
AWS
re:Invent
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IOT314

Accelerate IoT outcomes with turnkey AWS and AWS Partner solutions

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Agenda

Overview: IoT solutions development value chain and pain points

Section 1: Building IoT solutions with AWS

Section 2: Solution use cases and demos

Section 3: How does AWS support solution builders?

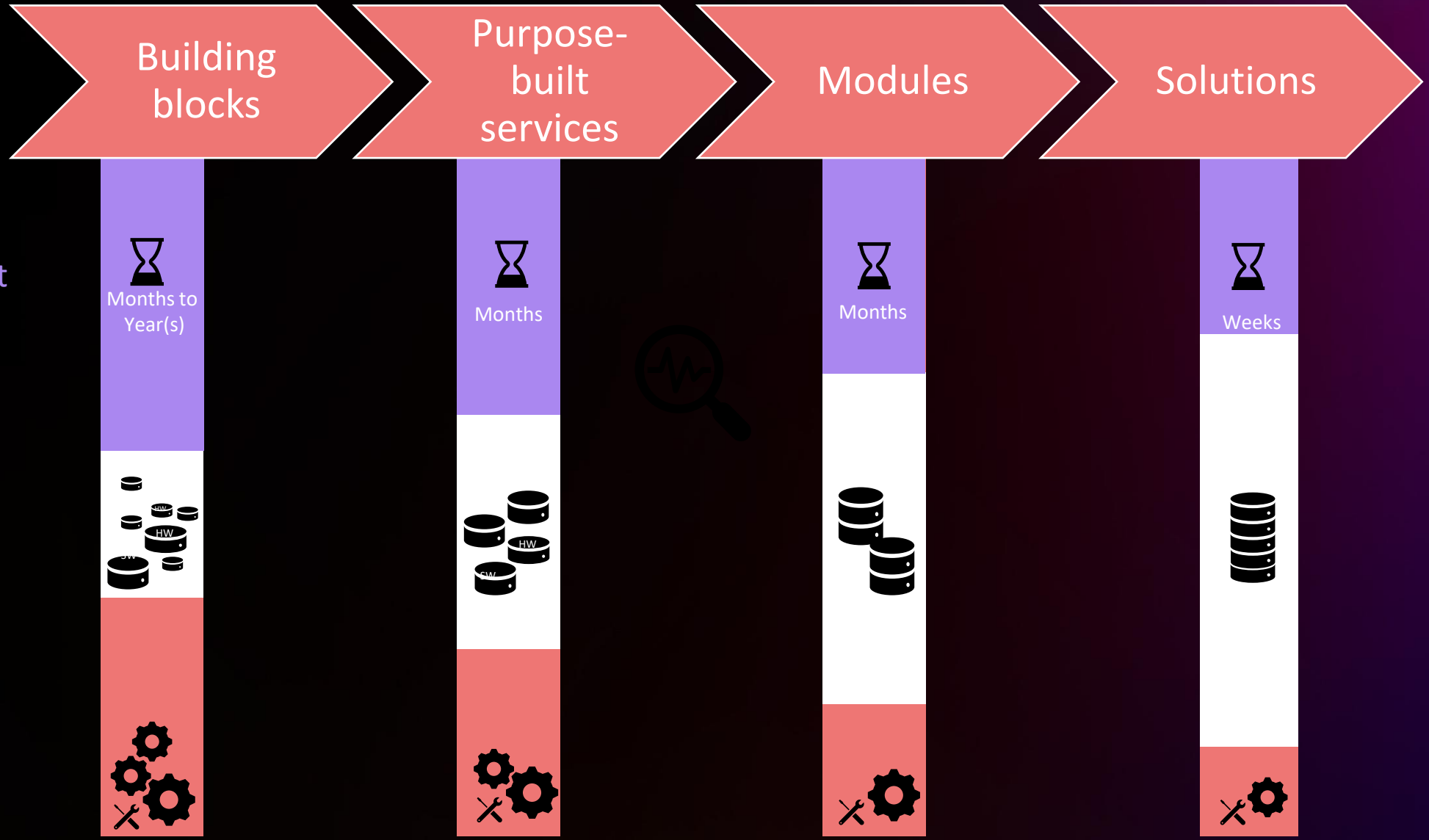
Summary and Q&A

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Overview: IoT solutions development value chain

