

Partnering to Win

How to get more value from the Internet of Things

IoT is a business necessity that presents a tremendous opportunity

76%

of businesses say that IoT will be critical to success¹

\$100M

Average increase in income for the most digitally transformed enterprises²

But very few people can do this alone

Over 90%

of IoT projects use at least one third-party to complete a solution³



Many partners have the skills and services to help you succeed

Create a roadmap for your journey



Guide you through the complexities of integration



Bring IoT and industry expertise together for greater impact



The right team of partners can help you with each piece of your IoT solution

THINGS: The devices and sensors that produce data

- Select and deploy sensors and devices
- Connect your devices to an IoT platform
- Define and implement a framework for security

ANALYTICS: Solutions that reveal insights from data

- Implement data management and advanced analytics tools and practices
- Construct data science models
- Build business intelligence visualizations for your employees

LINE-OF-BUSINESS SYSTEMS: The systems and processes that act on your data

- Integrate devices and data into line-of business processes
- Create workflows that trigger action
- Build tools and processes for reporting and resolution



Microsoft partners support you every step of the way



120+
IoT Partners



20+
Industries



5
Continents

With solutions delivered on an industry-leading platform

Secure

Protect your data with a secure infrastructure from the ground up

Fast

Get started in minutes with preconfigured solutions

Open

Connect a broad range of device types and operating systems

Scalable

Grow to incorporate millions of devices in 30 regions worldwide

¹2016 Vodafone IoT Barometer, Vodafone Group, 2016.

²Keystone Strategy, 2016.

³Security and the IoT ecosystem, KPMG International Cooperative, 2015.

Learn more about Microsoft's ecosystem at www.InternetofYourThings.com