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SUMMIT
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IN-03

RS Components – Building an Industrial IoT Solution on AWS

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RS Components

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Today’s Agenda

- Industrial IoT, why?
- ‘Real World’ challenges and solutions
- Bringing the architecture together
- RS Industria – RS Components’ vision and journey into Industrial IoT

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How can IoT help your business?

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If you knew the state of **every “Thing”** and could **reason** on top of that data …

what **problems** would you **solve**?

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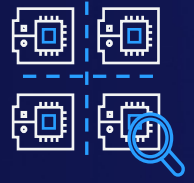
Key Customer Needs

Production & Asset Optimization

- Lower costs (energy, machines, labor)
- Improve machine or asset productivity
- Reduce production downtime

Engineering & Design

- Accelerate time to market
- Lower infrastructure costs
- Improve collaboration



Quality Management

- Automate quality inspection
- Improve inspection accuracy
- Reduce product defects

Worker Safety & Productivity

- Improve employee productivity
- Monitor safety
- Reduce worker injuries

Supply Chain Management

- Improve forecast accuracy
- Reduce inventory costs
- Improve capacity utilization

Smart Products & Machines

- Enhance user experiences
- Create new revenue streams
- Improve product or service quality

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How can I
liberate my
industrial data?

Take it to **cloud** to leverage
unbounded scale and
analytical capability.

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Challenges and Solutions

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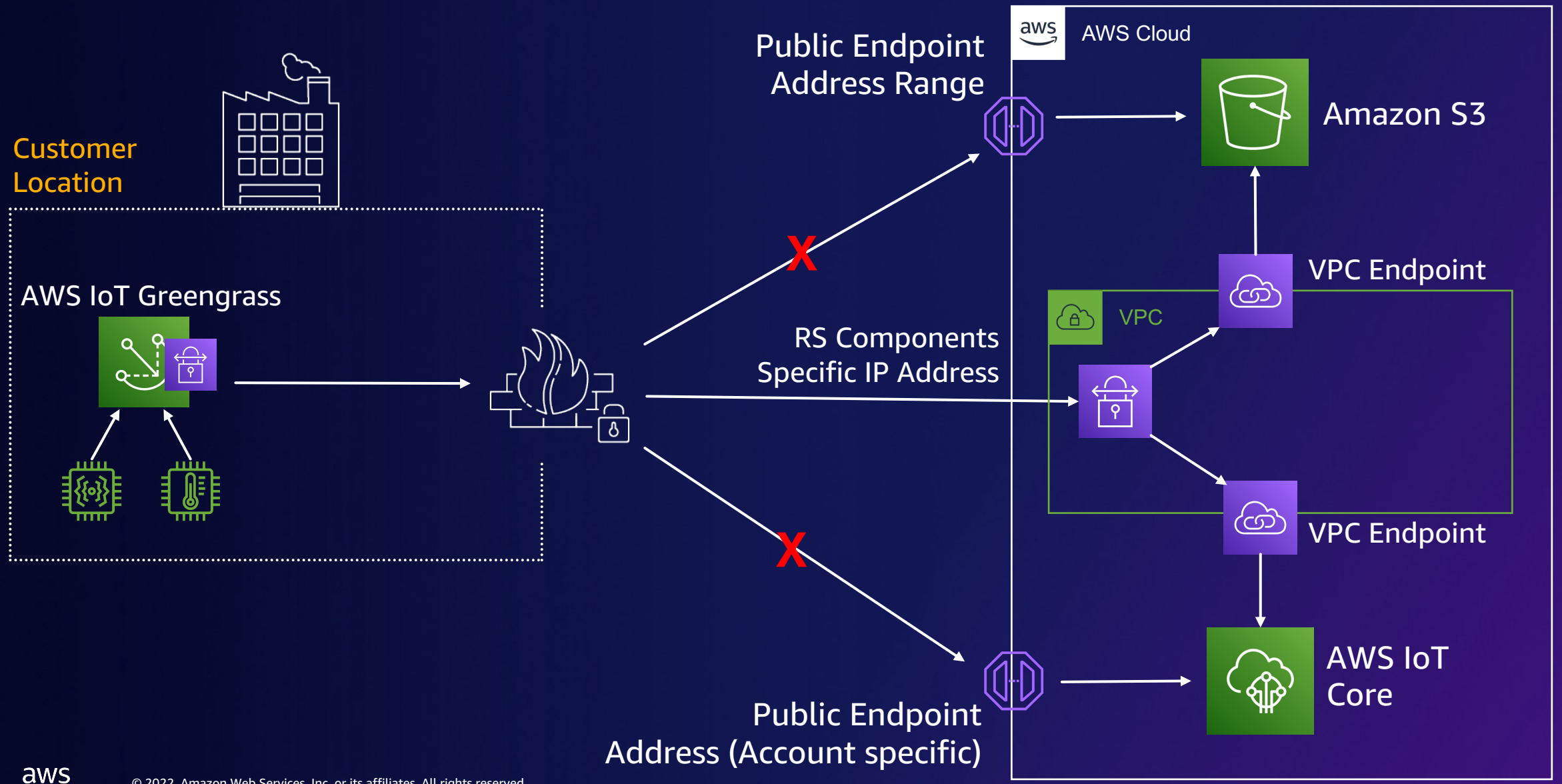
How do you get your data to cloud?