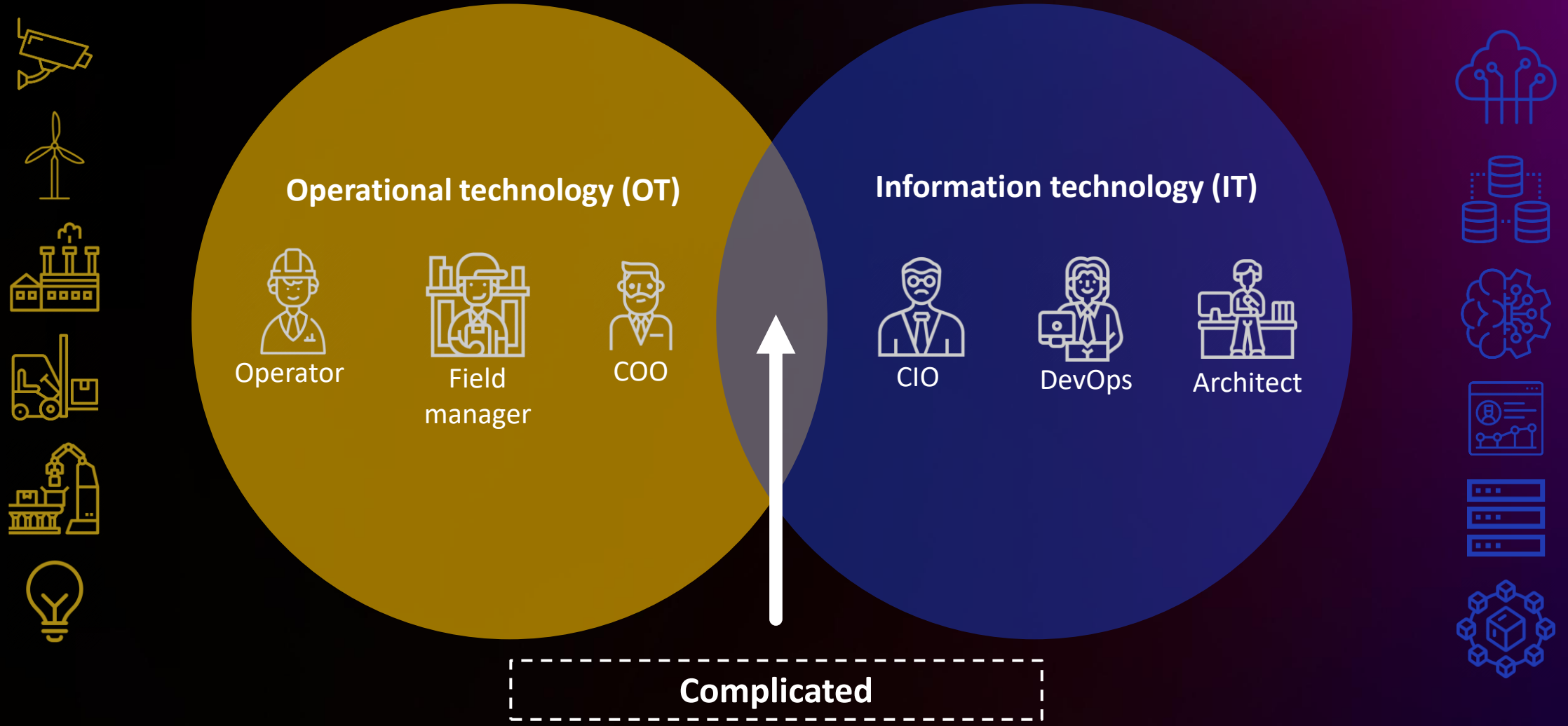
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IoT solution value chain & pain points



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The convergence of IT and OT challenges



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Pain points when building IoT solutions



Multi-partner solution integration is complex



Solution and learning reuse



Traditional solution building encourages silos

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What customers need when building IoT solutions



