

The Challenge:

To maintain their brand image of providing innovative technologies, they needed to take an industry leadership position and develop a new service for their customers based on the Internet of Things (IoT):

- The first focus area for this solution was providing customers with a highly-valued service add-on to their coordinated measuring machine (CMM) product line in order to improve the overall satisfaction level of customers.
- The second focus area for this solution was providing a new revenue stream at a higher profit margin by implementing a low-maintenance, repeatable service.

Client Profile:

Global Manufacturer and Market Leader

This global subdivision of a multi-national organization is a market leader in metrology and manufacturing solutions. They help industrial manufacturers develop advanced technologies and products. The specialized ways in which they collect, analyze, and utilize measurement data allows their customers to increase production speed, productivity, and quality.

Solution Overview:



The cloud solution developed by Stratus Innovations Group is based on Azure IoT Hub services and various complementary Azure services. It facilitates device telemetry capture and UI presentation. In support of this deployment, Stratus Innovations Group leveraged their proprietary IoT Protocol Gateway Adapter. This software asset is part of Stratus' Intelligent Factory Solution Offering, and it enables manufacturers to quickly have their manufacturing floor devices, controllers, and HMIs communicating to the Azure IoT Hub.

In addition to providing the application infrastructure to process and display device telemetry data, this solution also provided the following:



Integrations with Salesforce to quickly and easily onboard customers to this new IoT offering



Integration with Azure Machine Learning to facilitate predictive analytics and predictive maintenance



Incredibly powerful user interface and management dashboards based in PowerBI

Customer Growth

Our client plans to initially provide this solution to well over 5,000 global customers, connecting approximately 15,000 devices.

Want more information on this solution?

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Ready to Get Started?

Ron Savoia

Contact Ron Savoia for more information about how to position this solution.

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