

Enabling new business

Succeed in your business with IoT building blocks from Eurotech.

Tiziano Modotti

Agenda

Overview

- Eurotech Overview
- Business issue in M2M
- M2M and IoT Products

Why would you (we) know ...

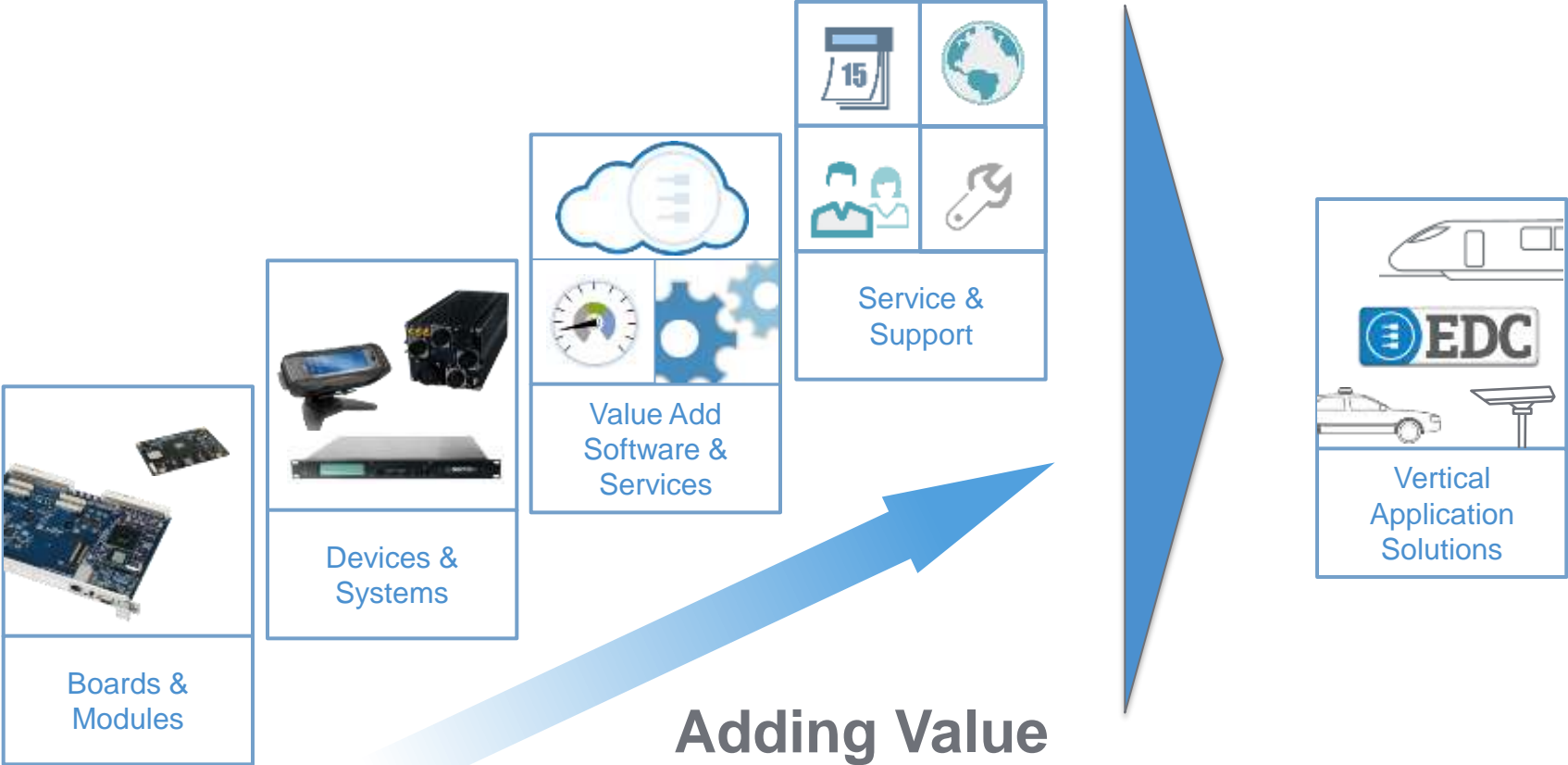
Eurotech's Essence

- Behind the products of more than 20 Global 500 companies
- One of the world top 10 player in the Embedded Computers market
- 20+ Years of experience in “M2M” and distributed systems
- Strong vertical market competences:
 - Industrial & Logistics
 - Transportation
 - Defense & Security
 - Healthcare & Medical



