

# Actility Enterprise Channels Webinar

July 2021



**Actility**  
Connecting with intelligence

# Agenda

Shmuel Solomon



# Webinar Meeting Agenda

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- Webinar Introduction – **Shmuel Solomon**
- What is new on ThingPark Enterprise Product? **Ramez Soss**
- ThingPark Enterprise All in One live demonstration - **Ramez Soss**
- What is new on Abeeway Geolocation Product? **Rohit Gupta**
- ThingPark Enterprise Professional Services - **Sitha Oum**
- Unblock the full potential of IoT, driving industrial adoption through Plug-And-Play IoT Solutions – **Shmuel Solomon**
- Favendo Germany, Seamless Indoor & Outdoor Tracking Solution – **Stefan Balduf, CEO**
- Summary and Q&A

# Introduction

Shmuel Solomon



# Webinar Introduction

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- Welcome to our third Enterprise Channels Webinar.
- This webinar provides a view on:
  - The major ThingPark Enterprise business enablers including the new TAO and additional roadmap items.
  - Introduction to the recently released new features in ThingPark Location the mobile app, BLE geozoning and Quuppa beaconing for high precision indoor tracking.
  - ThingPark Enterprise Professional Services – Introduction to the Channel Partners Portal, TPE and Abeeway online documentation portal.
  - IoT sellable solutions – stay up to date with our latest turnkey solutions you can resell
  - Guest speaker - Favendo Germany, Real Time Location Services for every field of application.



# What's New? ThingPark Enterprise Product

Ramez Soss



# New TPE-OCP release (v6.1.6)

- Enriched catalog of built-in payload drivers
- Support of custom payload drivers



Actility



ADD DRIVER

+ CREATE NEW

OR

Import driver from disk.

↓

Browse or drop your NPM package

OR

Import driver from [NPM registry](#)

@actility/driver@1.0.0

CANCEL

IMPORT

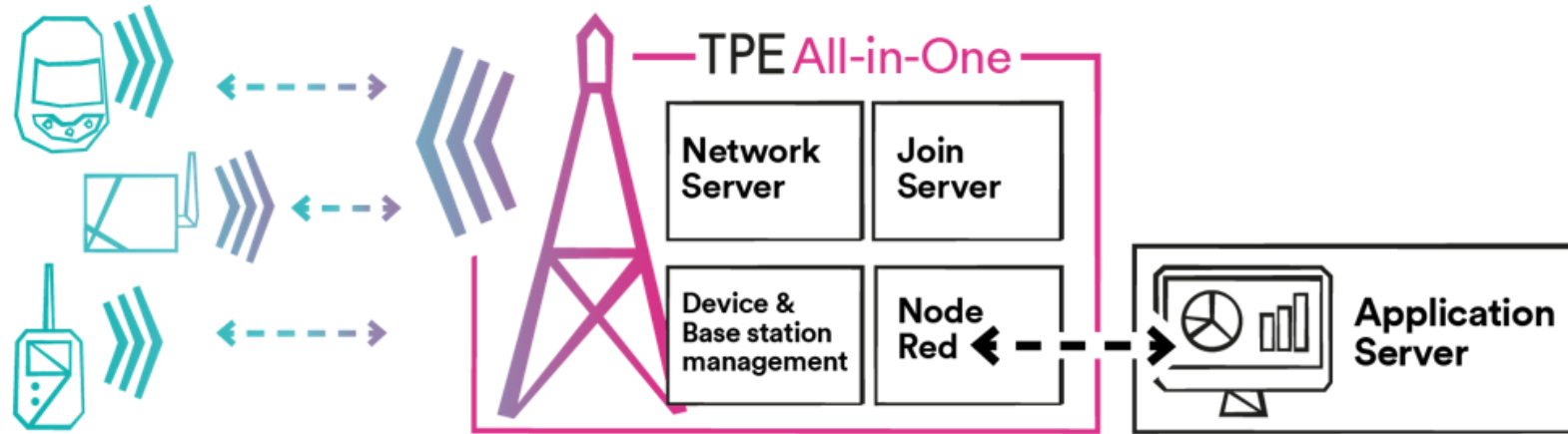
# ThingPark Enterprise All In One Live Demonstration