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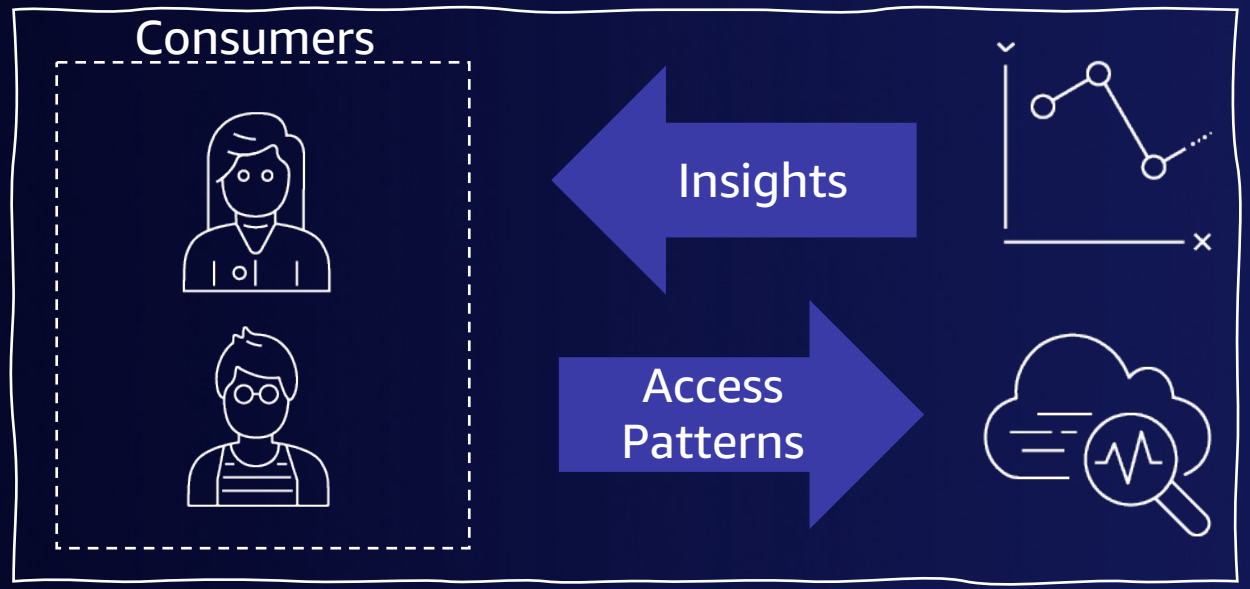
So where do you store your data?



?

- Relational?
- NoSQL?
- Object Store?
- Time Series?
- Full Text Search?

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What about scale?