Eurotech Value Proposition

Modular and Integrated Offering



Adding Value
Enabling our customers to focus on their core competencies

Product Portfolio

Boards & Modules




High Performance Computing



Boards & Modules




Devices & Systems



Software & Services



Vertical Application Solutions



OpenVPX & VME




CompactPCI & CompactPCI Express



PC/104+



EPIC & EBX



COM Express & Small Form Factors



Catalyst & Other Form Factors

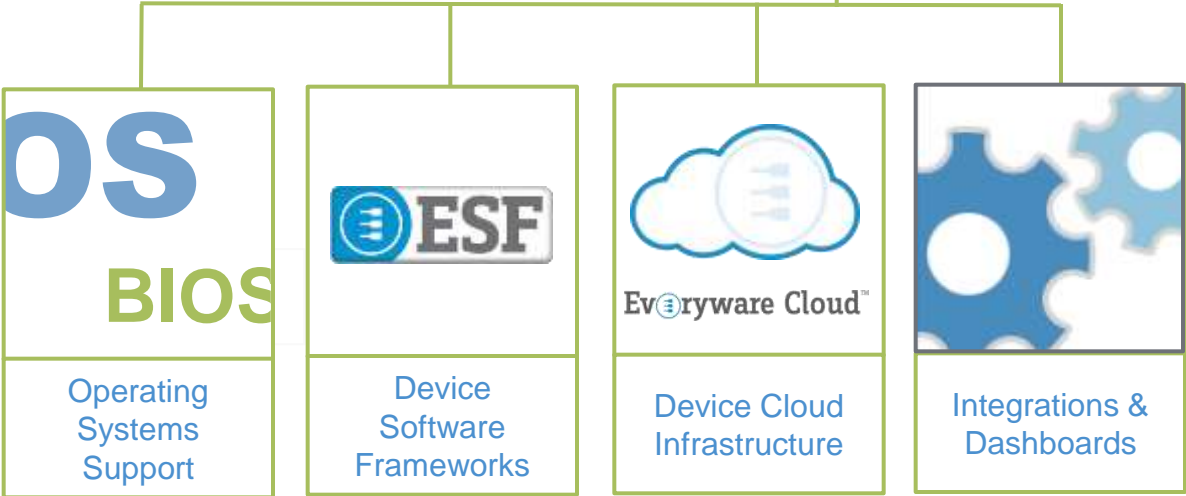
Eurotech Product Portfolio

Devices & Systems



Eurotech Product Portfolio

Value Add Software & Services



Eurotech Product Portfolio

Integrated Vertical Solutions



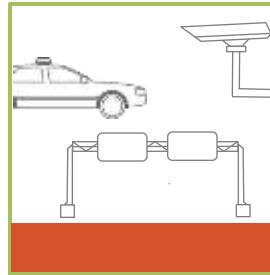
Industrial &
Commercial



Logistics &
Networking



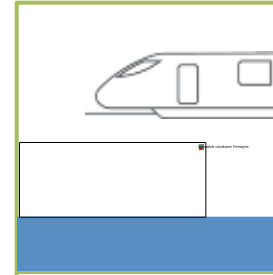
Medical &
Healthcare



Security &
Surveillance



Defence &
Aerospace



Transportation
& Mobility

Building
Automation

Machine
Automation

Vending
Machines

Kiosks

Smart Energy /
Smart Grid

Handheld and
Wearable
Devices

Mobile mounted
devices

Integrated RFID
Readers

High-end
Diagnostic
Equipment

Portable
Medical
Devices

Home Medical
Gateways

Banks and
Institutions

Homeland
Security

Border control

Highway
/Parking lots /
Gates

Armored
Vehicles

UGVs

Helicopters

Aircrafts

Future Soldier

Public Buses

Trains &
Underground

Toll gates

Digital Signage
/ Customer
Information

Business Issue

Sometimes M2M Solutions look simple ...

A single application
to communicate with

No connectivity
options required

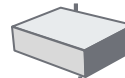
Single or no special
application on gateway