Ramez Soss





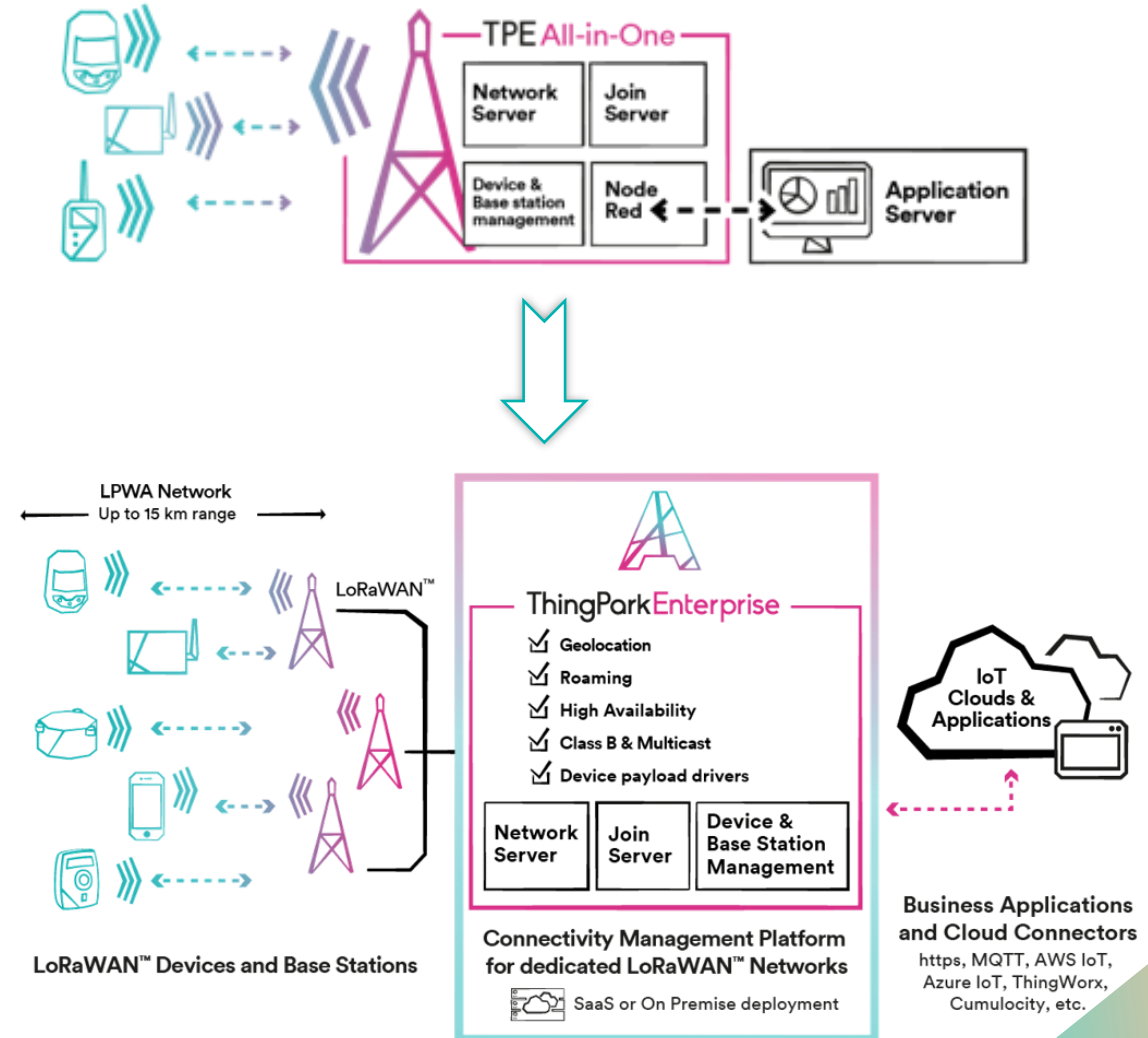
# TPE-All-in-One is ready for production



- Supported gateway models:
  - Ufispac outdoor macro v1.5
  - Ufispac indoor enterprise/pico v1.5
  - Browan/Gemtek Micro outdoor v1.5

# Seamless migration path towards TPE full edition

- In LoRaWAN, end-devices exchange MAC sessions with the network server: each session has its security context
- Seamless device migration means **secure** transfer of the device's session context between platforms without having to physically reset the device (**no service disruption**)
  1. Export archive from TPE-All-in-One UI
  2. Import this archive to your TPE-OCP/SaaS (full-edition)