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Bringing it all together

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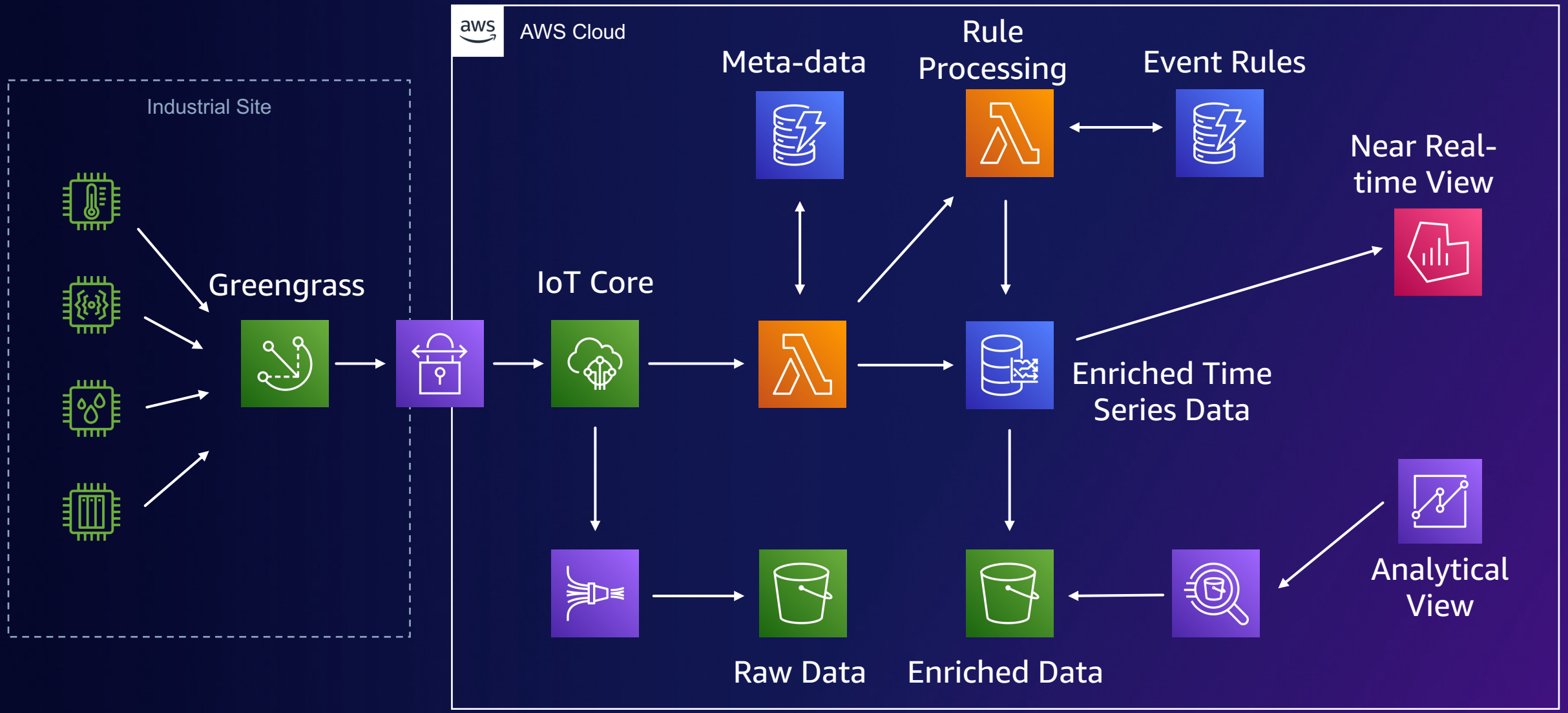
Flexible Architecture



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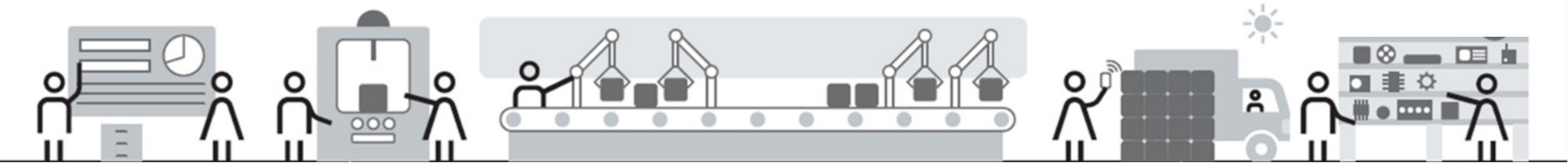
Industria

Start Simple, Grow Smart™

Building an Industrial IoT Platform on AWS

who we are.