Only one type of
Gateway HW & SW

Only one type of
device / sensor



**Business
Application**



**Service
Gateway**

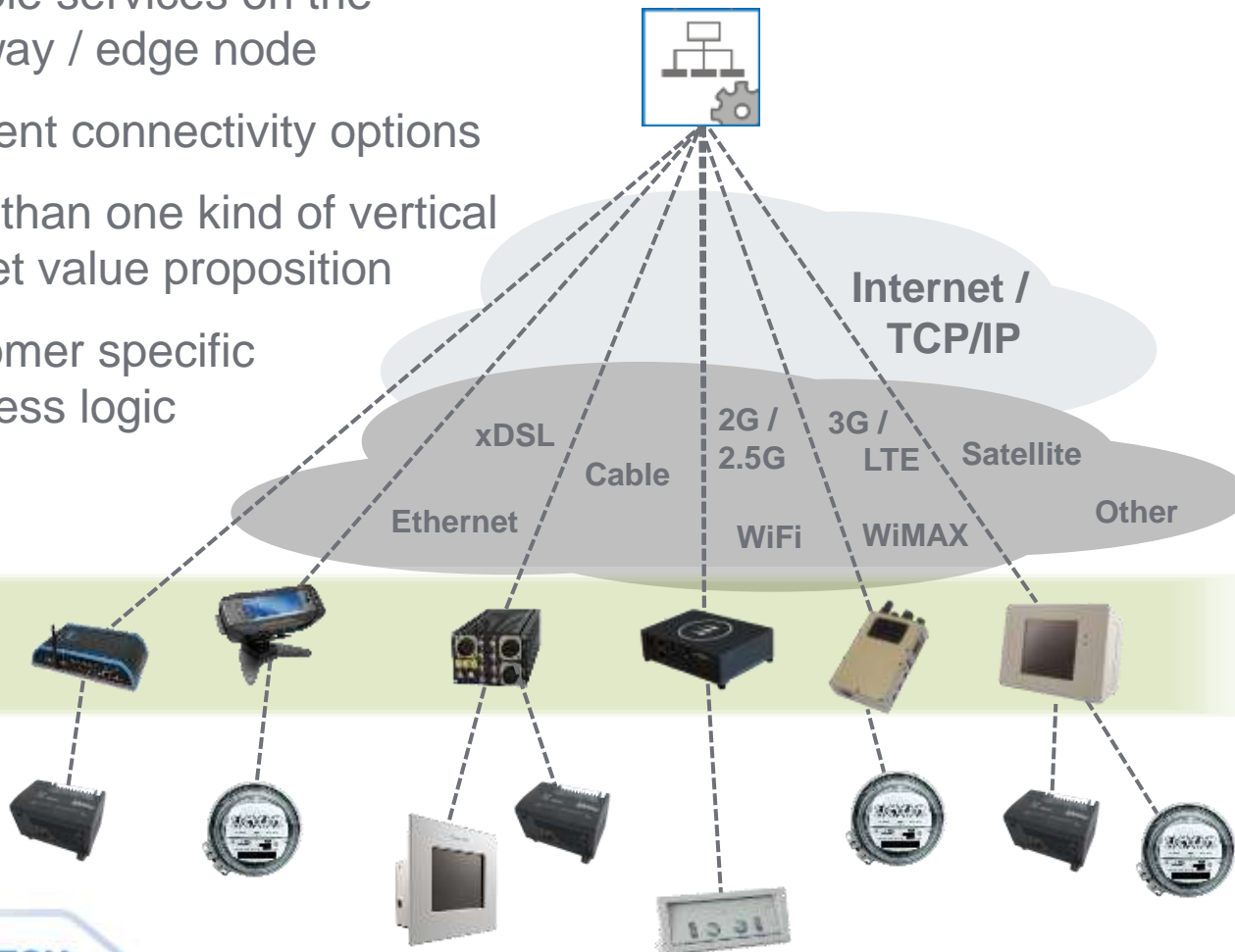


**Sensors,
Actuators,
Displays, ...**

Business Issue

... but for some of them it gets complex

- Multiple services on the gateway / edge node
- Different connectivity options
- More than one kind of vertical market value proposition
- Customer specific business logic

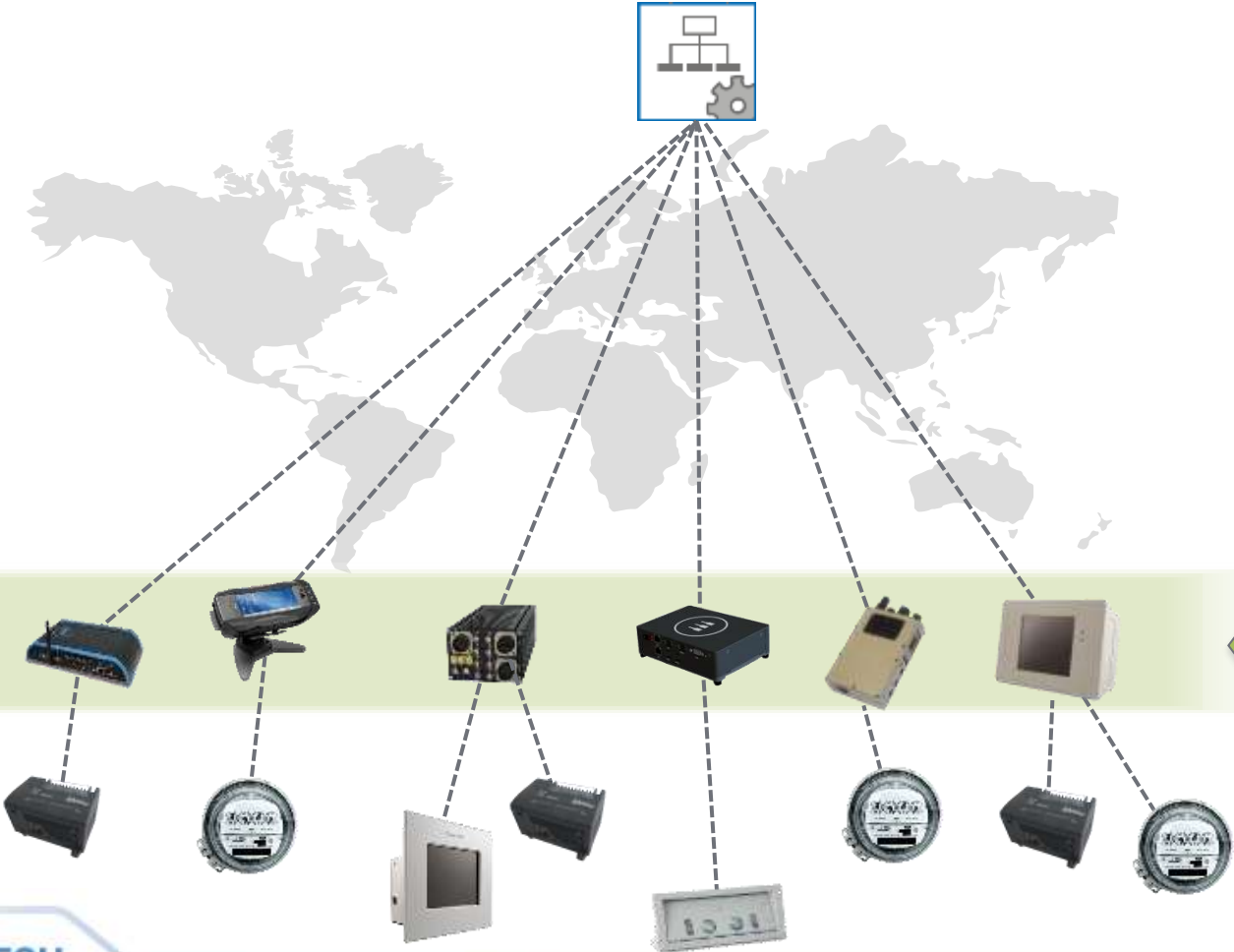


Business
Application

Sensors,
Actuators,
Displays, ...

