



## INTERNET OF THINGS

# Connect the Physical World to Your Business



Leverage Internet of Things (IoT) to make the ever-growing network of devices talk to existing services or new products.

The unlimited opportunities that IoT presents is only matched by the endless data points it continuously creates. Harnessing all the possibilities and focusing on only the ones that produce value is often the hurdle.



### Connect Products & Services

Realize new revenue streams created by connecting devices to sensors internally and with customers, partners, vendors, and suppliers.



### Modernize Operations

Digitize production and processes by capturing and exploiting data to evaluate and improve performance in quality, safety, and productivity.



### Invent Entirely New Things

Take on the next big opportunity with connections and inventions to launch brand-new revenue streams.



When we needed a team that could come in with **practical solutions** to our aggressive goals, we went with Trility because they offer **predictable, repeatable** software development processes that **can scale to our needs**.  
– [Jesse / Samsung SmartThings](#)

# Achieve your objectives on your terms

Our purpose-driven, people-first mentality is critical when undertaking IoT projects. Ideas are plentiful so obtaining clarity on which ones deliver the most value is often the first hurdle. Trility® has guided clients to digital outcomes that solved their most immediate business problems. Here are a few examples:

## Build for IoT Solutions

### A SECURITY & INVESTIGATIONS COMPANY

**Maintain competitive brand.** Our team members helped this security and investigations company increase both product and service offerings by zeroing in on IoT opportunities. Its leaders realized competitors could potentially erode market share and took action to sustain its brand as a leader in this industry.

**New platform built for IoT.** Our team members built a new cloud-based software platform to position the company to treat IoT devices as a natural part of its existing portfolio. The platform allowed the company to keep its existing teams, technologies, products, and services while simultaneously expanding its ability to integrate and interoperate with nearly any IoT vendor and new ones coming into the market, domestically and internationally.

**The next evolution.** Building upon this success led our team members to merge the various call center software tools to one platform, which allowed the company to see the status of home and wearable devices in real-time. Once completed, this software was built and successfully tested for 911 dispatch centers to interoperate with call centers and allow first-responder vehicles to receive data in real-time. Due to company buyout, this project was never launched.

## Expand IoT Ecosystem

### A CONSUMER ELECTRONICS & TECHNOLOGY COMPANY

**Speed to market.** This client required an expedited implementation process to add more than 20 IoT devices to its international ecosystem including thermostats, switches (smart, heavy-duty, dual nano, single-relay, double-relay, dimmers), window and door sensors, LED and light bulbs, wall plugs and strips, range extenders, water sensors, motion sensors, smog sensors, carbon monoxide sensors, sirens, roller shutters, RGB controllers and more.

**Focused expertise.** The client's internal expertise for the nature of these projects was located in various countries. Trility's expertise allowed us to quickly execute, test, and finalize these connections quickly with each type of device and operating system. Each of these devices were unique and often had custom capabilities requiring special integration, as well as meeting requirements for EU, USA, and UK.



**Security is at the forefront.** Extremely large volumes of sensitive data come out of IoT ecosystems. Trility addresses how to keep the information secure, as well as how to handle network traffic, ballooning data volumes, and distilling the data into pertinent data points and, most importantly, pertinent decision points.

## Control IoT Future

### AN AGRICULTURAL MANUFACTURER & SUPPLIER

**Control over digital destiny.** This international company realized the need to control its own digital destiny with an existing product that collects and transmits data to an outdated software system, which allow customers to make data-driven decisions and ensure the best possible yield from their agricultural fields. While the entire system is the company's intellectual property, the outdated software platform was maintained by the vendor who originally helped design it. Trility is helping this client create a cloud-based software platform and provide supporting documentation and training so the client is able to maintain the entire system on its own.

**Building a better box.** The next steps include determining how to build more functionality into the field hardware and evaluating more efficient options for transmitting the data to reduce costs.