# What's New? Abeeway Products

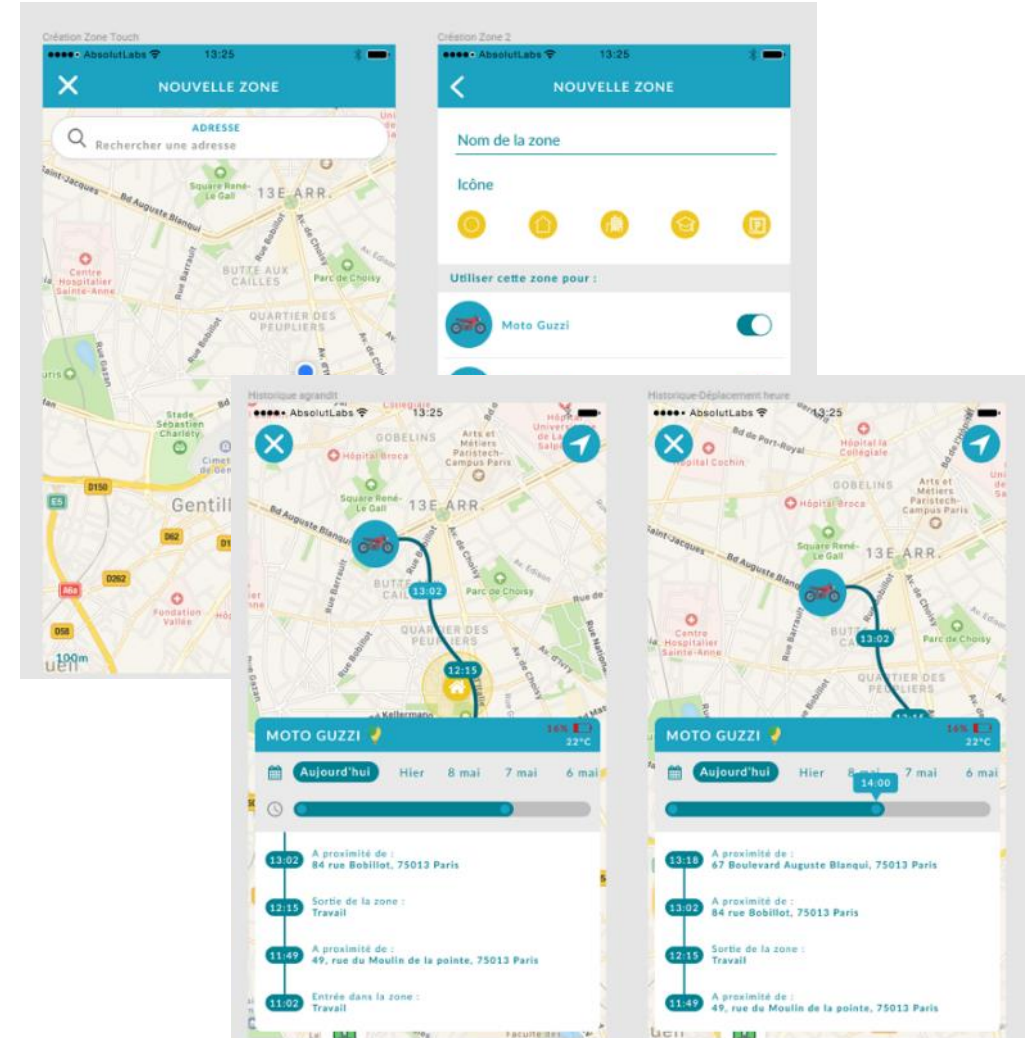
Rohit Gupta



# Helping our customers to address the consumer market with the **Abeeway Mobile Application**

## User-friendly mobile app enabling multi-purpose consumer tracking

- Feature set : manage and customize your tracker, locate it on demand anywhere anytime, view its detailed motion history, set up alerts, change modes, share it with our users, update your tracker's firmware....
- Native apps on iOS and Android
- Typical Use case: Find lost objects or track pets, loved ones.



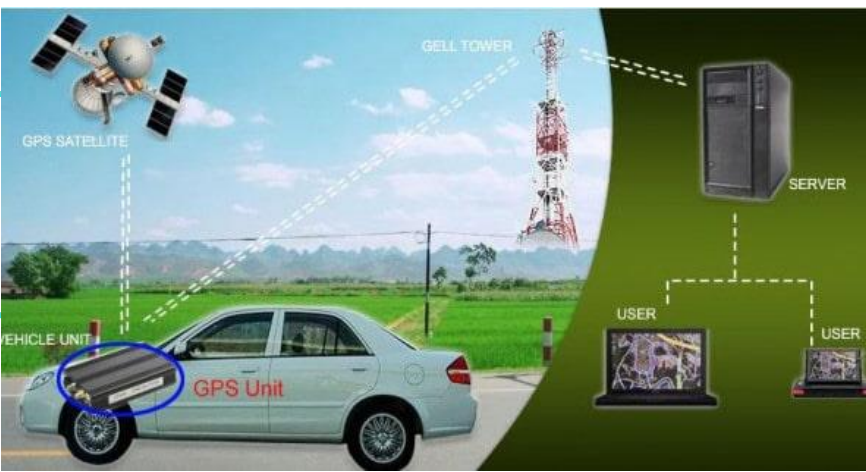
*Designed to be easily customizable to fit any brand identity and particular needs under white label*

# Abeeway Mobile APP (Demonstration)

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# Car tracking with Insurance companies

- Find lost cars and reduce the insurance costs with long autonomy and reliability, unlike the regular cellular GPS-based devices
- To address consumer needs in France, Insurance company in France will launch a mass-market car tracking offer, with LoRaWAN connectivity based on public network, Abeeway Compact Tracker and Abeeway Mobile APP



