



REAL-WORLD SUCCESS STORIES POWERED BY ASSET PERFORMANCE MANAGEMENT SOLUTIONS

IoT solutions are often judged by their tangible impact on businesses and their ability to solve real-world challenges. Application Enablement Platforms (AEP) have proven itself in diverse industries by enabling companies to achieve scalable, cost-effective, and innovative outcomes. Below are some of the key success stories that highlight how AEP has been instrumental in overcoming IoT/OT complexities and driving business growth.

SUCCESS STORY 1

Scaling Unified Applications for One of the Largest CPE Suppliers in North America

1st Challenge – Quick Prototyping

A major OEM serving telecom providers sought to build an IoT solution for monitoring and managing edge devices, but their internal teams faced delays due to resource constraints.

The Solution

A custom IoT platform provided pre-built services, including data ingestion, analytics, and visualization tools, allowing the company to prototype and deploy their solution in record time.

The Outcome:

Speed: Reduced development cycles from six months to six weeks.

Cost Efficiency: Lowered development costs by 50% through reusable platform components.

Innovation: Enabled rapid experimentation with new use cases, staying ahead of competitors.



2nd Challenge:

They needed a platform that could handle millions of devices globally, unify customer-facing applications, and provide flexibility to cater to multiple business models.

The Solution with Flex83:

By leveraging Flex83's robust middleware, the OEM developed a unified platform to manage device fleets and integrate customer service.



The Outcome:

Scalability: Seamlessly deployed solutions across 65 million connected devices.

Customization: Enhanced customer experience with tailored support and moving from reactive to proactive maintenance and issue resolution.

Efficiency: Delivered Scaled solution in 4 ½ months and reduced time-to-market for new features by 60%.

SUCCESS STORY 2

Servitization (Software as a Service Enablement) for an Industrial Refrigeration Giant from the USA

The Challenge:

A leader in industrial, commercial, and residential refrigeration, sought to leverage IoT technology to enhance reliability, ensure food safety, and compliances in medicines and scientific labs and create a new line of business – The Software as a Service.

The Solution with Flex83:

The company leveraged Flex83 to swiftly create multiple MVPs, gather market feedback, and launch a full-scale software solution for optimizing manufacturing processes and customer enablement solutions – all without incurring significant capital expenditures or building a large, specialized software team. This approach resulted in significant cost savings, cutting the projected expenses by more than 50% while still delivering a robust, scalable solution to the market.

The Outcome:

Integration Success: Combined data from internal and third-party applications like order management, supply chain and ticket management, enabling a single-pane-of-glass view.

Operational Insights: Improved decision-making with real-time data analytics.

Cost Savings: Avoided overhauling legacy systems, saving millions in CapEx.



SUCCESS STORY 3

Enabling Smart City Solution for an Industrial Automation Leader

The Challenge:

An Industrial Automation Leader had to deliver a unified application for managing over 14 disparate systems including building management systems (BMS), CCTV, access controls, AV services, parking systems, meters, activity trackers, and fire system into a centralized interface, enabling real-time monitoring and management solution.

The Solution with Flex83:

Flex83 providing a building ground to provide a unified platform layer for integrating these disparate systems and enabling different applications like real time monitoring, data insights for internal and external users, and enabling operators and technicians.

The Outcome:

Development in Record time: Delivered the first application in 6 months with all the systems integrated

Scalability: Over 6.8 million data points to be handled in the next phase of the development

Sustainability: Expect to optimize energy usage, reducing overall costs and carbon footprint.



Key Takeaways

These success stories underscore Flex83's versatility and effectiveness in addressing unique industry challenges. From enabling large-scale deployments to creating unified customer applications, Flex83 has consistently delivered results across sectors like manufacturing, telecommunications, and industrial operations.

Let's explore the technical innovations behind Flex83 and how they provide the foundation for its unmatched scalability, flexibility, and efficiency.