We are RS



We are a global integrated omni-channel solutions partner for industrial B2B customers

We help designers, builders and maintainers of industrial equipment and operations work safely and sustainably

c. 1.2m customers across >130 countries

>2,500 suppliers

14 distribution centres globally

>700,000 stocked products

3m unstocked products

c. 60,000 parcels distributed daily

c. 75% of Group revenue from industrial product range

18 / 14,767 Sustainalytics companies globally

c. £210 average order value

c. 64% of Group revenue from digital*

c.13% of Group revenue from own-brand

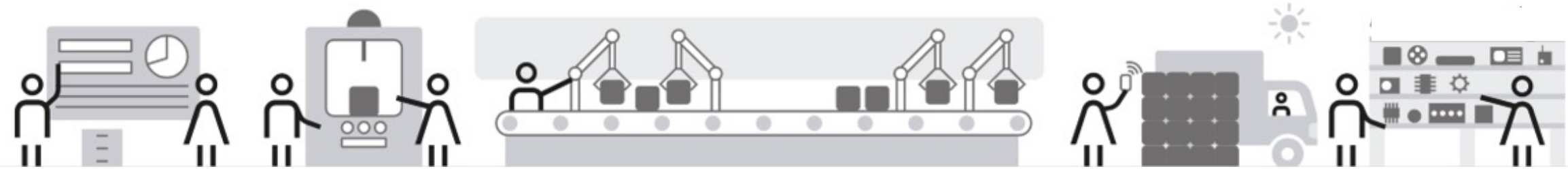
c. 20% of Group revenue from solutions

75 employee engagement score

<1% share of a highly fragmented market

* like-for-like

Solutions to span our customers' life cycle



Design

Research → Specify

- Technical Support
- Virtual Demo Lab
- Prototyping services
- DesignSpark

Procurement

Compare → Procure → Partner

- RS eProcurement Solutions
- RS PurchasingManager™
- RS ConnectPoint®
- MyMRO

Inventory

Install → Maintain

- RS ScanStock®
- RS VendStock®
- RS Plus™
- Stores Management

Maintenance

Protect → Improve

- Calibration
- Lubrication
- Condition Monitoring
- Oil Analysis
- RS Industria

developing
an idea.