Accident  
Responsibility

Theft/  
Vandalism

Breakdown

Remote  
assistance



**Benefit:** safety and security for cars, technical assistance and theft

Insurance company  
name - Confidential

orange™

 **Abeeway**  
Improve your position

 **Actility**  
Connecting with intelligence

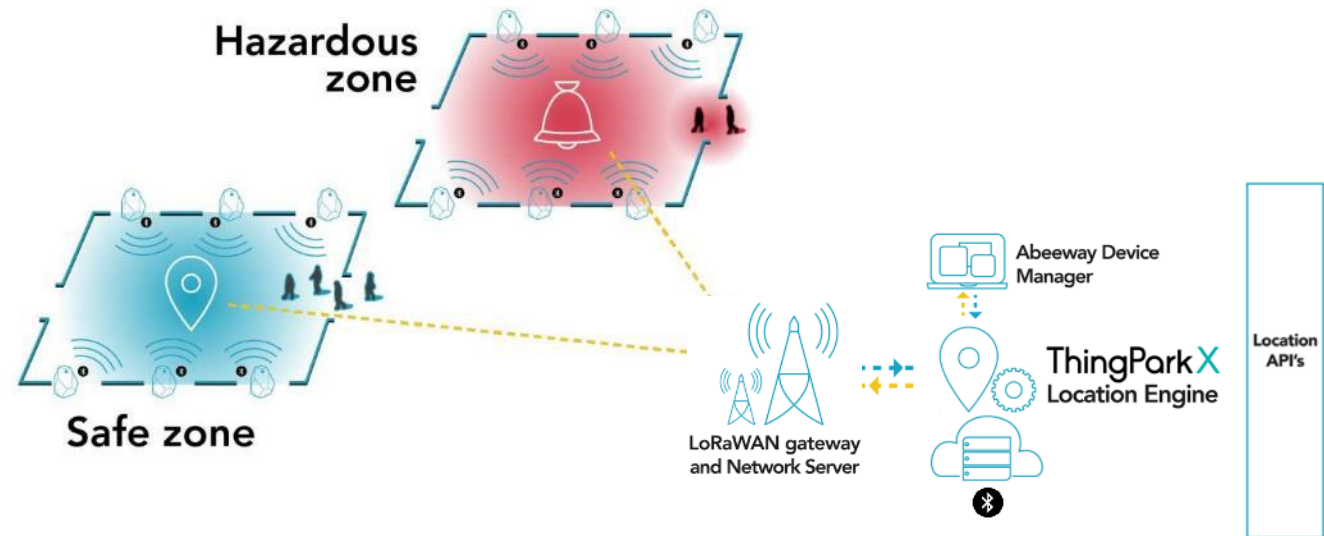
# BLE Geo Zoning

## How does it work?

- Abeeway device 'Sniffs' Nearby BLE Beacons.
- The Beacon Types (based on prefixes) are configured to mark different zones:
  - Safe
  - Hazard
- The tracker changes the operating mode/buzzer and LED UI depending on the detected beacon types and reports it over LoRaWAN along with GPS/WiFi positioning information to the business application

The main use case is **to track worker safety** and management of **time spent by workers in different zones**

The feature is commercially available in **Abeeway Firmware V2.2**.



# RATP tracks construction workers for safety

- Indoor tracking for workers based on BLE beacons
- Worker safety based on sending alarms to the backend and also the workers on danger zones



**Benefit:** Worker tracking and safety in hazardous environments



OPÉRATEUR DE SERVICES IoT

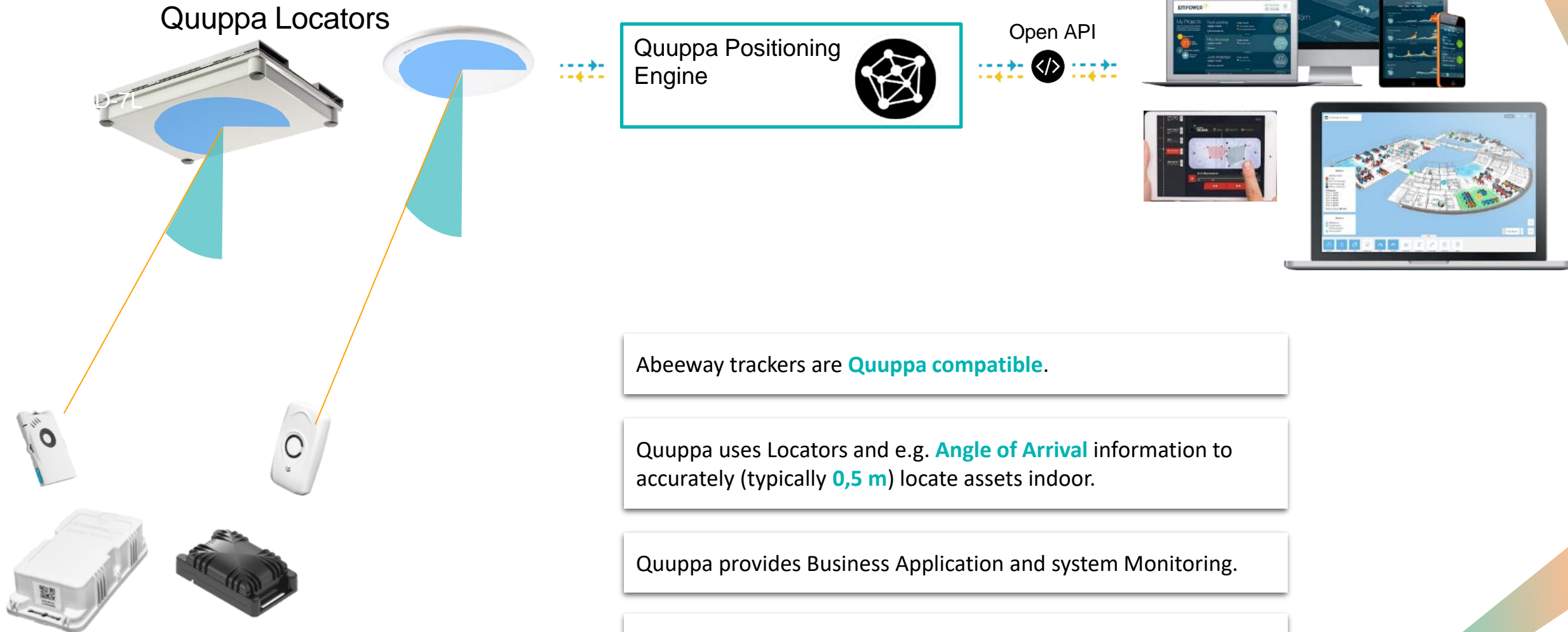
**nomosense**

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# Quuppa/Abeeway Intelligent Location