Less overhead



Better reusability



More flexibility

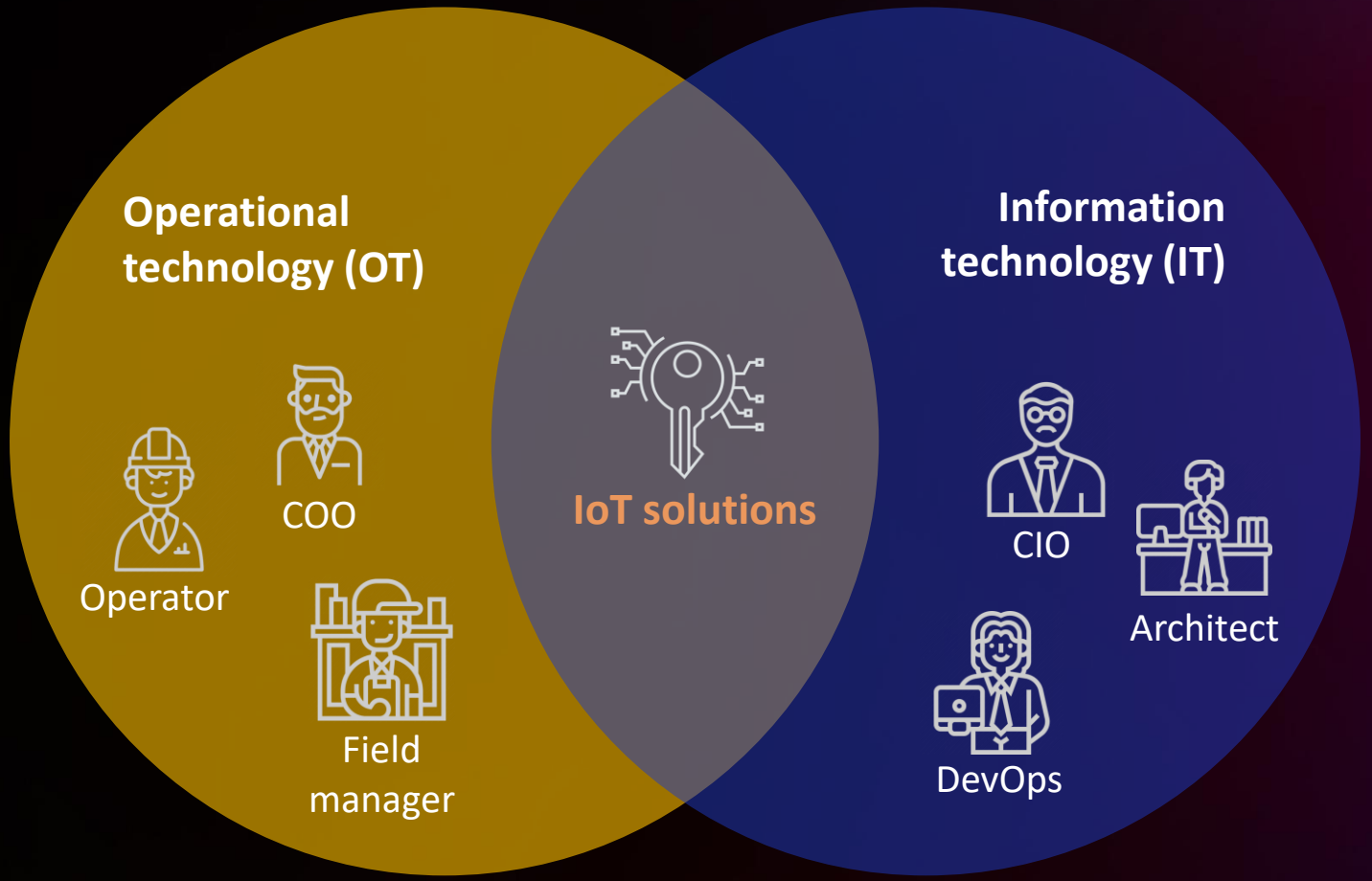


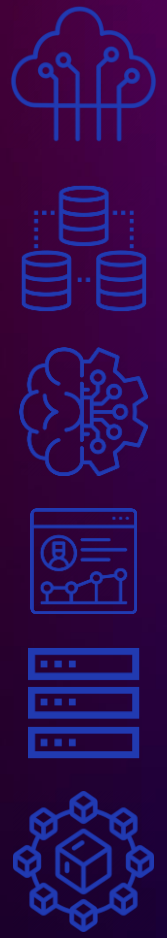
Lower cost

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Do IoT solutions help with the IT/OT convergence?







