

The Internet of Things (IoT) presents remarkable opportunities for businesses, but it's important to determine whether you need a PaaS or SaaS offering.



WHAT ARE YOUR OPTIONS?

Software-as-a-Service (SaaS)

solutions, like Microsoft IoT Central, enable companies to get started quickly with a fully-managed IoT solution offering

Platform-as-a-Service (PaaS)

solutions, like Microsoft Azure IoT Suite, provide the building blocks for companies to construct customized IoT solutions

HOW DO YOU CHOOSE?

1. DETERMINE WHERE YOUR BUSINESS STANDS FOR THESE CRITERIA

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Expertise: How much support do you need to build cloud solutions?

partner cloud solution and device expertise 1 1 1 1 1 1

partner-driven solution and device expertise to drive the solution

Control: How much do you need to customize the solution?

I don't want to handle solutio management overhea



My business requires total customization and control over solution architecture



Pricing: What structure best fits your needs?

I need a simple, predictable pricing structure



I need to fine-tune services to control my overall cost

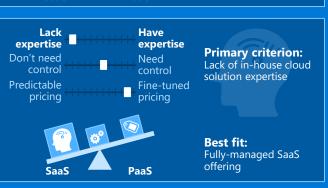
2. DECIDE WHICH CRITERION MATTERS MOST TO YOU



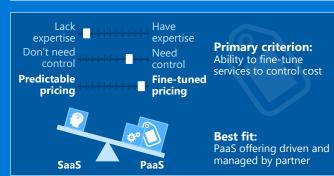
3. CONSIDER WHICH OFFERING IS THE BEST FIT FOR YOUR BUSINESS

Example scenarios:









SaaS

The right fit for businesses that do not have cloud solution and device expertise and want a solution with predictable pricing without the need to construct or manage a solution inhouse.

PaaS

The right fit for businesses with cloud solution and device expertise (inhouse or through partnerships) who want to fine-tune their services with a high degree of control and customization.

Azure IoT Central

Fully-managed solution enabling connected products

Azure IoT Suite

Customizable solutions for complex IoT scenarios