# M2M Germany Use Case

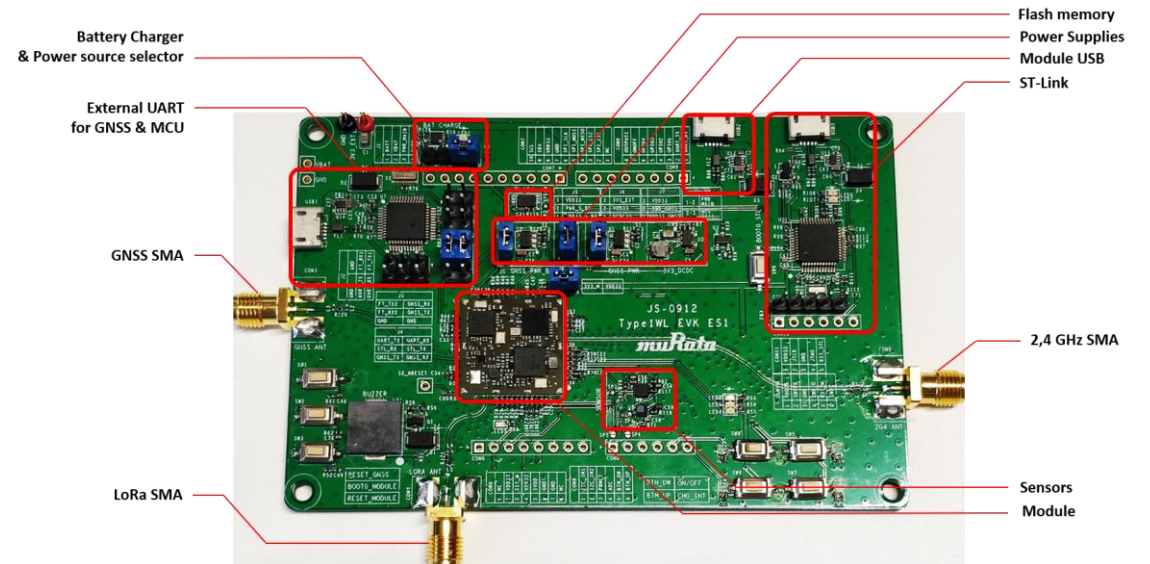


- Indoor / Outdoor cable wheel search and find cables indoor in a large fabrication depot.
- Quuppa enabled for high accuracy resolution to find an item within very large volumes.
- Device casing printed in 3D printer.



# Abeeway Geolocation Module

- Abeeway Geolocation Module EVB Kit Contents:
  - the Evaluation Board, also called EVB, 3
  - 1x region specific sub-GHz antenna with SMA connection (915MHz, 868 MHz)
  - 1x GNSS passive antenna with SMA connection
  - 1x 2.4GHz Antenna with SMA connection
  - A USB to micro-USB cable
  - Application note including the schematic of the EVB.
- Availability: Sept' 2021



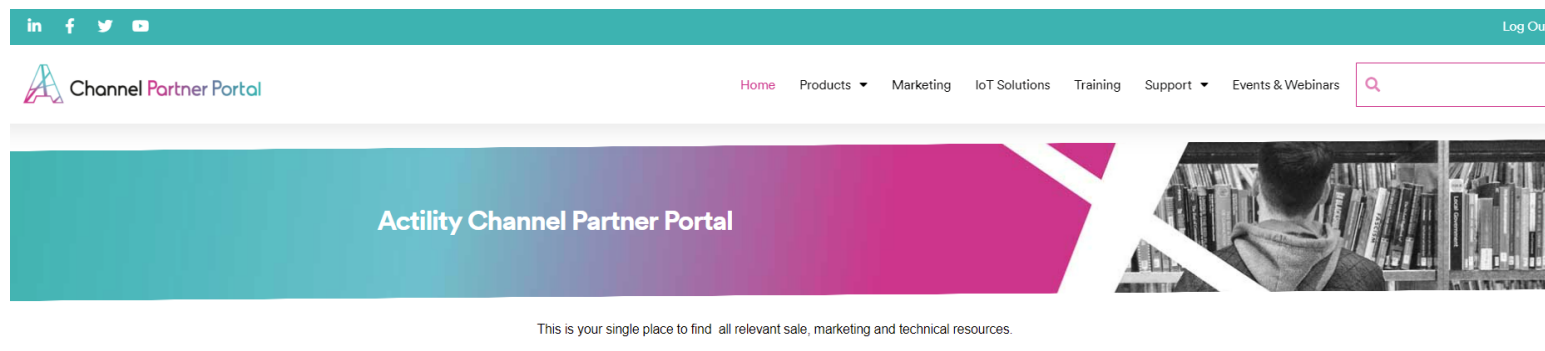
# ThingPark Enterprise Professional Services