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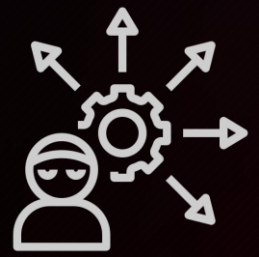
Section 1: Building IoT solutions

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AWS goals for building IoT solutions



Reduce the complexity and cost of development



Accelerate value generation by addressing industry-specific challenges



Make it easy for customers and partners to realize business outcomes

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AWS vision for IoT solutions

Applications


Manufacturing


Home


Healthcare


Retail


Building


Auto


Garden

Vertical templates


Manufacturing


Home


Healthcare


Retail


Building


Auto


Garden

Service modules

Device Discovery	Connectivity	Users	RBAC	Model Building	Status Monitoring	App Container
Data Ingestion	Device Lifecycle	Org	Audit	Model Training	Quick Build	Pre-Trained Models
Edge/device management		User center		AI/ML	Ops center	Marketplace

AWS Cloud and edge services

Devices

Gateways

Edge Computing Boxes/IPCs

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Section 2: IoT solution use cases and demos

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Chervon case

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Chervon overview

TOP 10 player

In the global power tool industry

29 years

Of continuous innovation and dedicated pursuit of professionalism

CHERVON | Chervon Group



30,000+ stores

In 100 countries sold Chervon products

10,000+ employees

All over the world

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Highlight of cooperation







Millions of users | 50+ services | 10+ applications

Product development, product operation, data-driven iteration

for an IoT solution

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Chervon use case







Chervon needs an IoT solution to bring intelligence on management and development for their PT and OPE products.

Better IoT product use experience

Digital operation

Global product management

Product innovation

PT - Power tool
OPE – Outdoor equipment

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Chervon digital transformation challenges

Flexibility & agility

9 months and a team of **30+** members to develop IoT platform

Extensibility

3 months to build applications for second generation of product.



Reusability

6 months and a team of **10+** members **to enable new IoT product**

Ease of use

10 engineers to support users using advanced features.

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Value for customer

CHERVON

Flexibility & agility

- Solution template
- Device model
- Rule engine
- Device lifecycle mgmt.

New product solution in **3 months,** saves **60%+** efforts GTM

Extensibility

- APP engine
- Debugging tool
- Cloud module SDK

4 weeks to build a new application, saves **70%** efforts on features development

Reusability

- Solution template
- Solution manager

Duplicate solution for other product class in **1 day,** reuses **90%+** modules

Ease of use

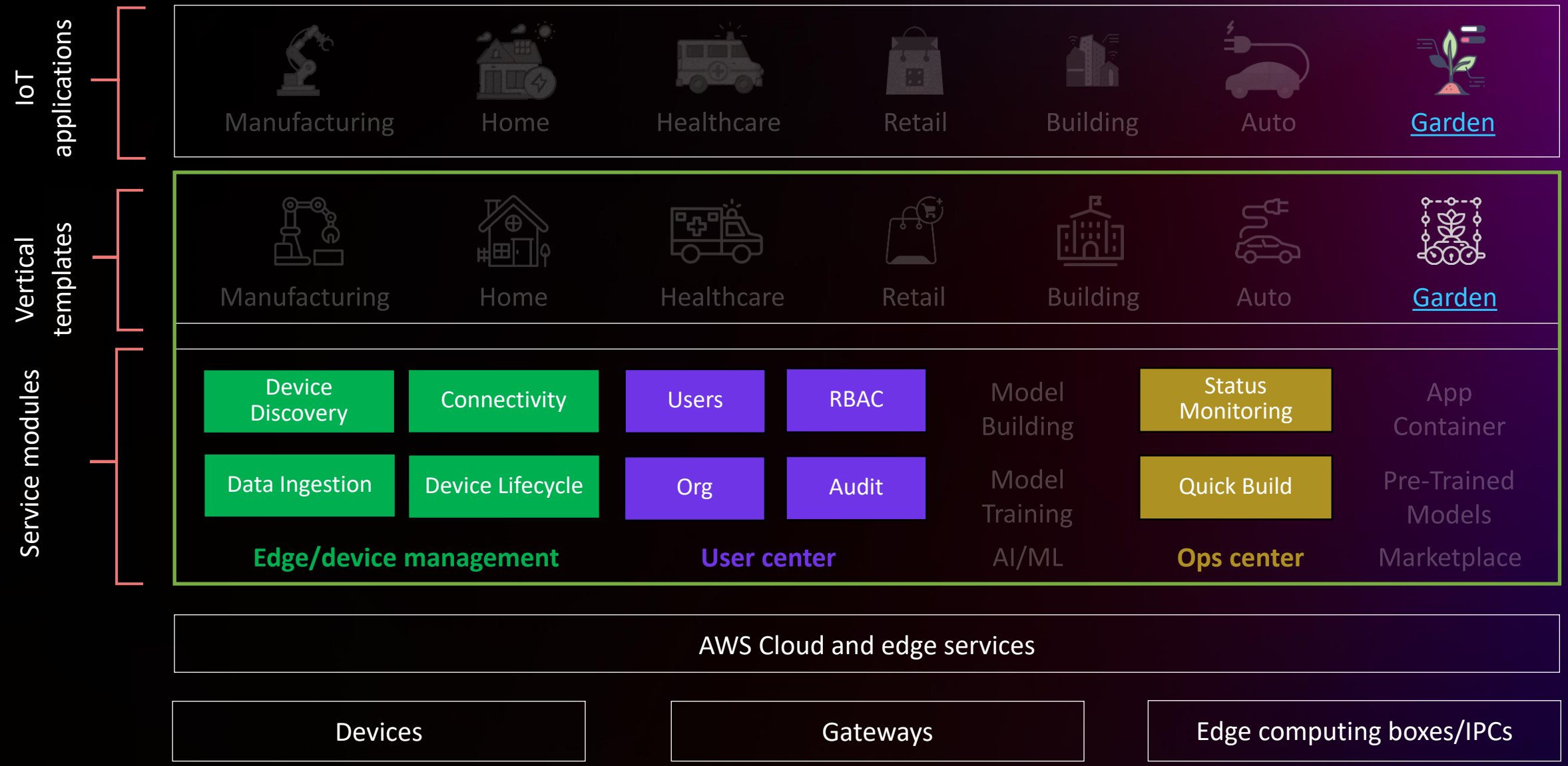
- APP manager
- Device lifecycle mgmt.