Business Issue

... Geographically Dispersed ...



Business Applications



Multi-Service Gateway

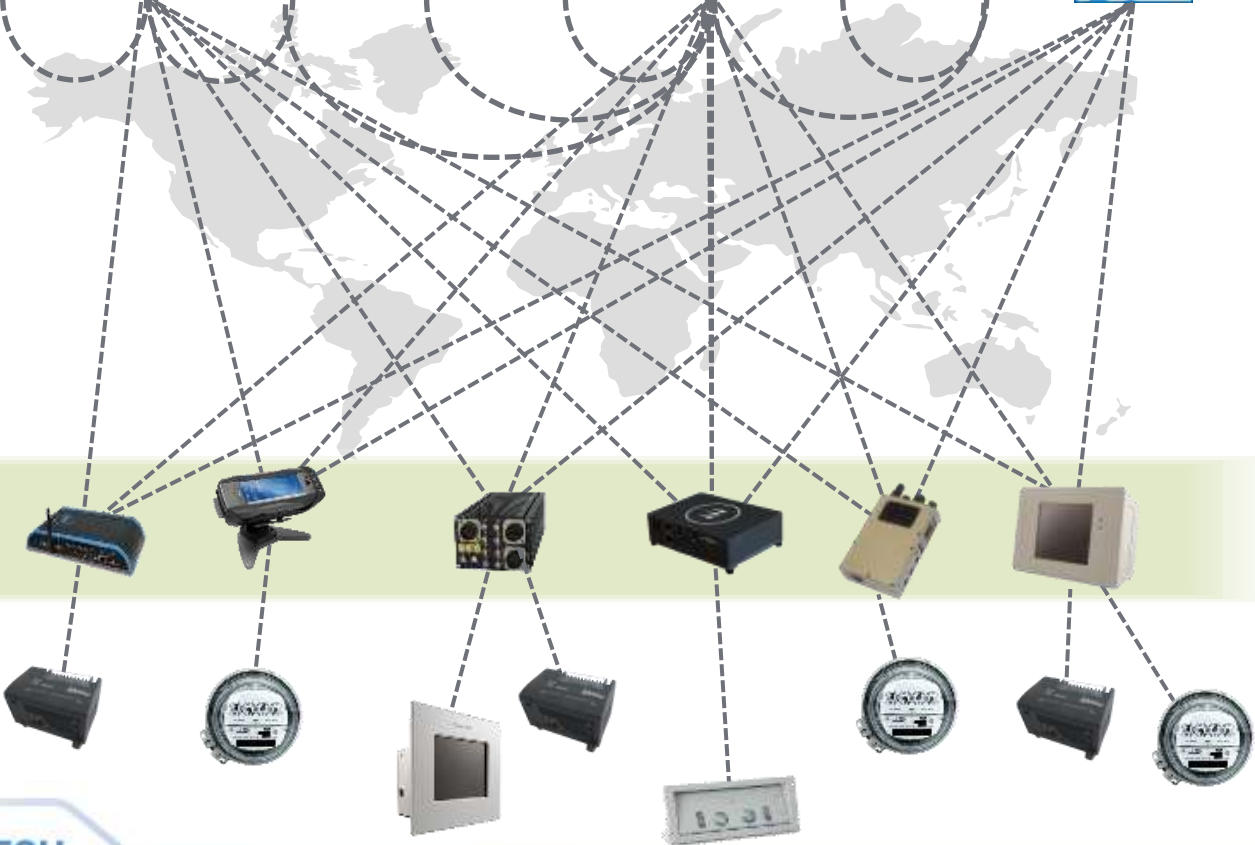
Sensors, Actuators, Displays, ...

Business Issue

... and with more than one Consumer of the Device Data



Business Applications



Sensors, Actuators, Displays, ...

Eurotech offering

An integrated M2M infrastructure



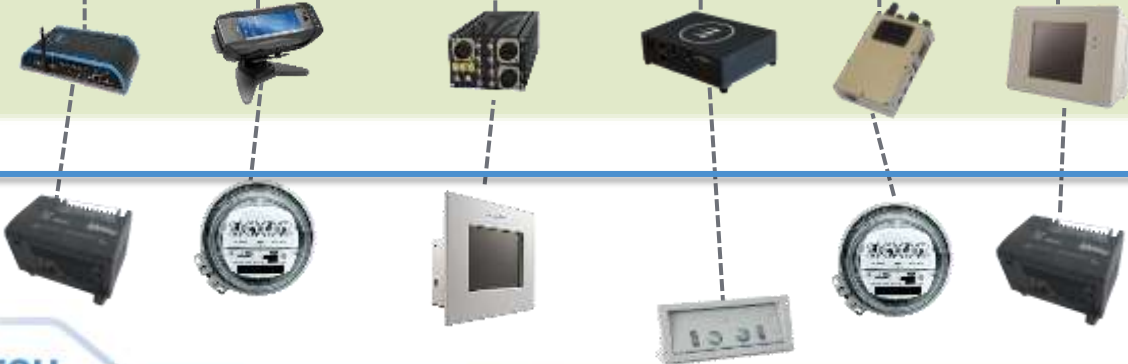
Business Applications

Everyware Cloud



M2M Integration Platform

Application Framework + Multi-Service Gateway



Sensors, Actuators, Displays, ...