Sitha Oum



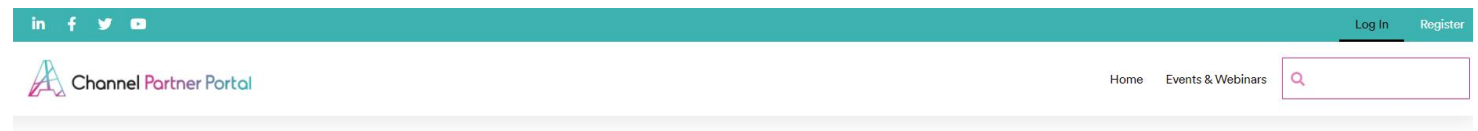
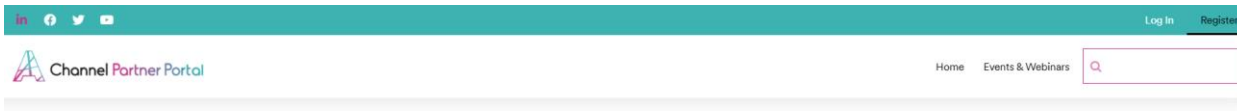
# Actility Channel Partner Portal

- <https://channel.actility.com/>
- One single portal exclusive to our channel partners to find or be redirected to:
  - Upcoming channel partner events
  - TPE and Abeeway online resources for registered partners
  - Marketing resources
  - Our IoT Solutions propositions
  - TPE Online training



# Channel Partner Portal Registration

- First register
- Our sales admin will verify you have a signed channel partner contract
- You will get an Azure account invitation from our IT you will use to log in

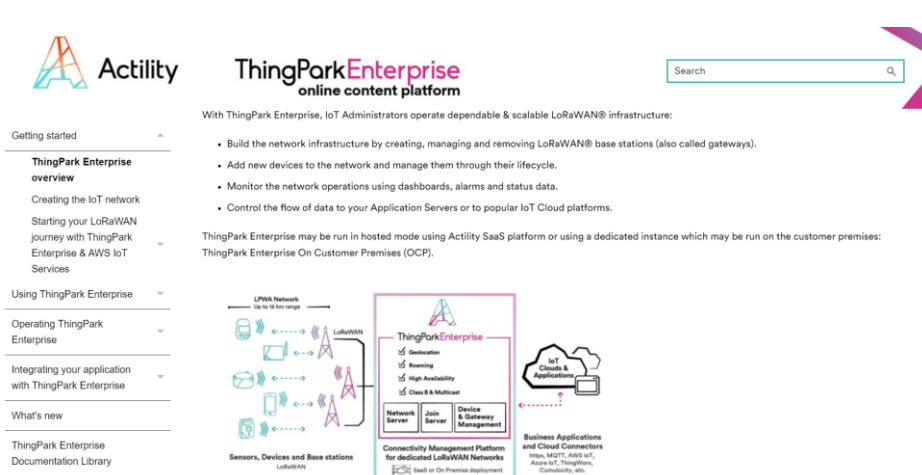


Login with Azure

Not registered yet ? Create your account [here](#).

# Actility online documentation

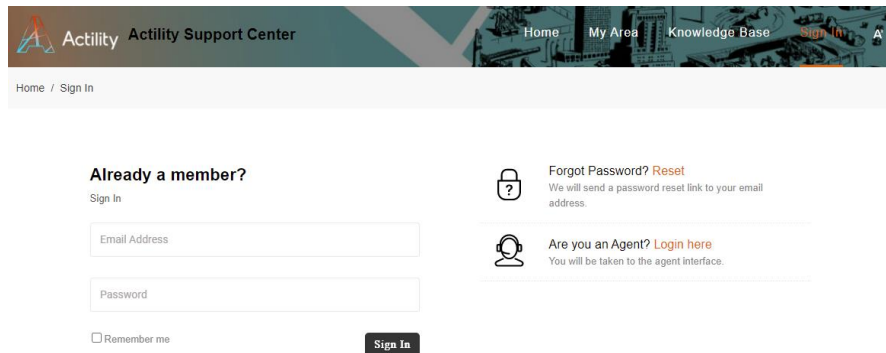
- <https://docs.thingpark.com/>
- Our documentation is online! (in case you did not know)
- You will find all answers to your questions on how to get started, how to use and operate:
  - ThingPark Enterprise, including exclusive resources for our channel partners
  - Abeeway devices and ThingPark Location



