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IOT SPECIAL

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20 Most Promising IoT Solution Providers 2018

The Internet of Things (IoT) is spearheading an era of smarter homes, businesses, and cities. With a plethora of connected devices and proliferation of technologies like AI and machine learning, IoT plays a pivotal role in improving productivity and customer experience across industries. GrowthEnabler's research predicts that the global IoT market will grow from \$157 billion in 2016 to \$457 billion by 2020, at a CAGR of 28.5 percent—making it one of the most compelling technologies of the next decade.

By breaking down silos, IoT has made it possible to connect operational technology with information technology in a much more efficient way, facilitating seamless analysis of unstructured data to gain deep insights. Moreover, radio frequency identification, sensors, and actuators have given rise to a new breed of context-aware communication and

computing solutions. A multitude of technologists and solution providers are leveraging these latest industry trends to uncover the hidden wealth of information and its impact on businesses—giving CIOs a fresh outlook on the opportunities that IoT offers.

In order to help companies implement the right IoT solution, a distinguished panel comprising CEOs, CIOs, CTOs, industry analysts, and CIOReview's editorial board has evaluated companies with a proven track record of enhancing business outcomes with innovative IoT solutions and adding value to the evolving IoT landscape. The companies featured in this issue have the technical expertise and industry knowledge required to take businesses to the next level.

We present to you CIOReview's "20 Most Promising IoT Solution Providers - 2018."



Company:
 Smart Connect Technologies, Inc.

Description:
 Smart gateway software that seamlessly and securely captures data from any source, facilitating client analytics

Key Persons:
 Jeff Knapp
 President & CEO

Sahid Sesay
 CTO & Founder

Website:
smartconnectinc.com

Smart Connect Technologies, Inc. Capturing Data from the Edge - Enabling the Industrial Internet of Things (IIoT)

Businesses view operations data, although often inaccessible from non-IP-enabled equipment, as a prize asset that is key to survival in today's hypercompetitive environment. Smart Connect Technologies efficiently enables companies to derive value from their legacy investments, capturing data from virtually any sensors or machines on the edge of the network, eliminating data silos and providing optimal access to information. "Smart Connect captures, aggregates, and normalizes the data without requiring custom programming or conventional integration, and delivers this information to the cloud for analytics, or to a customer application, enabling companies to leverage it as operational intelligence," says Jeff Knapp, president and CEO, Smart Connect. He further adds that the intelligence helps companies improve machine efficiency, implement predictive maintenance, enhance operational response and, as a result, boost productivity and optimize resources.

Smart Connect's core offering, the SmartConnect Gateway, securely captures data from virtually any device, equipment, or appliance. With a plug-and-play architecture, the company's proprietary software is preloaded on off-the-shelf x86 hardware. The collected data can be uploaded to the IBM Watson IoT platform, or other cloud-based analytics or application solution; Maximo, the asset management tool from IBM, is also integrated with the SmartConnect Gateway. These integrations facilitate the delivery of specific dashboard presentations and solutions to the customer.

If need be, the company also helps clients add more sensors to legacy systems, and can seamlessly capture data in the hybrid environment. "Our ability to deliver data without any programming dramatically reduces the cost of implementation and the time for deployment, and our ability to easily accommodate new devices or updated manufacturer releases reduces the total cost of ownership," remarks Knapp.

The SmartConnect Gateway enables the facilitation of comprehensive operational intelligence in a single system, such as with effective facility and security management where video data can be integrated, not only with access control data, camera surveillance, and motion detection, but also with HVAC equipment and other devices to provide an integrated view for command operations centers.

At a laboratory of the Department of Homeland Security in Northern California, the California Department of Public

Health's Environmental Health Laboratory (EHL), the SmartConnect Gateway enabled EHL to easily set up an early warning system that integrates weather equipment, air quality sensors, and IT so that it can pro-actively guard against the potential hazard of ammonia discharges and leaks. The facilities management staff (FMS) gained the ability to remotely monitor and respond within seconds of an ammonia release, safeguarding the safety of more than 1350 staff members.

Smart Connect has implemented a smart transportation proof-of-concept with IBM for a bus transit application, enabling predictive maintenance. The SmartConnect Gateway, deployed in each bus, will relay telemetric data in virtually real time to Watson Analytics in the cloud, or directly to Maximo. The control center is alerted when the values of various criteria exceed the designated parameter thresholds, (set at the client's direction). Predicting bus maintenance requirements, preventing bus breakdowns, eliminating false alerts, and optimizing maintenance resources will significantly reduce maintenance costs as well as improve customer satisfaction.

Moving forward, Knapp says that Smart Connect strives to establish itself as the 'edge' interface for several industry verticals, and function as a key enabling component in the delivery of comprehensive IoT solutions for smart transportation, smart water (utilities), smart infrastructure, and smart manufacturing. "We plan to partner with other players in the IoT space and, through efficient data capture at the edge of the environment and facilitating the desired analytics, help customers derive the best intelligence from their operational data," mentions Knapp.

With its focus in the right areas, Smart Connect is bound to set a new benchmark in the IoT space. 



Jeff Knapp