Connecting the field at the Enterprise

Architectural Components

Business Applications



Enterprise Interfaces

M2M Integration Platform



Integrate
Act
Store
Connect & Control

M2M Protocol

+

Remote Gateway



Collect
Elaborate
Communicate

Field Data

Field Interfaces



Everyware Software Framework (ESF)

What is ESF?

ESF is an OSGi-based Application Framework for M2M Service Gateways

Purpose

Simplify the design, deployment and remote management of embedded applications.

What it provides

- Cohesive and integrated app environment
- Modular software components
- HW abstraction layer
- Field protocol libraries
- Cloud connectivity
- Remote app and device management
- Local app and device management
- Built-in Security
- Development tools

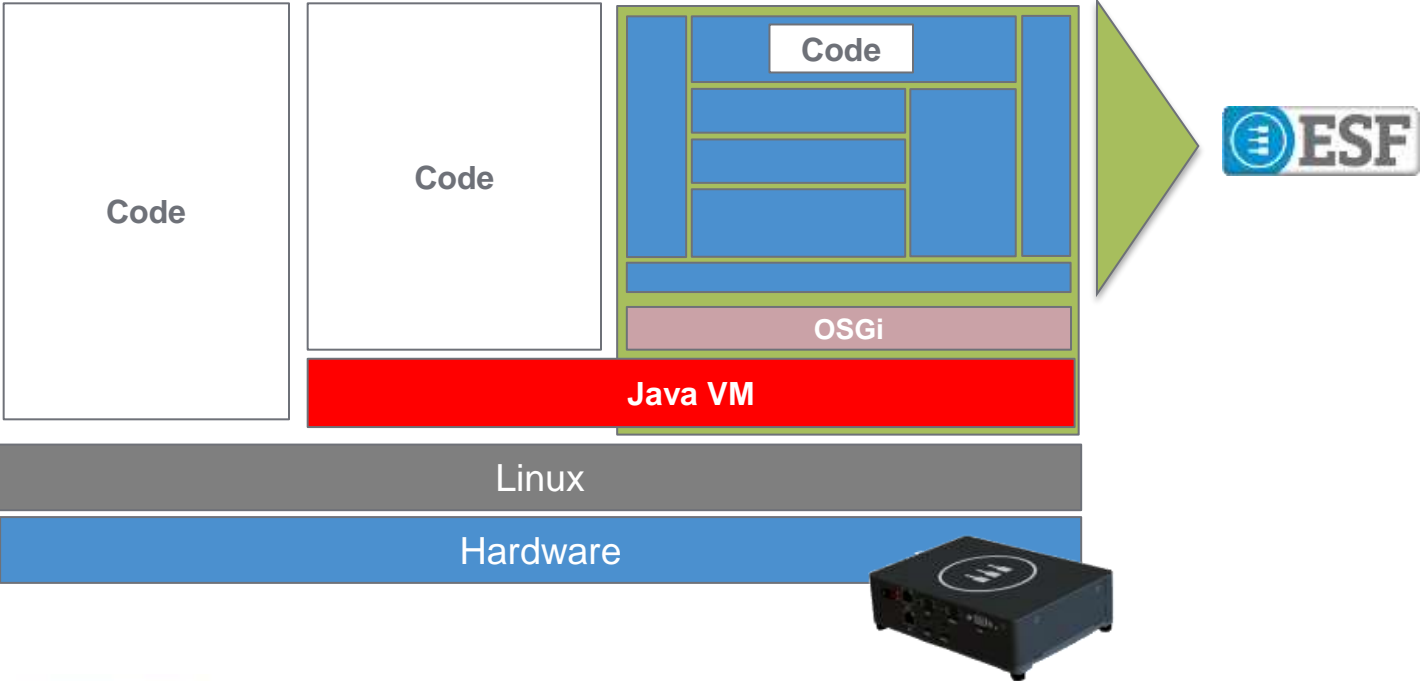


Everyware Software Framework (ESF)