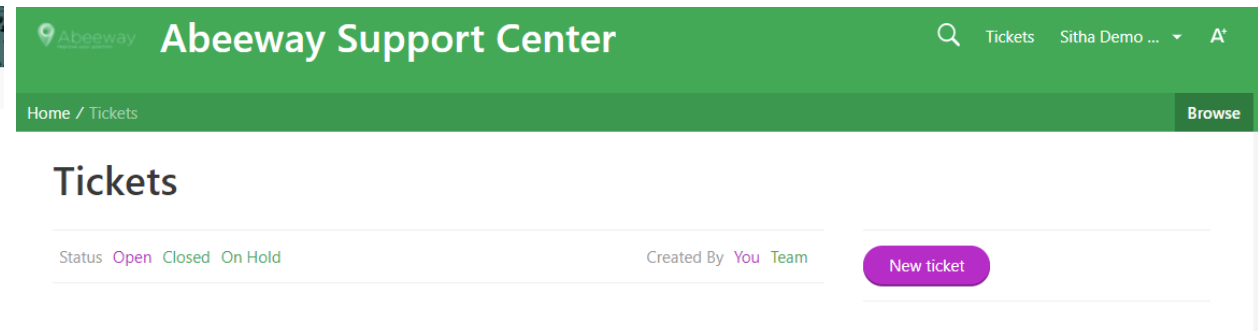


# Support Portals

- If the information you are looking for is not present on the online doc, if you are blocked on your integration, if your service is not running, then open a ticket on our support portals!
  - TPE related tickets  
<https://support.actility.com/>
  - Abeeway and ThingPark Location related tickets  
<https://support.abeway.com/>
- Send us an Email if you don't have an account yet, we'll create one for you



The screenshot shows the Actility Support Center login page. At the top, there is a navigation bar with links for Home, My Area, Knowledge Base, and Sign In. Below the navigation bar, there is a section for "Already a member?" with a "Sign In" link. There are two input fields for "Email Address" and "Password". Below the password field, there is a checkbox for "Remember me" and a "Sign In" button. To the right of the login fields, there are two links: "Forgot Password? Reset" and "Are you an Agent? Login here".



The screenshot shows the Abeeway Support Center Tickets page. At the top, there is a navigation bar with links for Home, Tickets, and a user profile dropdown. Below the navigation bar, there is a section for "Tickets" with a "Browse" button. There is a table with columns for "Status" (Open, Closed, On Hold) and "Created By" (You, Team). There is a "New ticket" button.

# Driving industrial adoption through Plug-And-Play IoT Solutions

Shmuel Solomon



# Driving industrial adoption through Plug-And-Play IoT Solutions



**Technology is now mature to power that digital twin revolution, but Industrial IoT adoption is slowed down by complexity.**

- Connecting devices from disparate hardware manufacturers can be very challenging. From sourcing sensors, decoding payloads to provisioning devices, and hosting the network, ensuring all these devices can work together as a turnkey solution can prove to be a time-consuming and daunting task.
- Leveraging digital twins to transform into business outcomes is time and resources demanding.



Adoption is tied to our ability to bring **qualified & operative IoT Solutions** to the market, that fully leverage digital twins to achieve **specific business goals**.



**Accelerate adoption** : Actility Solutions aims at strengthening our ecosystem engagement to help our customers benefit from a powerful technology and make it a real business asset.

**Drive growth** : ThingPark is a leading LPWAN enabler platform to unlock the full potential of IoT through end-to-end validation, orchestration and monetization services.

# What a solution is?

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1

**A combination of ...**

- Application
- Compatible connectivity options
- Devices

2

**...That solves specific pain points of a target vertical.**

- No generic dashboarding

3

**... with a specific go-to-market collateral.**

- Routes to markets & Business model
- Marketing & Sales

**ACTILITY SOLUTIONS = EASY BUTTON TO IOT**



# Activity has a plan for you to be successful !

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**We empower System Integrators, Enterprise customers, VARs and Solution providers** to proactively take benefit of ThingPark to value their products, solutions or service.

- We qualify for you
- We offer plug and play solutions with included device management, edge to cloud security, and supply chain management.

We build a portfolio of **ThingPark Qualified Solutions** that solves business challenges.

Ready to sell

- Focus on key markets
- Benefit from our know
- Deploy a complete IoT solutions using your brand or ours

Benefit from our leveraged **Actiliy's brand & market reach** to accelerate solutions go-to-market.

- Use ThingPark**Market** to ease end-customers and channel partners evangelization.



# Energy Optimization Solution

## Energy Management is an economic necessity

Monitor, control and optimize facilities energy spending's. Enable easy collection of energy data, performance analysis and production of automated reports.



### Value

the results of your energy efficiency action plans



### Smart reporting



### Demand monitoring & control



### Reduce Spending's



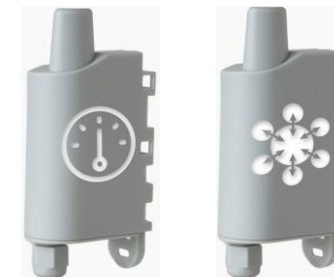
### Advanced analytics



### Optimize your assets and energy contracts

## What's included?

Adeunis Modbus Interface and Pulse Meter  
LoRaWAN Devices



Opinum Business Analytics application



ThingPark Connectivity and a LoRaWAN Gateway



# Predictive Maintenance Solution

## Secure integrity of critical building facilities

Empower property managers to sustain secured mobility inside buildings. Predict the remaining service life and diagnose any abnormalities that require early intervention before actual failures happen. Inefficient periodic and unplanned maintenance is now replaced with proactive condition-based maintenance.



