Standards und Sicherheit erhöhen Akzeptanz von M2M-Lösungen

Studie der Hochschule Bonn-Rhein-Sieg im Auftrag der M2M Alliance
M2M, IoT and Industry 4.0 –
The Game of Market Leadership

It’s everything — or nothing. All the global players are at the table. There’s plenty at stake, and a competitive edge is guaranteed. – What brought us here? Connected solutions in the fields of machine-to-machine (M2M), Internet of Things (IoT) and Industry 4.0. Everyone’s holding their breath, waiting for the next cards to fall. Where will you be when the game plays out?

Connected solutions are on the march. Markets, enterprises and client relations are all undergoing the digital transformation process. Businesses can now match their products to the needs and behavior of their customers, right down to the smallest detail.

“On demand” is today’s catchphrase for tomorrow’s intelligent factory. Industrial plants will configure themselves all on their own. Processes will self-synchronize. Products will auto-update. And in so doing, continually match themselves to market, business and user demand, even as it changes. It’s time for the right strategy.

THE ORDER OF THE DAY: HOLISTIC SOLUTIONS
If you’re already designing efficient industrial processes today by relying on intelligent components to connect machines, production facilities and products, you’ll be able to react rapidly and flexibly to market fluctuations and succeed in meeting the rising demand for custom products at the same time.

Service orientation, not product orientation: That’s the guiding idea behind the intelligent factory. A service-oriented architecture (SOA) lets enterprises match existing production facilities and manufacturing processes to current demand — and continue doing so as it changes. After-sales services ensure that customers keep gaining new and improved benefits. Value addition is measurably improved, and true benefits accrue at all levels. For enterprises, this yields a playing field for entirely new products, services, target groups and business models.

The strategy: Holistic Solutions. They connect the gaps that appear in the value chain, on the way from benefit analysis to conceptualization to full global connectivity, from selecting to customizing the right M2M platform, from manufacturing and sourcing of devices to the integration of existing processes.

Connected solutions create considerable security requirements for closed M2M/IoT ecosystems. exceet Secure Solutions believes that enhanced security is indispensable for any large-scale use of M2M/IoT solutions. This means keeping a steady focus on the security of connected solutions with respect to communications security, device security, user management, as well as data protection, data security, certification and compliance. The goal: To create customized and secure M2M solutions.

Today, humans and machines interact more smoothly than ever before. Now they can work together to attain unprecedented levels of perfection. New industry sectors will come into being. Some market players will vanish altogether. What businesses need now are partners who contribute innovative lifeblood but also enable single-source implementation. In M2M projects, the key is taking a holistic approach from the outset — one of the special competencies of exceet Secure Solutions AG.
Exploit the benefit potentials of secure connected solutions.

Visit exceet Secure Solutions in Hall 8, Booth D37.

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