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Cloud Agility at the Edge.

Visibility, Control and Security for the Enterprise and Industrial IoT Edge

EVE Design Summit – Customer/Partner Examples
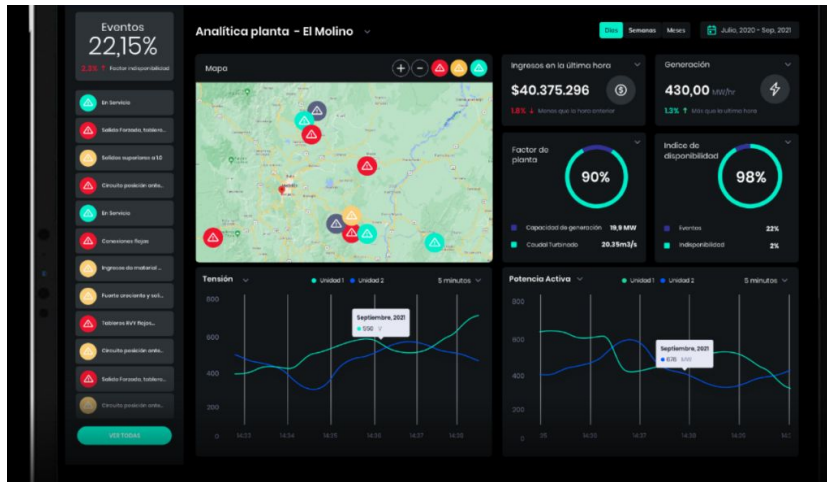Martin Ernst and Kathy Giori

Dec 8, 2021

Power Industry - Latin America

Developer Program participant in Columbia

- Government providing funding to instrument and connect old power plants to provide visibility of power production and consumption in hundreds of "off the grid", aging and old power plants
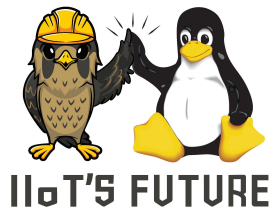
Hardware OEMs

- Big brand name edge servers and embedded PCs
  - Especially big Intel PC and server brands
- Smaller brand names focused on managed edge computing
  - Hivecell
  - Penguin Edge
- Unique and specific use case edge "appliances"
  - Networking functions
  - Manufacturing operations
- Relatively unknown brands prepared by value-added-resellers (VARs)
  - Image recognition
  - Factory automation

Independent Software Vendors

Industry consortia and collaboration around OSS

- Fledge
- EdgeX
- Alvarium

IIoT'S FUTURE

Commercial software

- Big brands/products
- Professional services based products (e.g., FogLAMP, AnyLog)

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System Integrators, Managed Services, Etc.

Very specific use cases

- Image recognition
- Building environment management
- Remote field deployments (e.g., smart agriculture)
- Manufacturing
- Healthcare
- Retail

Image courtesy Zignar Technologies

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Q&A

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