Reduce support to **3 engineers,** 60% reduction in complexity

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IoT solution for Chervon

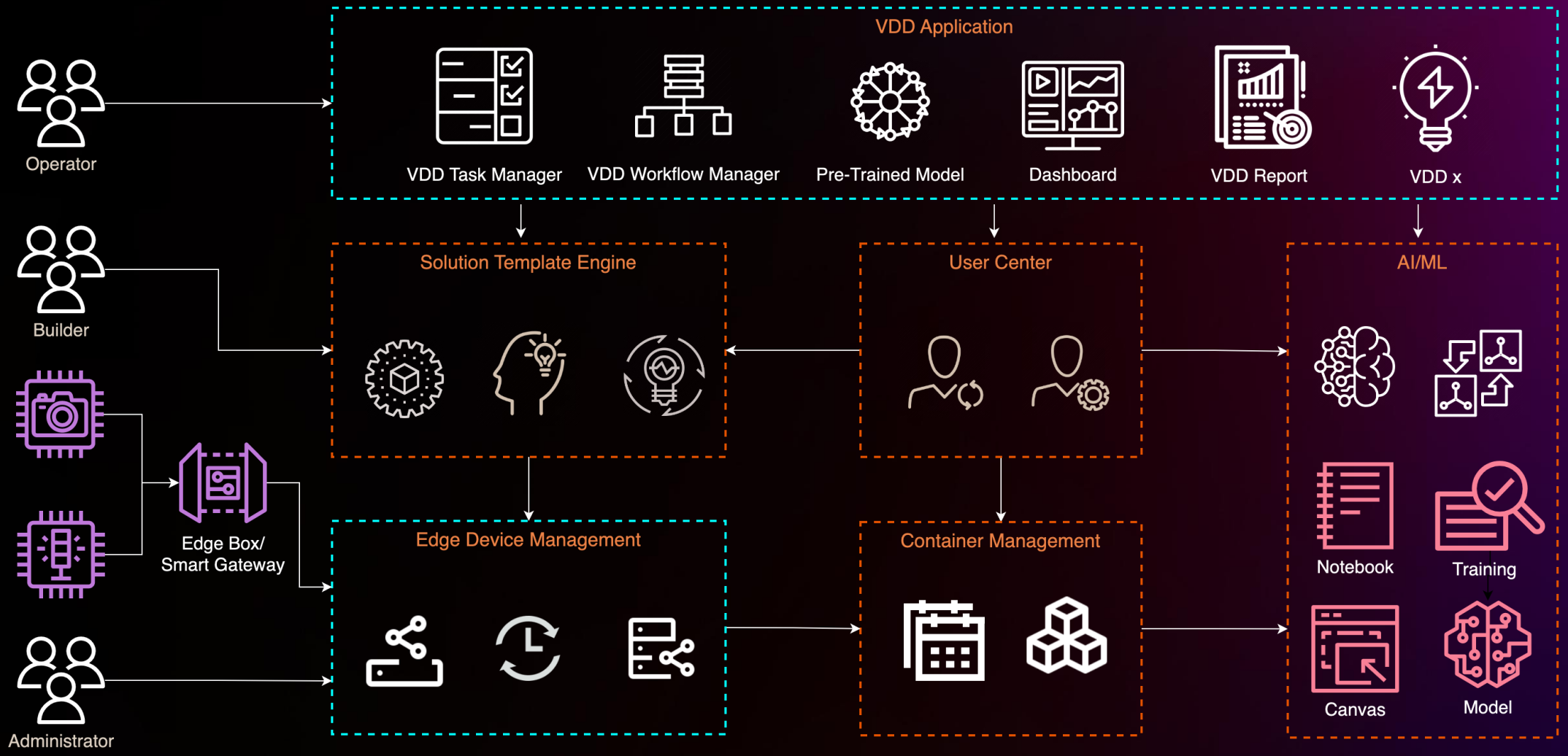