The main benefit

Developer's Productivity

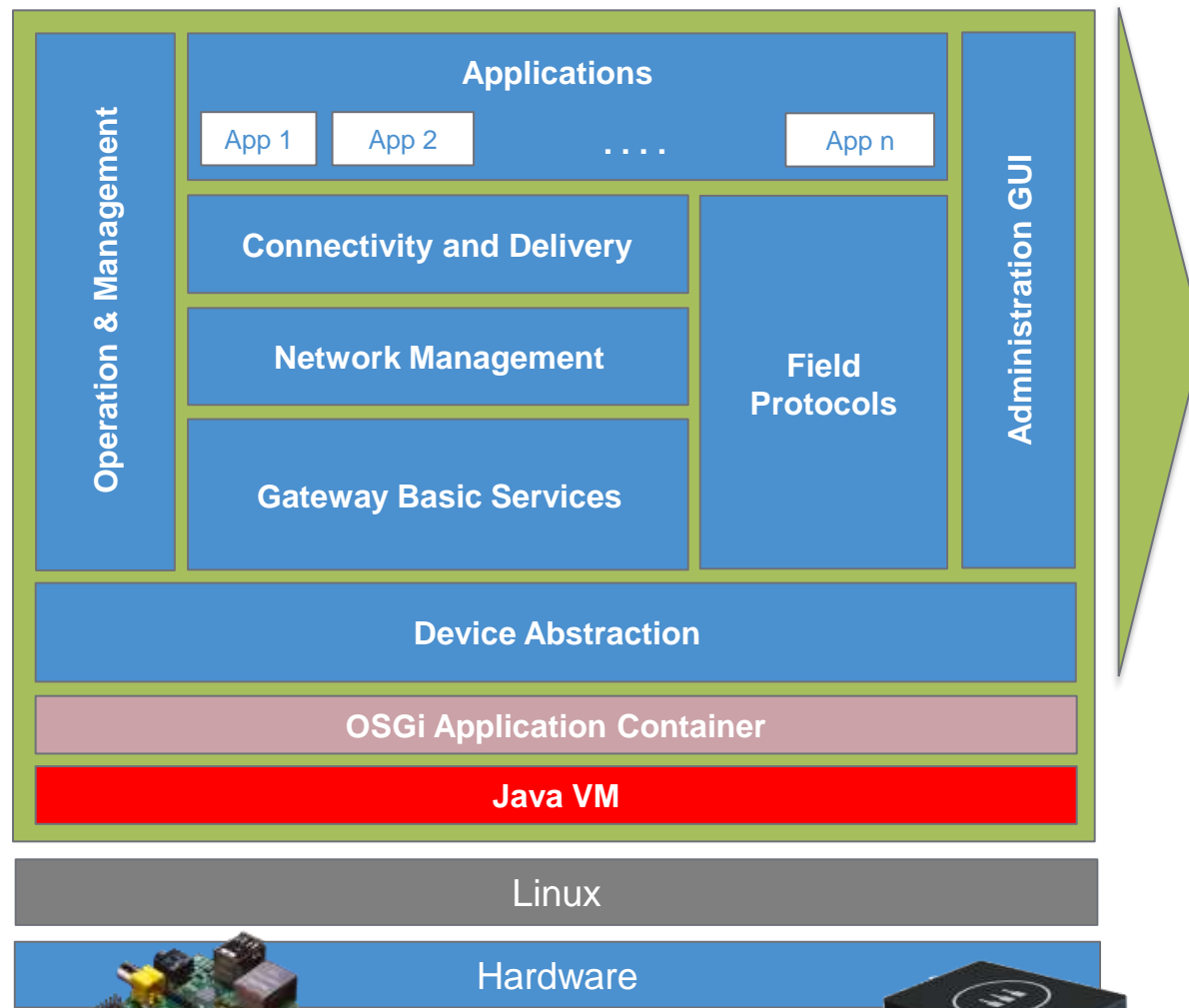
ESF helps customer focusing on their core business



Everyware Software Framework (ESF)

Functional Overview

Multi-Service Gateway



ESF Functional Blocks

Network Management

The screenshot displays a network configuration window titled "Network". It includes a list of network interfaces on the left and a configuration panel on the right. The "wlan0" interface is selected. The configuration panel shows various settings for the wireless network, including mode, name, security, and signal strength.

Select a Network Interface and configure it. DHCP Server and NAT can be configured only for interfaces enabled for LAN connection to the gateway may be lost depending on your network configuration changes.

Interface Name ▲

- lo
- eth0
- eth1
- wlan0
- 1-3.1

Apply Refresh

TCP/IP **Wireless** DHCP & NAT Hardware

Wireless Mode: Access Point

Network Name: esf_gateway_00:60:0C:80:ED:20

Radio Mode: 802.11g/b

Wireless Security: WPA/WPA2

Wireless Password:

Verify Password:

