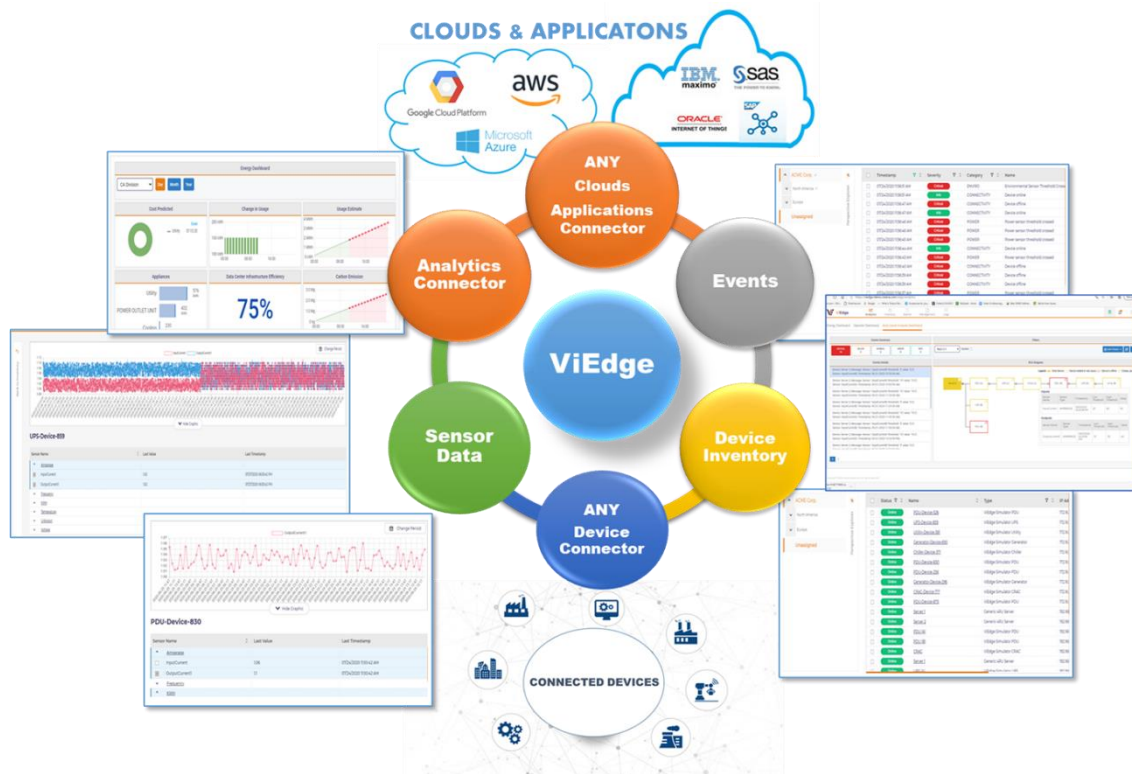# Vixtera IIoT Business Primer

Vixtera is a technology innovator and developer of IIoT edge software and integrated solutions for industrial Enterprises, Manufacturers, Value-Added Resellers (VARs) and System Integrators (SIs).
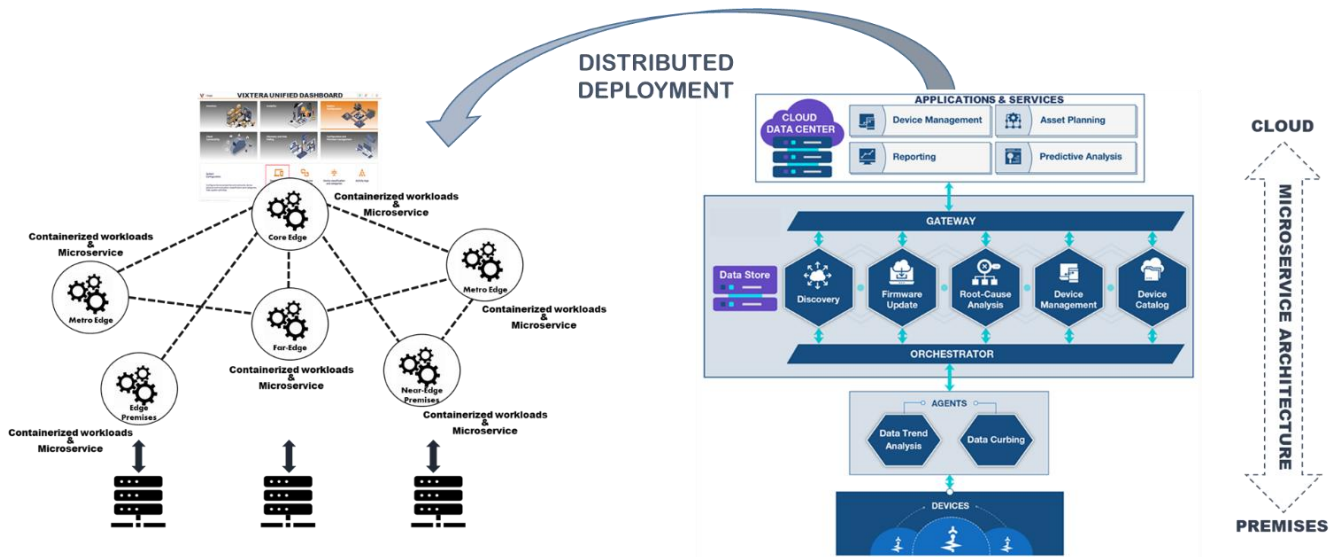The ready-made software (ViEdge) is designed as an **intelligent connector** providing cohesive physical to logical interconnectivity across single data plane between ANY device, system, platform, application or cloud without needs for frequent patches, proprietary "interpreter" software and endless integration.

Vixtera patented algorithms and techniques accelerate asset management and decision making, expand operational visibility and reduce the cost of operation. The notable **unique value propositions** include:

- **Ubiquitous Connectivity and comprehensive device management**
  A patent-pending declarative protocol delivering 100x velocity of device on-boarding and maintenance across ANY communication and transport protocol, or device type/brand. No drivers, SDK or DIY software is required
- **Instant failure detection and prevention in plurality of connected ecosystem (patent issued June 2021)**
  A patented algorithm helping to promptly identify the root cause and a chain of events that's leading to a problem setting out the opportunity for speedy failure detection and prevention of potential breakdowns.
- **Auto-generation of AI/ML labeling reducing cost and complexity of predictive services**
  A patent-pending technique for trustworthy predictive analysis utilizing source of failure (and chain of events that's leading to a problem) as a reliable label (and patterns) for NN training and AI/DL modeling.
