

# relayr IoT Transformation Workshop

**ID RIOT** Duration 2 Days

The Internet of Things (IoT) is a new market opportunity that is happening right here, right now, with smart objects being connected five times faster than the adoption of electricity or telephony, and fifty billion objects expected to be connected by 2020. The sooner you and your team become familiar with it, and the related solutions from relayr, the sooner you can start reaping the benefits of the Internet's next big development. This new two day session will give you a close view on relayr's IoT Innovation Accelerator and some real world examples of IoT using relayr's cloud platform, SDKs and sensor kit, which enable fast and cost-effective development of new solutions, equipment and services for the Internet of Things.



## Who should attend

- Account Managers
- Sales Team Leaders
- Sales Engineers
- Business Development Managers

## Course Outline

### Day 1

- Who is relayr?
  - History
  - Focus
  - Strategy
  - Solutions
  - Verticals
- What is relayr's connection to Cisco?
  - Cisco Partnership
  - Cisco Intercloud
  - CCS
- What is IoT all about?
  - IoT in a nutshell
  - Definitions
  - Market View
- How can we benefit from relayr?
  - relayr makes it easy in 3 simple steps
  - Benefits of tiered approach
  - Services for rapid IoT Innovation



- Tools for rapid IoT Innovation
- IoTaaS – relayr open Cloud Engine
- Retro-fit kit – capture utilization pattern
- Enabling IoT - any to any
- How does prototyping work?
  - The meaning and concept of rapid prototyping (also for project approach)
  - The meaning of E2E solutions
  - Set of Prototyping options with Cloud, SDK's, Bosch XDK
  - First setup
  - Cross Domain Development
  - Cloud
  - SDKs
- Day 2
  - What are your use cases? (Lab access – remote)
    - A) Building infrastructure management (BIM) link to CiscoOpenBerlin
    - B) Industry 4.0 – playmobil to SAP
    - C) Wearables & health industry / insurance etc.
    - D) Omnichannel-retail & logistics / tightbutton, Fridges, shelves
  - What can we sell to our customers?
    - How to detect projects @customer?
    - How to develop & foster partner & partnerships?
    - Link to Intercloud / Cisco Marketplace / Global GTM
    - How do we get sales support and expertise?

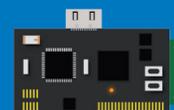
## Three Tools for rapid IoT Innovation

### 1. IoT Cloud Platform as a Service

### 2. Open Source SDK and API Libraries



### 3. Open Source Sensor Kit for Prototyping



## About Fast Lane

The worldwide Fast Lane Group specializes in high-end technology and business training and consulting. Fast Lane offers complete, authorized training solutions for leading technology vendors, including Cisco, Microsoft, NetApp, VMware, Amazon Web Services, Veritas, Symantec and other major technology providers. In addition to those vendor's standard curricula, Fast Lane also develops advanced technology and sales courses. Fast Lane's vendor-independent consulting services can help with a wide range of issues from conducting preliminary analyses and assessments, to designing future-focused IT solutions.



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