Pairwise Ciphers: CCMP and TKIP

Group Ciphers: CCMP and TKIP

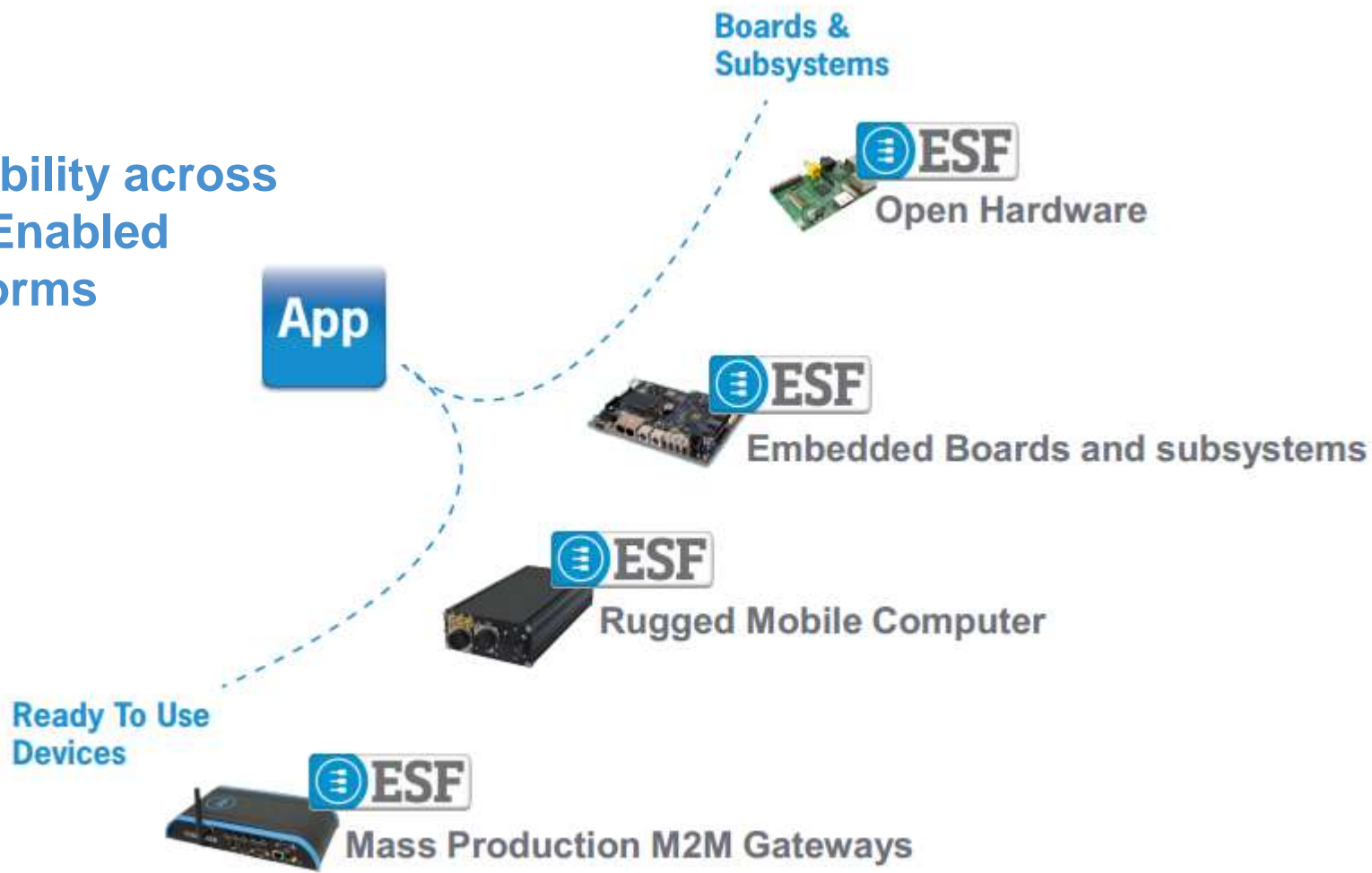
Bgscan Module: None

Bgscan Signal Strength Threshold (dBm):

Everyware Device Cloud

Hardware Portability

Portability across
ESF Enabled
Platforms



Connecting the field at the Enterprise

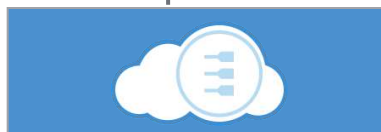
Architectural Components

Business Applications



Enterprise Interfaces

M2M Integration Platform



Integrate
Act
Store
Connect & Control

M2M Protocol

+

Remote Gateway



Collect
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Communicate

Field Data

Field Interfaces



M2M Integration Platform

Main functionalities



Everyware Cloud™

M2M Integration Platform

Data Mgmt

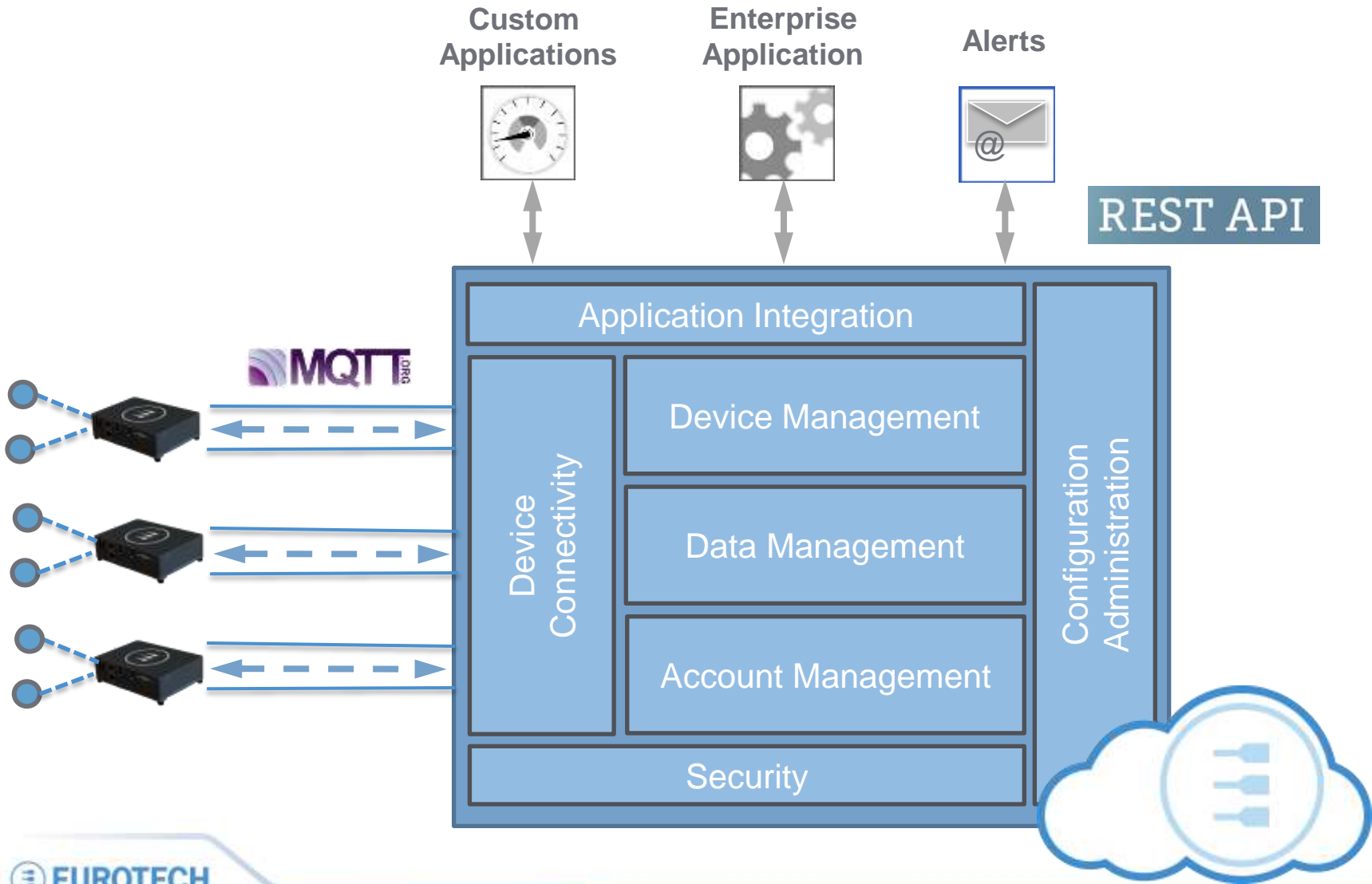
- Data Collection,
- Data Storage,
- Data Analysis
- Data Access

