



ENGAGEMENT SPOTLIGHT

ENGAGEMENT NAME:

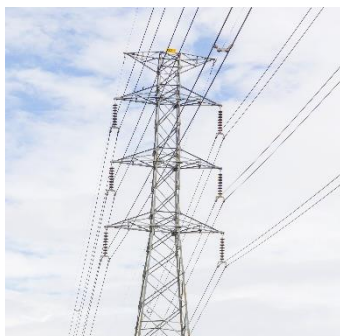
Customer IoT Strategy & Architecture

CLIENT INDUSTRY:

Energy & Utilities

PROJECT OBJECTIVE:

Build a cohesive and comprehensive IoT architecture to support mass-scale IoT use cases impacting a large residential, commercial, industrial, and government customer base



How Windval designed a strategy and architecture to leverage high-value IoT use cases.

A large power generation organization had been investing in IoT for several years, as the industry and other large organizations have been trying to capture value from the mountains of data collected from assets in the field and those controlled by customers. With a significant ramp-up in IoT use cases on the organization's roadmap, the company sought Windval's expertise to ensure a sound strategy and architecture would be in place to support this IoT growth across commercial, residential, industrial, and government sector customers. The goal for Windval was to develop the strategy, architecture, IoT platform selection, and supporting processes and operations to ensure that the client's investments in IoT would return maximum value to the business and their customer base.

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APPROACH

- **Think Holistically with the Long-Term in Mind**

Windval quickly assessed IoT initiatives to date and the current support structure and operations. The goal was to develop a comprehensive understanding of the current environment to effectively close gaps and keep future growth top of mind.

- **Engage all Key Parties in the IoT Ecosystem**

The team partnered deeply with the client Architecture team consisting of Enterprise, Platform, and Business Architecture stakeholders to gather data, assess the environment, and grasp the client vision. Windval also focused on customer requirements in order to develop an informed view of true customer needs and value.

- **Sound Hosting, Communication, and Security Architecture**

Windval went deep into the client's proposed IoT journey to gather observations and make recommendations on how expanded data acquisition through IoT should be organized and leveraged for planned customer use cases. Windval's comprehensive approach addressed key aspects of security, hosting, and communication to ensure a strong IoT posture for the future.

- **A Pragmatic, Actionable Plan**

The engagement output included 20+ discreet recommendations for strategy, architecture, security, network topology, and process protocols to support the client's defined IoT growth plans. Along the way, Windval educated client teams on IoT best practices while always focusing on business value – a pillar of the Windval team's mindset.

CONCLUSION

A comprehensive, actionable plan focused on business value.

Windval teams obsess over creating actionable, pragmatic plans that support client growth and drive business value for the client. The IoT Strategy & Architecture engagement was no different, with the Windval team engaging effectively across all key client stakeholders to connect critical technology, process, and people dots while also educating the client on all aspects of IoT. The client now stands on a strong foundation to begin realizing significant value from a planned acceleration in new IoT use cases across a large customer base.

RESULTS

A Strong Foundation

Basis for significant growth

20+

Specific actions recommended for IoT optimization

Business Value

A plan to ensure growth and alignment to business value

