishment, billing, invoicing, creation of service notifications, ...



#### A BETTER CASH POSITION

Thanks to the pay-per-use business model, the cash position of your organisation can increase by up to 25%.



#### AN IoT PROTOTYPE IN A SINGLE WEEK - A FULL IoT SOLUTION IN ~6 WEEKS!

By combining experience with best-in-class IoT accelerators and best-in-class preconfigured software, this package will help you significantly accelerate your time to value – by up to 50%!



#### A TOP-NOTCH CUSTOMER EXPERIENCE

Create a top-notch customer experience by providing a customer portal with real-time insights into consumption, machine status, billing and more. Offer proactive service through predictive maintenance and service algorithms based on real-time machine data.



“ A clear, IoT-powered scope and predictable costs to launch your business into 21<sup>st</sup> century.”

## THE POWER OF THE PACKAGED SOLUTION

- 01** **No need for complex IT infrastructure:** everything is fully powered by SAP Cloud Platform in a Platform-as-a-Service model. **No installation required.**
- 02** Predefined scope, methodology and services tailored to your existing IoT hardware and ERP or CRM solution and needs, **on-premise or in the cloud.**
- 03** Use easy to **configure business** rules to convert real-time data into business decisions, outcomes and value.
- 04** **Connect your IoT-enabled hardware** using LoRa, SigFox, NB-IoT, WiFi, ... and perform on-device data operations on Edge if desired.
- 05** **Connect SAP ERP and CRM systems** powered by SAP Cloud Platform Integration-embedded cloud middleware.
- 06** Leverage the power of SAP HANA **big data technology** to store and manage massive IoT data volumes securely.

## A DIGITAL (T)WIN

### A BATTLE-TESTED TEAM & PARTNERSHIP

Benefit from the expertise, experience and proven track record of Flexso Digital's Conversion Factory team, which is composed of true SAP Leonardo IoT and SAP Cloud Platform-certified experts. We also cover business and SAP backend modifications.

### POWERED BY A RECOGNISED LEADER IN IoT SOFTWARE

SAP is recognised by Gartner and Forrester as a leader in IoT Platform-as-a-Service software “for its current offering, strategy and market presence”.

IoT Prototype	IoT Proof Of Value	IoT Pilot
Prototype your own IoT digital twin solution <ul style="list-style-type: none"> <li>• 1-week design sprint</li> <li>• visual prototype included</li> <li>• 4 workshops on hardware, connectivity, digital twin, data model, UX and analytics</li> </ul>	End-to-end IoT digital twin proof of value (POV) in a test environment <ul style="list-style-type: none"> <li>• free-of-charge test environment</li> <li>• hardware connectivity &amp; data ingestion</li> <li>• IoT digital twin and data model</li> <li>• visualisation and dashboarding</li> <li>• demo &amp; presentation to your stakeholders</li> </ul>	End-to-end IoT digital twin pilot in a production environment <ul style="list-style-type: none"> <li>• IoT prototype in a week</li> <li>• hardware connectivity &amp; data ingestion</li> <li>• IoT digital twin and data model</li> <li>• visualisation and dashboarding</li> <li>• business process integration through bi-directional SAP ECC interface</li> </ul>
Starting from € 5.000	Starting from € 15.000	Starting from € 25.000
1-3 weeks	4-6 weeks	8-12 weeks

