**luxresearch**

# Industrial Internet of Things Intelligence

There is tremendous hype around the burgeoning Internet of Things, and particularly in the industrial realm (IIoT) where many expect to find the biggest opportunity in the near term. Beyond the hype, the conversation lacks a clear definition of what the IIoT is and the role of different players throughout the value chain. Plenty of effort has gone into making pretty pictures and estimating how many billions of devices will be connected by 2020 – there is still a great deal of confusion around how to approach the Industrial IoT and where the opportunities may lie.

The Lux Research Industrial Internet of Things Service will address questions including:

> What business models are emerging to leverage connectivity?
> What applications will be able to translate the IIoT from novelty to real growth?
> Who are the major players in the emerging value chain and how is it segmented?
> What are the essential components of IIoT system architecture?
> How will evolving trends in connectivity impact information security and privacy?

## Intelligence Access

For more information on how to access the Lux Industrial Internet of Things Intelligence service, contact your Lux Research account manager, or call +1-888-589-7373 or +1-617-502-5300. Send email to info@luxresearchinc.com. Visit us on the web at www.luxresearchinc.com.

## Lux Research Difference

The Lux Industrial Internet of Things Intelligence service is unique because it is:

**Proprietary**
Offers exclusive insights from primary interviews and site visits

**Opinionated**
Makes decisive calls about companies and technologies

**Unbiased**
Obtains objective/independent information and delivers impartial analysis

**Confidential**
Allows clients to secure information about innovators without revealing their identities

**Cost-effective**
Costs far less than expensive consultants or a resource-intense internal team

## Sample Industrial Internet of Things Topics

### Technologies
> Sensors
> Embedded Systems
> M2M Protocols
> IoT Device & Connectivity Management
> IoT Application Enablement
> IoT Analytics
> IoT Security

### Applications
> Manufacturing
> Energy
> Agriculture
> Supply Chain & Logistics
> Heavy Industry
> Oil & Gas
> Water
> Predictive Maintenance
> Asset Optimization
> Fleet Management
> Remote Monitoring
> Industrial Automation
> Resource Consumption
> Health & Safety
> Physical Security

### Companies
> Amazon
> Microsoft
> GE
> PTC
> IBM
> Intel
> HP
> Arrow Electronics
> Analog Devices
> Eurotech
> Telit
> Wyless
> ThingWorx
> electric imp
> Cumulocity
> PNC
> mnubo

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# Industrial Internet of Things Intelligence

## Research Membership Access

Lux Research members get on-demand access to Lux's analysts, publications, and data across a set of emerging technology domains customized to their needs. Analysts with deep expertise in each domain provide ongoing market intelligence and technology scouting to help executives find new business opportunities and make better decisions.

## Membership Benefits

### Executive Sessions

Lux Research analysts regularly structure and deliver Executive Sessions – typically half-day to full-day onsite interactive meetings, which are a combination of Lux Research presentations and working sessions – that allow clients to tap more deeply into Lux data, methodologies, and insight.

### Member Site

Lux Research's ongoing series of Company Profiles, Journals, and Market Reports provide a wealth of information. To access these publications and quickly find the information you need, clients can use Lux Research's Member Site.

### Market Analysis

Lux Research analysts' deep understanding of the underlying technologies makes them uniquely qualified to provide insightful market analysis of emerging technology areas. Drawing on extensive primary research for technical and market insight, Lux Research helps clients understand market opportunities through:

> Market Reports
> Analyst Insights
> Data Trackers

### Company Profiles

The core of Lux Research's Intelligence services are our ongoing briefings – analysts select 50 to 125 leading innovators in each emerging technology field and publish primary-research-driven, opinionated, quantitative profiles of these players. These profiles are delivered to clients in email and available online through the Member Site.

### Analyst Inquiries

In addition to accessing Lux Research's written research in the form of Company Profiles, Journals, and Market Reports, clients can also contact Lux Research analysts, who will quickly answer custom questions based on their ongoing research into emerging technology areas.

### Visualization Tools

#### Lux Innovation Grids

Lux Research collects information and provides analysis on top innovators in emerging technology areas through company briefings. The Lux Innovation Grid uses data and insights from these profiles to compare companies.
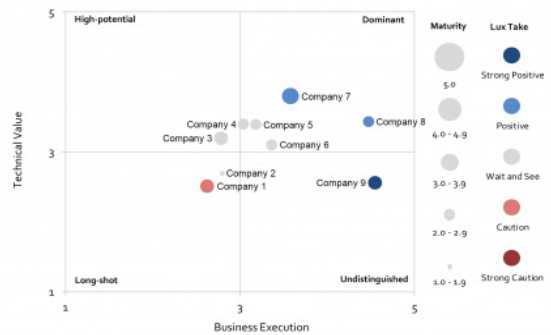


#### Spider Charts

Lux Research uses spider charts to show a technology provider's scorecard, rating the company on 10 critical success factors, and compares it to other companies in the market in which they participate and the broader area of companies in their technology space.
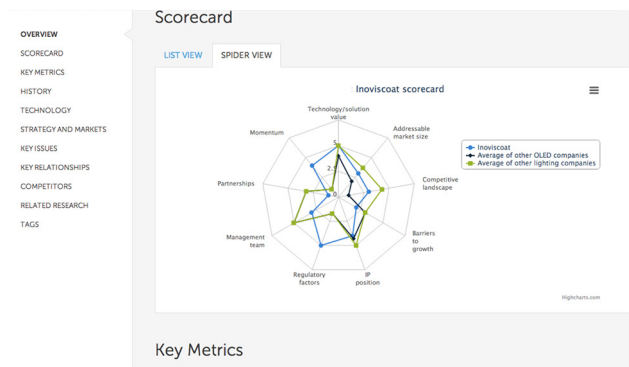


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