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Technical overview

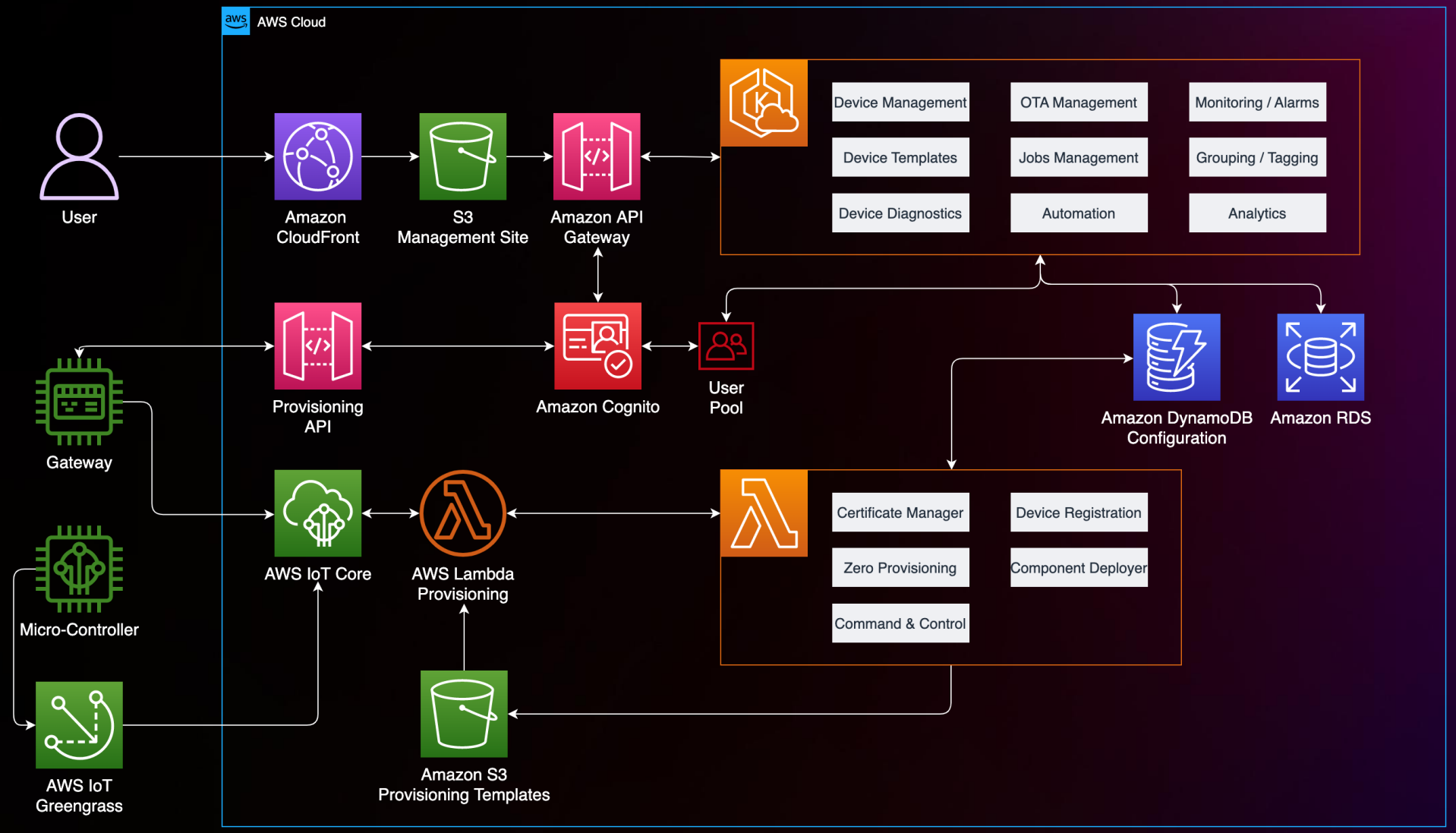
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Visual defect solution with AWS IoT