The exam question

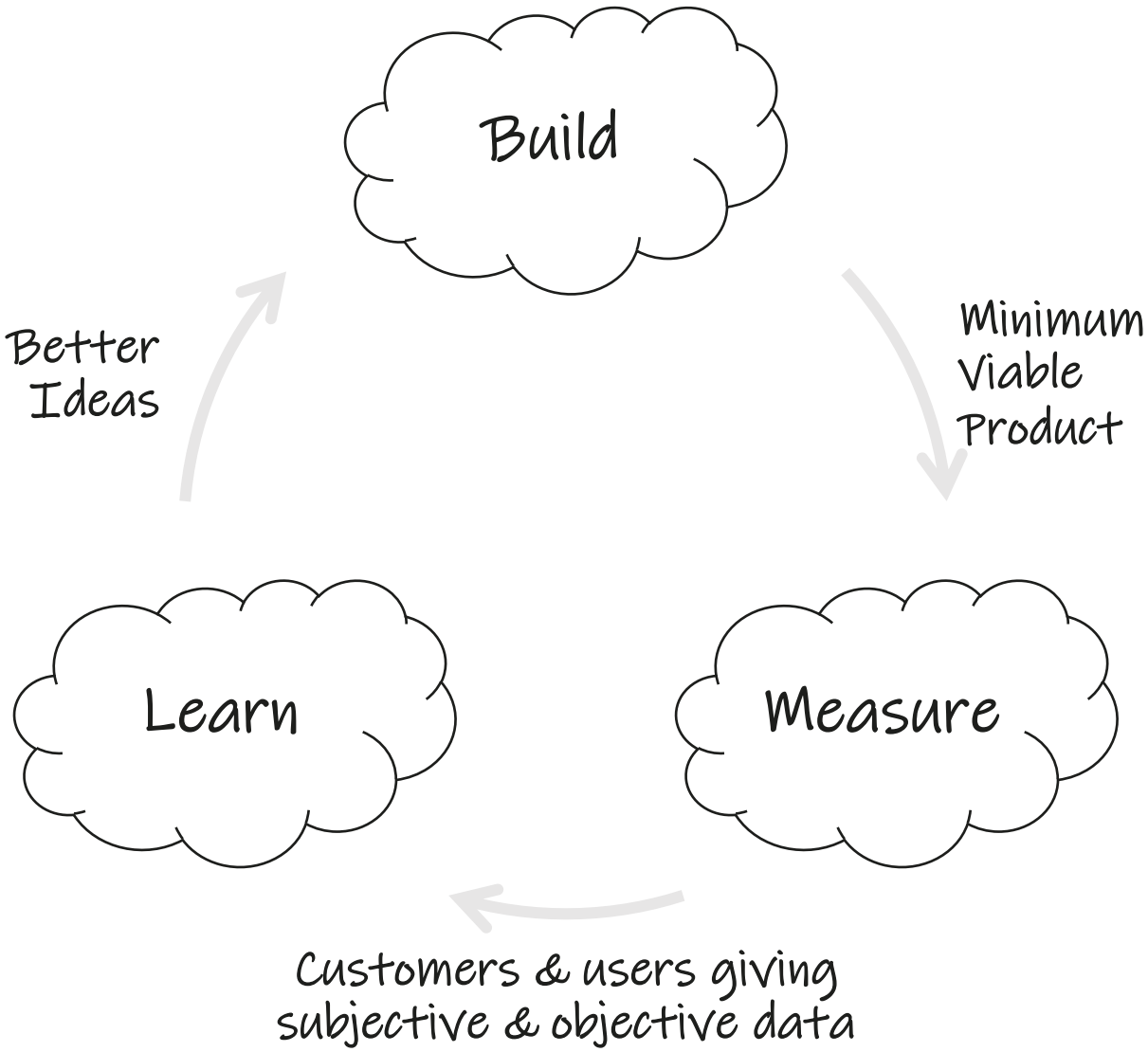
"How does Electrocomponents capitalise on the growth of IIoT, aligned with our objective of building out our services capability?"

Innovation risks

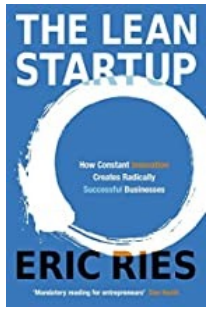
Innovations don't fail because they don't have enough technology….

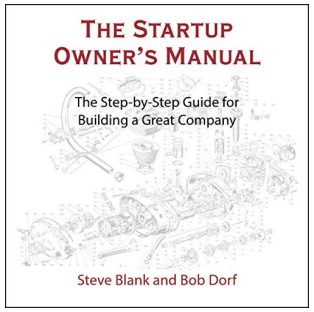
…they fail because they can't find enough customers (willing to pay)

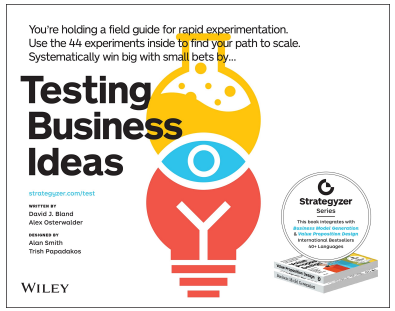
…solving a problem no one cares about



Learning to behave like a start up







- Understanding the world of VC backed and corporate start ups
- Adopting the Lean Startup methodology:
  - Business model canvass
  - Customer Discovery
  - Agile Engineering
- There are no facts inside the building – every assumption we made was validated with customers, suppliers and partner
- Hundreds (possibly thousands) of hours of customer discovery by the founders

What is a startup?

"A startup is a **temporary** organisation designed to **search for a repeatable and scalable business model**." — Steve Blank.

our product
vision.

Product Vision Principles[1]

- Start with why.
- Love the problem, not the solution.
- Think big.
- Inspire.
- Determine and embrace relevant meaningful trends.
- Skate to where the puck is heading, not to where it was.
- Be stubborn on vision but flexible on the details.
- Realise that any product vision is a leap of faith.
- Don’t be afraid to disrupt yourselves because if you don’t someone else will.
- Evangelise continuously and relentlessly.