- **Multifaceted data curation instantly yielding meaningful information to the outcome-based applications**
  A patent-worthy innovative technique for instant event data collection, processing, and analysis at the edge. Eliminates duplication of metadata whereas reducing frequency and size of transmitted data; contextualizes and aggregates relevant event data providing reliable and timely insight across IIoT ecosystem
- **Application enablement delivering quick and resolute actions**
  A descriptive mechanism for instant extraction, aggregation, and classification of meaningful event and data at the edge. A "drag-n-drop" Query Builder UIs for rapid delivery of custom analytics and applications. A seamless connector to external analytics platforms, cloud and services.

Vixtera IIoT Business Primer

The ViEdge is **architected as a collection of connected microservices** and container-based workloads unified by purposely-built processes and functions. It galvanizes interdependencies between devices and applications, and in doing so, it enables full-featured processes to drive self-contained operation in the cloud or on the edge, yet stay connected anywhere across the network. The dynamic environment scales horizontally and vertically, and can be rapidly deployed anywhere within the ecosystem.

Vixtera innovative software framework offers **ready-made package** of essential components helping to

accelerate and simplify IIoT deployment and operation. We empower it with **technical consultation and field-proven services** to customize, integrate and productize your solution.

Vixtera focuses on **Industrial Automation** within **asset-intensive industrial segments** like, Enterprises and Manufacturers, as well as Value-Added Resellers (VARs) and System Integrators (SIs) who support the former with this daunting effort.