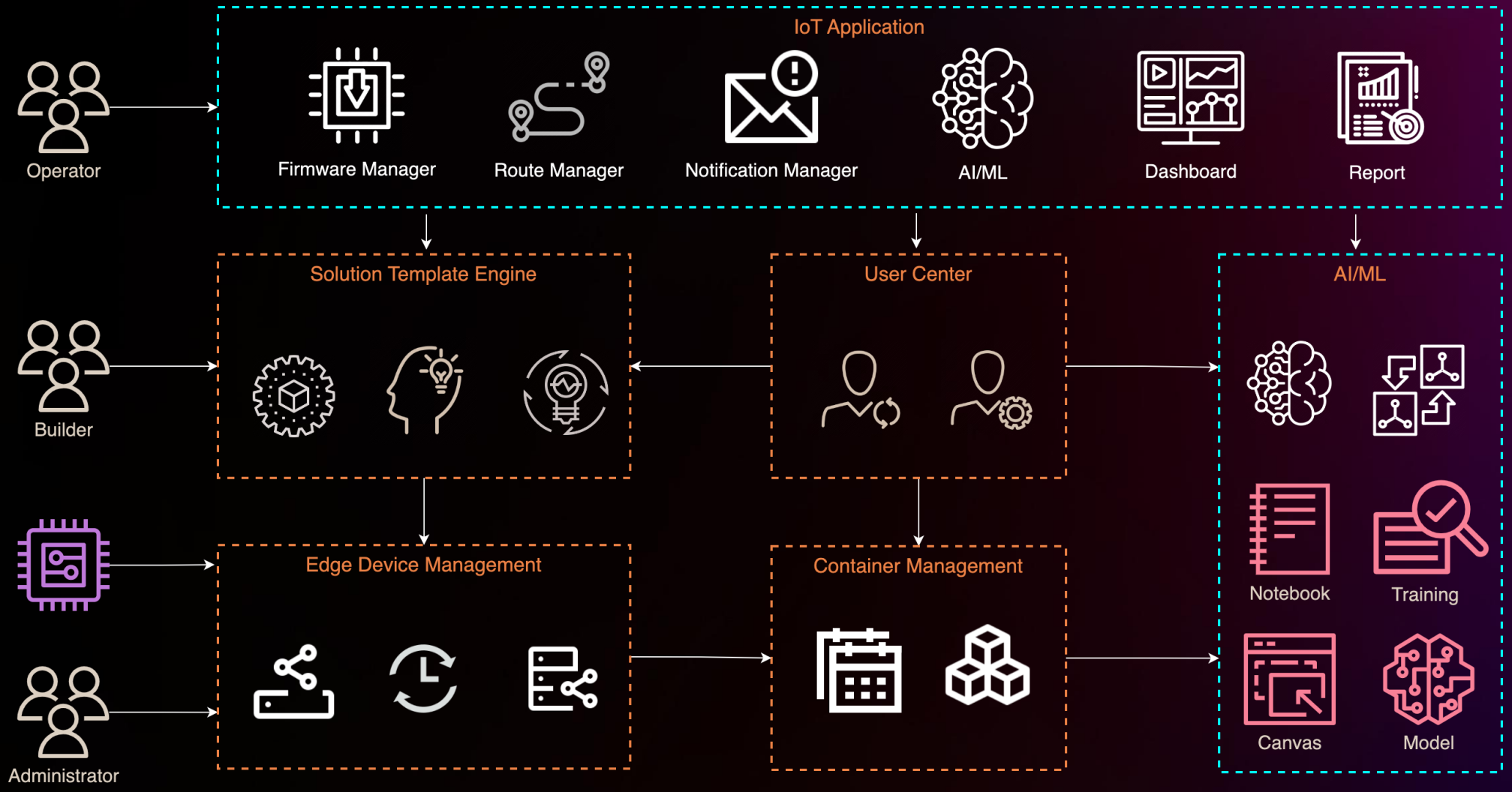
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Device management



