

IoT Network Installations: Is Your Network Doomed to Failure?



Greg Berlocher, CEO New Star Energy Services, Inc.



Studies reveal that a large percentage of IoT Initiatives Fail

Why?



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IoT Network Killer #1

Most failures occur because the installation of an IoT network is an afterthought



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IoT Network Killer #2

The lack of skilled personnel with OT experience on the team designing the IOT Network



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IoT Network Killer #3

Poorly conceived & executed
Proof of Concept Stage



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IoT Network Killer #4

Lack of Skilled Project Management Personnel



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IoT Network Killer #5

Lack of planning for ongoing field support of the IoT Network



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Best Practices of Successful IoT Projects

- Proper project engineering
 - Experienced team including IT & OT
 - Sandbox
 - Site surveys
 - Factory Integration of Electronics
- Well designed & executed Proof of Concept
 - Defined Roles & Time Frames
 - Desired Outcome
 - Definition of Success
- Strategy for Spare Parts
- Comprehensive Installation Scope of Work
- Trained Installation Team
- Project Management Team with Track Record of Success
- Ongoing Field Support
- Remote Support for IoT Equipment in the Field



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Thank You!

Please feel free to contact me with questions and comments.

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