The main criteria of Vixtera **Go-to-Market strategy** are as follows:

a) a co-partner delivery utilizing **Vixtera IPs and innovative technology** via leading IIoT/Analytics/Cloud-Provider's platforms and offerings

b) a limited direct sale of a ready-made solution to small and mid-size enterprises with focus on field experience, testing capabilities and scalabilities of ViEdge software framework

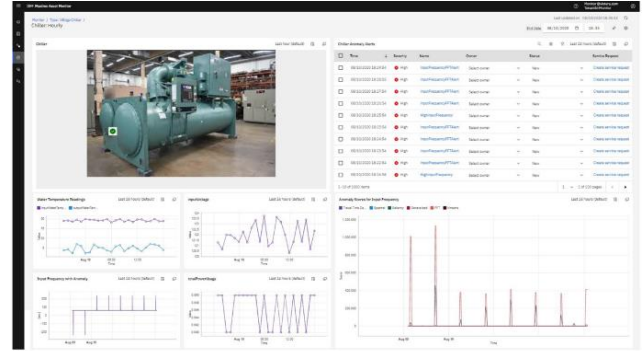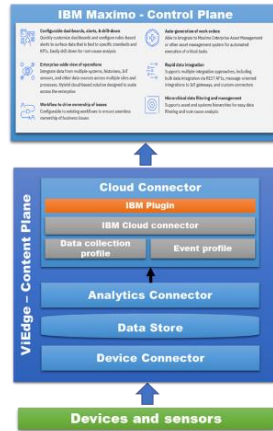c) a technology partner to selected Distributors, Solution Aggregators and System Integrators

Vixtera IIoT Business Primer

USE CASE #1:
High visibility/predictive maintenance - Food-processing Enterprise

BENEFITS
* Continued operation
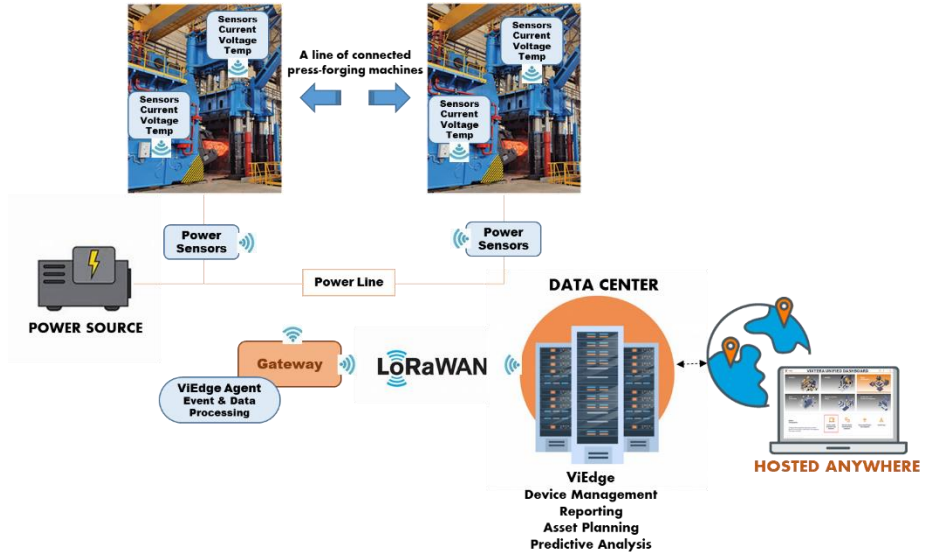* Eliminated breakdowns and costly repairs
* -100% in machine downtime

✓ READY-MADE
✓ PLUG-N-PLAY

USE CASE #2:
High visibility/real-time failure detection - Press-forging Manufacturer

BENEFITS
* Improved visibility & control
* 2x in reduced operation downtime
* Reduced maintenance cost
* Improved productivity & efficiency

USE CASE #3:
Automated supply chain - Stamping Manufacturer

BENEFITS * Automated supply chain processes
* +40% time-to-market
* +70% forecasting accuracy
* -40% in machine downtime
* -30% in cost of inventory holding
* +50% in productivity

www.vixtera.com
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