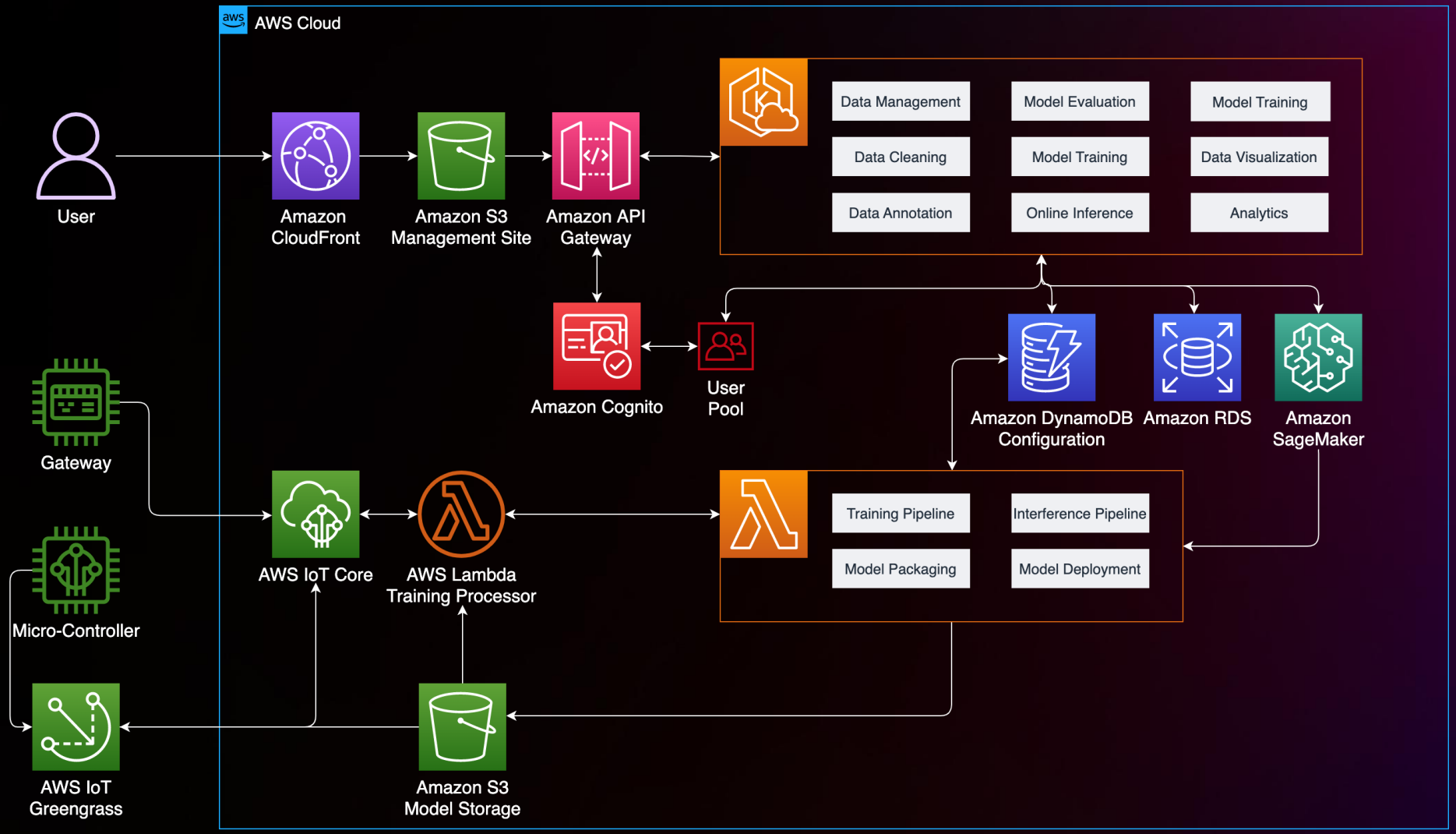
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Chervon smart lawn mower use case



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Model training



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Demo

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Partner build tools

- Partner solution build kit
  - Includes common components, UX, authentication, authorization, getting-started templates
  - Service modules and code examples
  - Solution enhancement blueprints, such as scaling and high resiliency guides
  - Testing tools with strong CI/CD integration
  - Guidance such as the AWS Well Architected framework

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Summary



Less overhead



Better reusability



More flexibility



Lower cost

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