(1) Taken from “Inspired: How to create tech products that customers love” by Marty Cagan

The Business Model Canvass

Key Partners	Key activities	Value Proposition	Customer Relationships	Customer Segments
(e.g. hyperscale cloud services) 	(e.g. OT integration)	(e.g. we put your data in your hands)	(e.g. transactional, relationship, digital)	(e.g. Food & Bev, FTSE 250)
	Key Resources (e.g. sales, design, engineering, marketing)		Channels (e.g. direct, partners)	
Cost Structure (e.g. SaaS, salaries, marketing, legal)			Revenue Streams (e.g. hardware, SaaS, data monetisation, halo sales)	

On day 1 – everything is a guess!

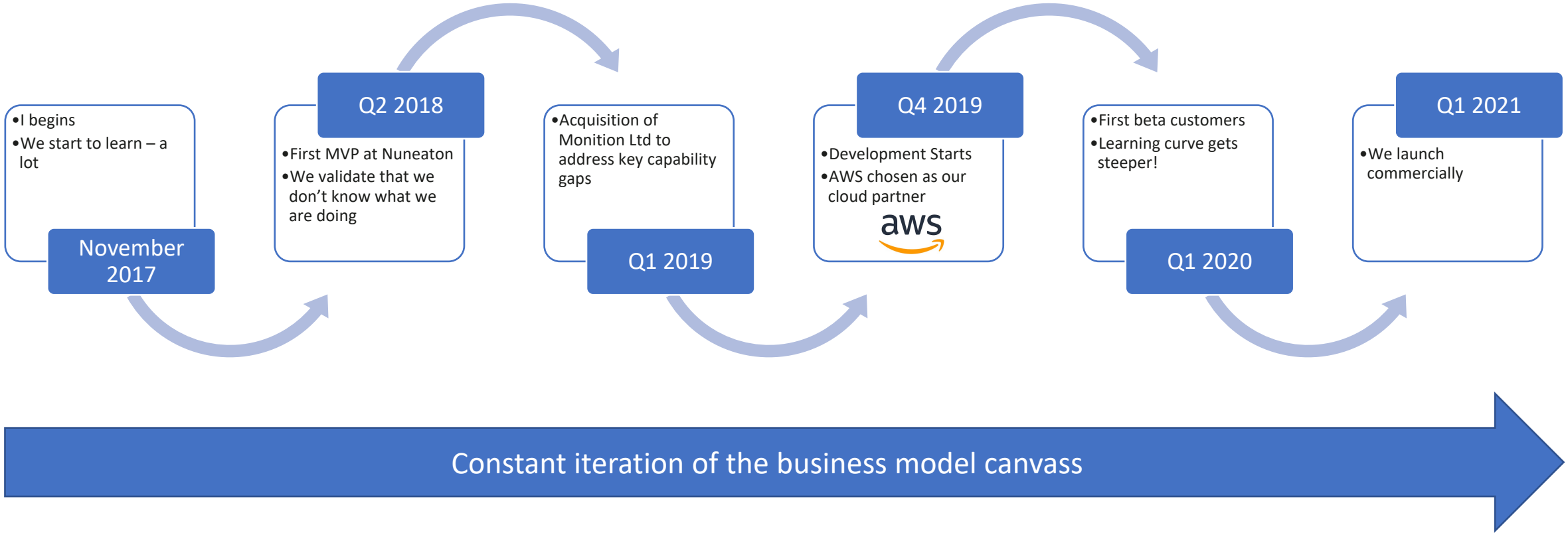
Discovery Conversations: Customer, Competitor & Supplier

RS Industria Product Vision

"RS Industria is an open industrial data platform and service that enables our customers to make data-led decisions in the management of their assets and their MRO supply chain – securely backed by a market-leading, resilient and enduring FTSE 100 business"

timeline.

Our Timeline



Plan for 2022

- Customer acquisition: double then double then double in the next 12 months.
- Ongoing product development based on user insight – we test everything before we build
- Prove the revenue and pricing models
- Build the back office process for scales
- Expand beyond the UK

Industria

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Thank you!

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