

NEAR AG

IoT Customer  
Introduction  
Workshop

31.07.2017 –  
04.08.2017

## NEAR AG IoT and AWS Services

### NEAR AG – AWS Introduction

**Workshop's objectives:** AWS Web Services is a platform to enable Cloud services of various nature and for different businesses. The objective of NEAR is then

- How to put together the AWS services, platforms and dedicated devices
- Challenging the data collection of all data platforms in the cloud services
- How to transform or create new business processes and support production
- Recommend and propose best practices and solutions for your use cases

#### Management Consulting

IT infrastructures increased complexity and the IoT enabled a new layer of technology needing new tools and expertise. NEAR AG is managing AWS services' consultancy to propose the best recommendation according to the customer infrastructure and the solutions proposed by the wide range of AWS products.

The consultancy session is typically conducted on-site and with the client's stakeholders to acquire the high-level details from the executives and the in-depth details from the managers.

NEAR's consultants create the recommendations for the solution that is right for the client scaling it from a small number of devices to a prototype of the production or creating the full solution from scratch.

We apply our workshop approach to the AWS solutions' Project Management.

#### Workshop Part #1: Identifying and validating of client's relevant pain points and needs with AWS solutions

During consultancy, the client's stakeholders will provide the following information:

- Business model and value chain
- AWS: stakeholder platform's expectations
- Sensors and Actuators
- Cloud, Infrastructure, and Network's assets and transformation

NEAR AG will elaborate for:

- Validation of business models
- Identify for which critical pain points and needs we can provide a solution for
- Bring all stakeholders to an aligned understanding of the company's current issues to achieve AWS services' level
- Resulting requirements and expected business results to build the appropriate ecosystem and avoid the architectures' management
- Best security solution for your ecosystem, secure connection of the devices, and device intrusions' protection

#### Workshop Part #2: Building the business case

Customer's AWS services and business requirements will be aligned to the solutions through an interactive process aiming to demonstrate the value for you and for the customers, in the short-term delivering the PM on-time on-schedule and the long-term viability of the business case. A high-level design of the proposed solution will allow to test it as a rapid prototyping part.

#### Workshop Part #3: Value proposition and action plan

Our AWS Consultants will work closely with the project team to demonstrate the value proposition of the solution and build an action plan for deploying of the proposed Centralized Cloud solution. Our consultants will support the project teams to align the Cloud solution to all required processes and procedures as well as building rich analytics that will show real-time analysis of the secured connected devices that are bringing the data in the AWS Solution Services.