IOT TRANSFORMATION WORKSHOP

Organizations are looking for innovative ways to streamline processes, reduce costs, and open doors to new revenue streams. Sirius can help you stay ahead of the competition by co-developing emerging tech strategies that will give you better insights into your customers, business process optimization, and more.

WORKSHOP OVERVIEW

The Sirius IoT Transformation Workshop is designed to help you understand your data needs, determine ROI and evaluate your foundational infrastructure to determine if any technical components should be retired, evolved or added before implementing an IoT technology initiative. In the workshop, we will walk through five focus areas:

- **Business drivers**: We'll outline business drivers for IoT, starting with your key stakeholders, business processes, business systems, and linkage to company goals.

- **Data investigation**: We'll review the data that needs to be derived. What kind of data are you gathering? Can this data be used by other departments? Is it revenue-generating data that can be sold to your customers as a service? We'll help you review your data to determine how your business will benefit from the data discovered as part of this workshop.

- **System of systems**: Do you need to pull in third-party data for this solution? Examples may include data from The Weather Company (an IBM business), mapping software, or data from other external tools or systems.

- **Infrastructure readiness**: We'll determine if your infrastructure is adequate for the proposed IoT solution.

- **IoT technology**: You'll understand what related IoT technologies will need to be implemented for your new solution.

IOT WORKSHOP KEY DELIVERABLES

In a Sirius IoT Workshop, our experts will perform a health check of your infrastructure, build an IoT business integration plan, and present a roadmap.

Key deliverables of the workshop include a summary of infrastructure that needs to be improved, replaced, kept as is, or added based on current technology. These Items may include servers, network, big data strategy, IoT management platforms, analytics platforms, storage, applications, and system software.

Other deliverables include:

- A prioritized list of IoT initiatives by business unit, business system, and data description

- An executive summary report based on these findings.

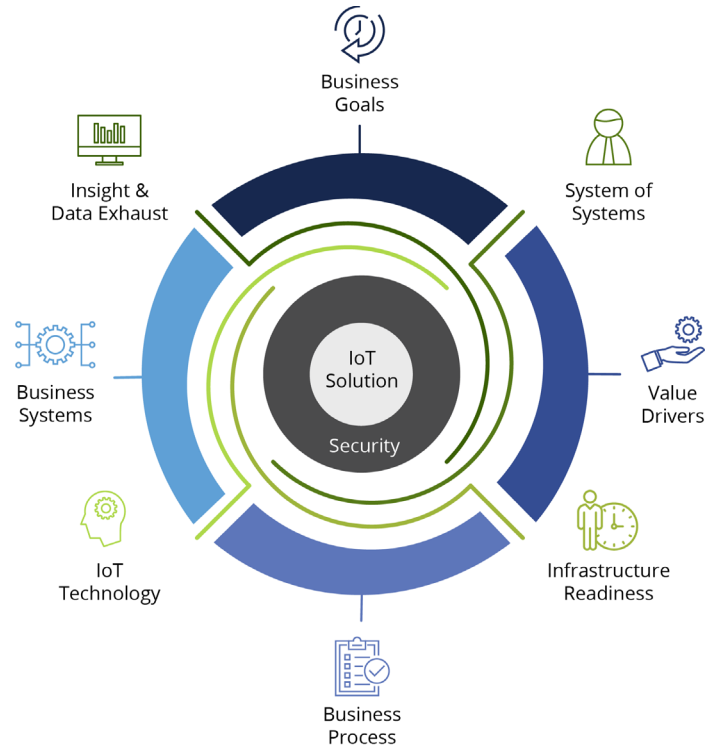- An ROI Index and complexity index analysis for top 10 projects

WHY SIRIUS FOR IOT?

Sirius has expertise in all areas of IoT through our partnerships with industry-leading technology providers and expert IoT consultants that help with planning, implementing, optimizing and managing your IoT strategy.

Sirius' well-established thought leadership includes publications, certifications, and industry board leadership positions.

Named to CRN's list of the top 25 IoT innovators in the U.S. for the past three years, Sirius' IoT practice is nationally recognized as one of the select few systems integrators in the country that operate on the vanguard of IoT innovation and development.

IOT WORKSHOP FRAMEWORK

IOT MARKET TRENDS

- 80% of organizations that have implemented IoT have realized greater value than expected

- Only 19% of IoT projects are actually in production

- 65% of organizations could not articulate business value of the IoT PoCs for investment

TIMELINE AND PRICING

Small Workshop	1-3 Business Focus Areas	1.5 weeks	$15,000
Medium Workshop	4-6 Business Focus Areas	3 weeks	$30,000
Large Workshop	7-9 Business Focus Areas	5 weeks	$45,000

For more information, please contact your Sirius client executive, visit siriuscom.com/iot, or call 800-460-1237.