



IoT Solution Optimization with Bsquare Services

Calibrate IoT to your unique environment and needs

There is no one-size-fits-all when it comes to the Internet of Things (IoT), especially in industrial applications. Simply getting your data ready to roll into an IoT solution can be challenge enough. The more tailored your solution is to your business, the better it can deliver IoT value exactly the way you want. Bsquare services support you through the entire IoT lifecycle, whether you're preparing for your IoT implementation or fine-tuning a solution to your exact specifications.

Our professional services help you get moving right away – no waiting for an unfamiliar systems integrator to learn your business – without further taxing internal IT resources. With each service, Bsquare experts partner with you to enhance your organization's IoT IQ while helping you utilize time and resources more efficiently and realize ROI more effectively.

Bsquare Services Profile

Primary function: Tailors the IoT solution to support a company's unique industrial environment and goals.

Ideal for: Businesses seeking optimal business outcomes from IoT investments.

Unique strengths:

- Provides collaboration with experts in adapting DataV® to your business, or in preparing a DataV implementation.
- Enables you to optimize deep data analysis to your unique use cases.
- Provides flexibility to choose the best mix of services for your particular needs and environment.
- Applies 20+ years of best-in-class knowledge of IoT within industrial environments.



Implementation Services

Implementation services are designed to quickly adapt and optimize DataV for your organization. Each service focuses on applying DataV to meet a unique business need — such as configuring DataV components for specific asset types and integrating DataV with existing enterprise systems. Though available any time you need them, implementation services often play a key role in the early stages of a successful production deployment — some of the most common are:

- Asset Modeling** ▶ An asset model is the first foundational element of DataV — every type of asset managed in DataV must have a corresponding digital representation, or model. Bsquare can provide an expert to create the necessary asset model(s) for you.
- Rules Writing** ▶ Rules are the second foundational element of DataV — without them, DataV cannot generate insights from data. Bsquare can provide an expert to work with you to identify the rules you need and create them for you.
- Data Source Integration** ▶ Telemetry data is the third foundational element of DataV — analyzing this information allows DataV to identify the state of an asset. This service is required to load your data into DataV. Bsquare can work with you to understand the details of your data sources, and then perform the technical integration.
- Enterprise Systems Integration** ▶ As you start to scale your DataV deployment, you may want to integrate it with other enterprise systems to realize the full benefits of end-to-end automation. Bsquare can work with you to understand the APIs available from your enterprise system, and then perform the technical integration.
- Manual Ingestion** ▶ Existing manuals for your assets — e.g., service, repair, and maintenance handbooks — serve as the basis for several DataV applications. As you move from pilot to production, Bsquare can work with you to identify the full range of manual content relevant to you, facilitate content ingestion, and configure your application(s).

Advisory Services

Advisory services pair your business with a Bsquare product expert to accelerate your ramp-up time on DataV components. These product experts work side-by-side with your users to help them better utilize your company's data and its DataV deployment. Available any time you need them, advisory services often play a key role in the early stages of a successful production deployment.

Rules Authoring Workshop

- ▶ Walks your users through the full lifecycle of business rules as DataV uses them. Workers learn how to use DataV to author rules, as well as best practices for defining their own rules-management workflow. By the end of the workshop, your teams have the knowledge, business processes, and confidence to manage DataV rules themselves.

Data Science Consult

- ▶ Verifies your data can provide the actionable insights necessary to achieve your business objectives. A Bsquare data scientist partners with you to define a target problem or use case, oversees an in-depth data validation analysis, and utilizes positive results to optimize machine learning algorithms to better achieve your goal.

Custom Solutions

Custom solutions provide access to Bsquare's 20+ years of professional services expertise to analyze your unique business needs and challenges.

Generally, custom solutions address business needs that fall outside the scope of the prebuilt DataV apps or extend a particular DataV app's functionality to allow organizations to achieve greater benefit.

Custom solutions use the core services DataV already provides as building blocks for our professional services team to tailor applications or solutions to your specifications.

Typical examples include developing new DataV apps, UI elements, data formats, protocols; new fields to track additional data; connectivity to pre-existing proprietary systems, etc. No matter what stage of deployment you're in, custom solutions are available to help you achieve greater success.

With the specialized knowledge and hands-on implementation of Bsquare personnel behind you, you can get the most out of the DataV IoT solution in the most useful way, according to your own industrial environment and business goals.



DataV Services Key Features

Important service capabilities for IoT solution optimization:

- Deep IoT knowlege** ▶ **Extend your IoT with confidence:** Years of experience with industrial IoT, edge computing, data science, and developing DataV have taught us sound IoT implementation, the right set of tools to apply, and how to help you achieve increasingly valuable IoT insights over time.
- Intrinsic DataV expertise** ▶ **Get fast, accurate DataV customization:** We have extensive expertise not only in DataV, but also with industrial businesses and their most critical use cases. This history means that adapting DataV typically requires less effort and enables more accurate results than services from third-party solution providers.
- Systems workflow knowledge** ▶ **Integrate DataV quickly and cost effectively:** We built DataV to tie into dozens of industrial systems (ERP, management, asset control, etc.), and we know how to integrate its connections and adapters with each one, saving you configuration time and money.
- Vertical and horizontal industry experience** ▶ **Capitalize on industry best practices:** We serve a wide range of customers in specific industries, constantly gaining insight into benchmarks and best practices that we can apply to improve how DataV works for your business.
- Business-outcomes focus** ▶ **Link your expertise with ours:** Your engineers know what they need from your assets to achieve business outcomes, and our data scientists know how to make DataV work to get you there— together, we can identify, obtain, and analyze the best datasets to support your goals.

About Bsquare

For more than two decades, Bsquare has helped its customers extract business value from a broad array of assets by making these assets intelligent and connected, and using data collected from them to improve business outcomes. Bsquare software solutions have been deployed by a wide variety of enterprises to create business-focused Internet of Things (IoT) systems that can more effectively monitor assets, analyze data, predict events, automate processes and, in general, optimize business outcomes. Bsquare couples innovative software with advanced professional services that can help organizations of all types make IoT a business reality.

Find out more about how Bsquare can help your organization use IoT for maximum impact:

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