

IoT Business Accelerator

Turning connected devices into revenue and loyalty



Customer Challenges

Why IoT initiatives stall in Manufacturing – clients' core competency is production, not service; IoT helps realizing its full potential

- **IoT without business value:** IoT initiatives are failing to generate additional revenue and business value; Connected machines generate data but fail to translate into a strong business case.
- **Manufacturers, not service companies:** Core competency is production – building digital service offerings is unfamiliar.
- **Missing hardware knowledge:** Service capabilities lag vis-a-vis expertise in hardware (and connectivity).
- **High risk, slow time-to-value:** Building an IoT-based services from scratch is costly and time-consuming.
- **Growing global competition:** Without a digital USP, manufacturers lose ground to global competitors.

Customer Benefits

Accelerate IoT monetization with Storm Reply

- **New revenue from IoT data:** Monetize machine data through value-added services for existing and new clients.
- **Faster and safer time-to-market:** Pre-built Innovator IoT components reduce implementation time by up to 60%.
- **Increased customer loyalty:** Predictive and proactive insights and alerts make you the preferred partner for your customers and provide a USP against global competitors.
- **Efficient service delivery:** AI-driven diagnostics enable even junior staff to resolve issues decisively.

10x
EARLIER WARNINGS

6 months
TO PRODUCTION

60%
REDUCED
IMPLEMENTATION TIME

Reply Services Offered

Our IoT Business Accelerator offering – start with the Customer Journey

Storm Reply, an AWS Premier Tier Partner, combines Storm Innovator IoT pre-built assets with deep manufacturing expertise to deliver end-to-end IoT service platforms on Amazon Web Services (AWS).

- IoT strategy & journey design – **Journey Mapping** to ensure every feature delivers value customers will pay for.
Key benefits: real-time insights, Shopfloor support using GenAI, Content & Cross-Sell
- Platform build with Storm Innovator – **Pre-built Components** for device onboarding, dashboards, alerting, and reporting.
- AI/ML & predictive analytics – **Predictive Maintenance** using AWS IoT, Amazon Timestream, and ML services.
- Integration and continuous evolution – **Seamless Integration** with existing systems, plus modular extensions for growth.
- Leverage AWS and IoT Business Accelerator – **Complete Journey** from onboarding to customer value realized

Success Story: Qlar (former Schenck Process)

Challenge: A global mechanical engineering leader needed to transform from a pure machine manufacturer into a data-driven, Industry 4.0-ready service provider.

Solution: Storm Reply built CONiQ® Cloud – a serverless, modular IIoT platform on AWS using Innovator IoT, AWS IoT Greengrass, and Amazon Timestream.

Result: Schenck Process achieved up to 10x longer operator reaction times, ML-based predictive quality, and a new digital revenue stream – in just 6 months.

Read the full story → <https://www.reply.com/en/cloud-computing/iiot-solution-for-schenck-process>

Who we are!

Storm Reply is specialized in the design and implementation of innovative Cloud-based solutions and services. Through consolidated expertise in the creation and management of Infrastructure as a Service (IaaS), Software as a Service (SaaS), and Platform as a Service (PaaS) Cloud solutions, Storm Reply supports important companies in Europe and all over the world in the implementation of Cloud-based systems and applications. Storm Reply is AWS Premier Consulting Partner.

How to Engage with Storm Reply

- IoT Value Discovery Workshop (1 day)
- Customer Journey & Monetization Assessment
- Innovator IoT Proof of Concept (4 weeks)
- Platform Build & Integration (agile T&M)
- Managed Evolution & Continuous Improvement

Reach Out!

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