

## Customer Case · Remote Asset Monitor

Verizon Wireless and Exosite

MultiConnect® OCG-D Open Communications Gateways

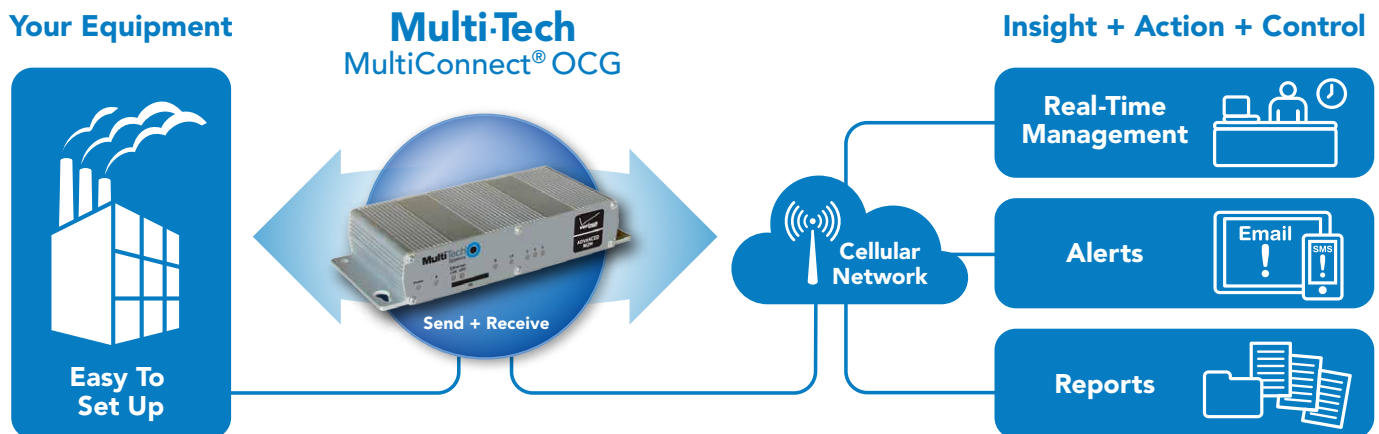


# Streamline Operations by Instantly Gaining Remote Access to Industrial Equipment

## Background

High-value industrial assets such as factory assembly lines rely on programmable logic controllers (PLCs) for automation and control. Providing real-time visibility into the health and well-being of this type of equipment can be complicated as many require multiple input and output configurations and operate in locations with extreme temperatures, electrical noise, vibration, and impact. These electromechanical processes often require scheduled maintenance and repair to ensure the safety of the work environment and the reliability of the automated process.

Unscheduled downtime can often result in lost productivity, increased costs, and lost business. Operations managers and service organizations are interested in monitoring these important assets and eliminating these unforeseen impacts by scheduling maintenance using the insight gathered from a remote monitoring solution.



## Solution and Benefits

The Remote Asset Monitor ([www.remoteassetmonitor.com](http://www.remoteassetmonitor.com)) is a co-developed solution that seamlessly leverages Multi-Tech hardware, Verizon Advanced M2M, and the Exosite cloud-based Application Enablement Platform to enable customers to instantly visualize remote sensor data, rapidly prototype a solution to demonstrate/prove viability, and move to production.

### Using this solution, customers are easily able to:

- **Reduce Costs.** Minimize lost revenue due to down time and reduce unscheduled maintenance visits.
- **Improve Customer Experiences.** Proactively monitor equipment and achieve shorter meantime to repair.
- **Identify New Sources of Revenue.** Create new types of service contracts and predict needed replenishment of consumables.
- **Make Better Decisions.** Improve next-generation designs with usage data and automate safety compliance reporting.

Using the Verizon Advanced M2M software client preloaded on the MultiConnect OCG-D and the Exosite cloud-based data platform, customers are able to quickly connect their industrial assets and monitor real-time data from anywhere in the world.

### Multi-Tech MultiConnect Open Communications Gateway

The MultiConnect OCG-D open communications gateway includes an open Linux development environment and a fully certified hardware offering that includes multiple interfaces (serial, USB, Ethernet and SD card) and internal peripherals (including a cellular modem and a GPS receiver) in one application-ready end user solution.

- Linux-based open source software
- Proven hardware to develop and deploy custom applications
- Cost-effective alternative to custom manufacturing
- Comprehensive service and developer support

The MultiConnect OCG-D is the only solution that comes ready to deliver Verizon Advanced M2M services including:

**Application Services** — a premium service that enables developers to create enterprise applications that monitor sensors on wirelessly connected remote machines, without having to develop deep expertise in device technology, sensor protocols, or wireless transport.

**Wireless Network Services** — for managing M2M device connectivity including provisioning, monitoring, and troubleshooting devices either from within My Business or Verizon Enterprise Center, or via enterprise applications using Unified Web Services (APIs).

Companies can leverage this turnkey approach to quickly bring products to market with complete end-to-end solutions, including custom M2M applications and robust diagnostic capabilities that significantly reduce cost and complexity.

### About Exosite

Exosite is a privately held technology company focused on connecting devices and systems. Exosite has been developing embedded technologies for over 20 years - and have first-hand experience dealing with the lack of connectivity between devices, networks and users. Their cloud-based data platform makes it easy to put real-world information online where the right people – and systems – can interact with it.

The exponential growth in electronic data implores a ubiquitous connection tool. Exosite's platform is that tool. Their software provides a central vantage point, enabling the next generation of connected products and supplying insight into operations.



### About Verizon Advanced M2M

The Verizon M2M application development platform helps accelerate application integration, control costs and quicken time to market for enterprises, independent software vendors, custom software developers, device OEMs, and others who need to develop robust, world-class M2M products and services. The core categories of service include Wireless Network Services and Application Services.

Developers interested in developing M2M applications using the MultiConnect OCG-D can sign up to become an authorized Verizon M2M developer and download the Verizon M2M SDK at <http://m2mdeveloper.verizon.com/build/getting-started>.

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