

Benchmark your IoT maturity and unlock competitive advantage in 1 day

Customer Challenges

Why manufacturers and equipment vendors struggle to advance IoT

- **Overwhelmed by Daily Ops:** Manufacturers know transformation is urgent but lack time to step back and plan.
- **Unclear IoT Maturity Position:** No objective benchmark to compare IoT readiness against industry best practices.
- **Scattered Initiatives, incoherent plan:** IoT efforts lack prioritization, wasting budget on low-impact features.
- **Gap Between IT/IoT and Value:** Teams struggle to translate connectivity investments into revenue or savings.

Customer Benefits

Actionable insights after just one day

- **Industry-Benchmarked Baseline:** Know exactly where you lead and where you lag across relevant IoT dimensions.
- **Prioritized Investment Roadmap:** Focus budgets on high-impact initiatives – cut downtime by up to 20%.¹
- **Faster Time to Revenue:** Launch sought-after digital features months earlier, boosting revenue up to 15%.²
- **Independent Expert Perspective:** Combine cloud innovation and shopfloor expertise for a realistic path forward.

1 Day

ASSESSMENT TIME

KEY

IoT DIMENSIONS

20%

DOWNTIME SAVED

Reply Services Offered

What Storm Reply delivers

As an AWS Premier Tier Partner with deep manufacturing expertise, Storm Reply assesses your IoT landscape and charts a pragmatic path to measurable value.

- **IoT Maturity Assessment – Key IoT Dimensions**
Evaluate connectivity, data, AI, process integration & more.
- **Industry Benchmarking – Competitive Position**
Compare your practices against leading manufacturers.
- **Target State Definition – Strategic Priorities**
Identify which dimensions deserve investment for max impact.
- **Actionable Recommendations – Initiative Roadmap**
Derive concrete next steps for internal teams or Storm Reply.

Success Story: Qlar (former Schenck Process)

Challenge: Schenck Process needed to evolve from a traditional machine manufacturer into a data-driven, Industry 4.0 enterprise.

Solution: Storm Reply co-developed CONiQ® Cloud, a serverless IoT platform on AWS using IoT, Timestream, and Lambda.

Result: Transformed within 6 months, now selling value-added services – customer operators get informed before problems arise, plus real-time, ML-driven, predictive insights.

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

- Introductory Call (30 min)
- IoT Strategy Assessment (1 day, fixed price)
- IoT Proof of Concept (4-6 weeks, T&M)
- Extend: Build full IoT Platform on AWS

^[1] <https://www.aiotica.com/downtime-reduction>

^[2] <https://www.iotmag.de/industrial-iiot-roi-analysis>