Device Mgmt

- Device Config
- Device Access
- App Config
- App Update

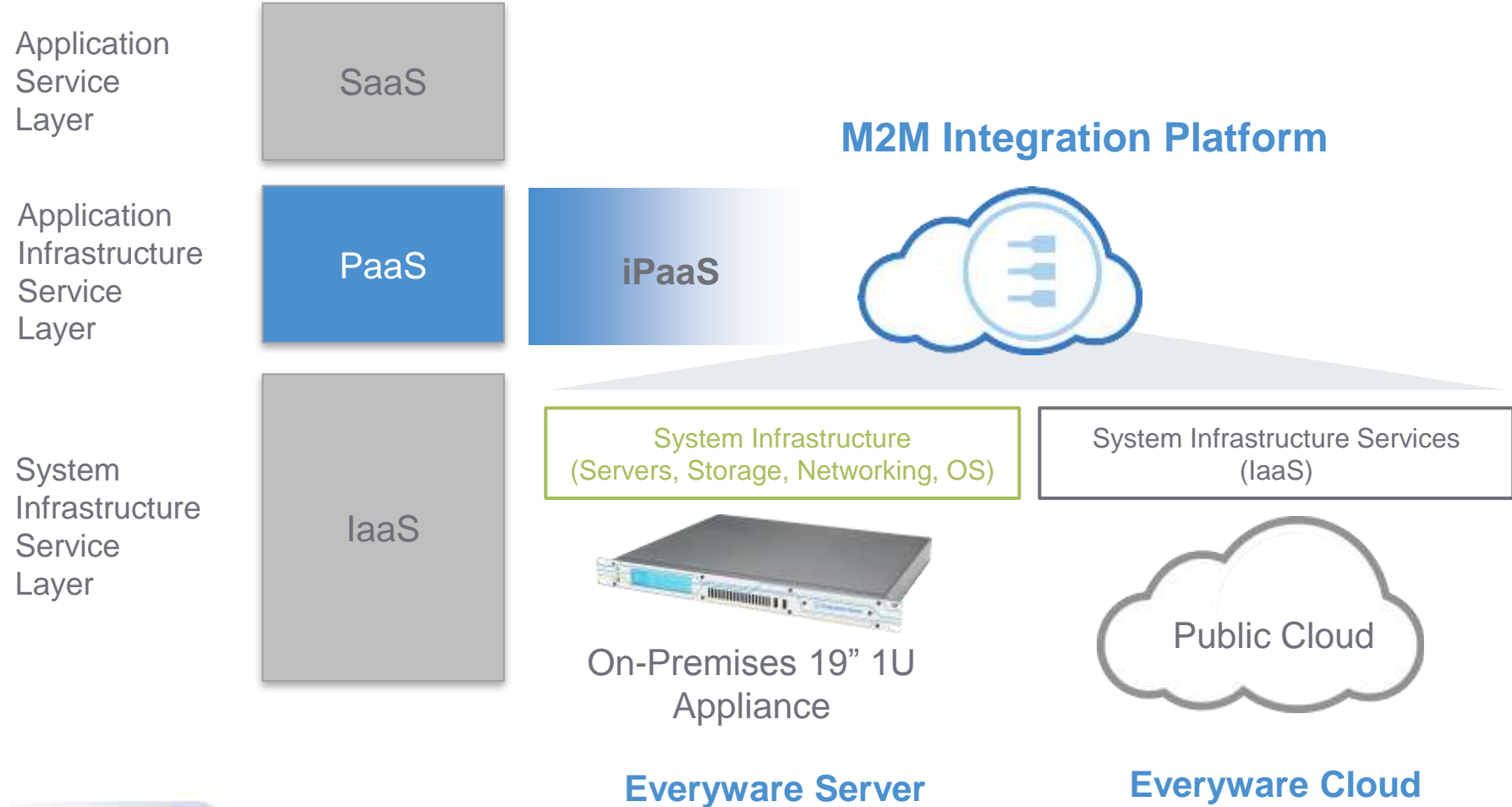
Everyware Cloud

Functional Overview



M2M Integration Platform

System Infrastructure Options



Awards

Just some...



**Eurotech Named a Cool Vendor in Gartner 2013
IT/OT Alignment and Integration Report**

We expect Eurotech to differentiate itself versus other traditional embedded board vendors as the company moves up the value chain.



**Peter Utzschneider, Vice President, Java Product
Management during the IoT Keynote at Javaone 2013**

"... and within 3 minutes I knew they got it!"



Thank You!

www.eurotech.com