**Detect**  
faults and potential savings



**Automated data recordings**



**Plug and Play**



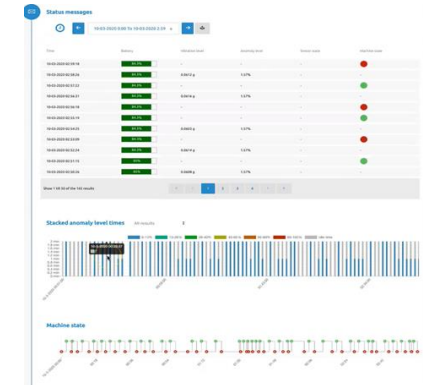
**Costs Savings**

## What's included?

NKE Bob assistant powerful artificial Intelligence IoT sensor, retrofitted with the industrial assets to constantly monitor their conditions.



WMW IoT Business Application



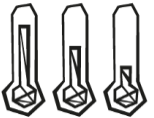
ThingPark Connectivity and a LoRaWAN Gateway



# Food Safety and Cold Chain Management Solution

## Ensures safe transport of temperature-sensitive goods and products

Monitoring, measuring, recording and alerting on real time food and inventory temperature readings. Act quickly to save precious inventory and protect your clients and consumers.



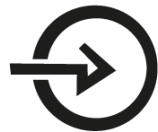
Inventory



Food Safety



Instant Alerts



Corrective  
Actions

temperature  
monitoring  
**Activity**

## What's included?

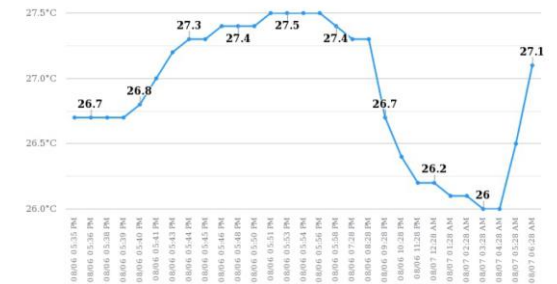
Laird Connectivity Integrated Temperature & Humidity Sensor and External Temperature Probe Sensor



Refrigerator Readings

### Temperature Trend

August 6, 2020 07:02 am - August 7, 2020 07:02 am



myDevices Business Application

ThingPark Connectivity and a LoRaWAN Gateway



# Workspace Management Solution

## All uses and journey within your workspace in a single solution

Smart technology that provides real-time visibility of occupancy and space utilization across large venues, retail, workspaces, and restrooms.



Passage  
proof



Staff  
Optimization



Monitor Space  
Area



Environmental  
monitoring

## What's included?

Elsys ERS Indoor Environment Sensor, Skippy Smilio A Real Time Monitoring of Staff Interventions Sensor, Parametric PCR2 Indoor People Counting Sensors

VerticalM2M IoT Business Application

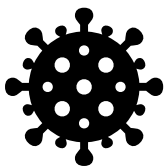
ThingPark Connectivity and a LoRaWAN Gateway



# Indoor Air Quality Monitoring Solution

## Increase well being and reduce the spread of COVID-19

A solution focused on creating a safer and healthier indoor environments, protecting pupils, students, workers and meeting air quality regulations levels through means of controlling and monitoring CO2 levels and people's presence.



Anti COVID-19



Safer Indoor Environment



Presence Detection



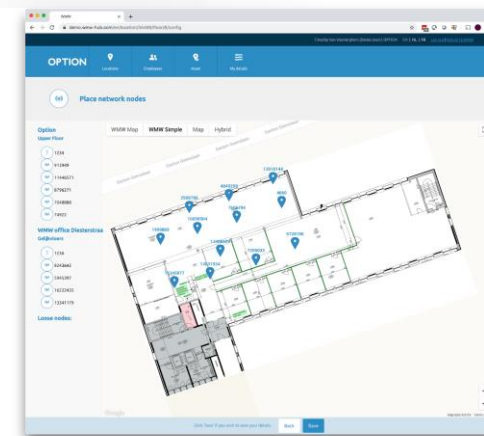
Environmental monitoring

## What's included?

Elsys ERS CO2 Indoor Environment Sensor,  
Parametric PCR2 Indoor People Counting Sensors



WMW IoT Business Application



ThingPark Connectivity and a LoRaWAN Gateway





# Low-Power Asset Tracking solution

A cost-effective way  
to pinpoint exact location of  
assets anytime, anywhere



Improve operational efficiency



Prevent theft and misplacement



Reduce labor time & costs



Improve asset turnover



Minimize over-stocking



Improve customer satisfaction

Actility

## What's included?



Actility  
Connecting with intelligence



Combining **Here Tracking** application with **Abeeway low-power trackers** and **ThingPark** powered public or private **LoRaWAN networks**, your benefit from a comprehensive solution to track your high-value assets.

# A Partner Success Story

Stefan Balduf, CEO Favendo







# “The Last Mile of the Production Process” Seamless Indoor & Outdoor Tracking

Stefan Balduf | CEO | July 1st 2021

**favendo**  
real time indoor location  
[www.favendo.com](http://www.favendo.com)

# This is Favendo

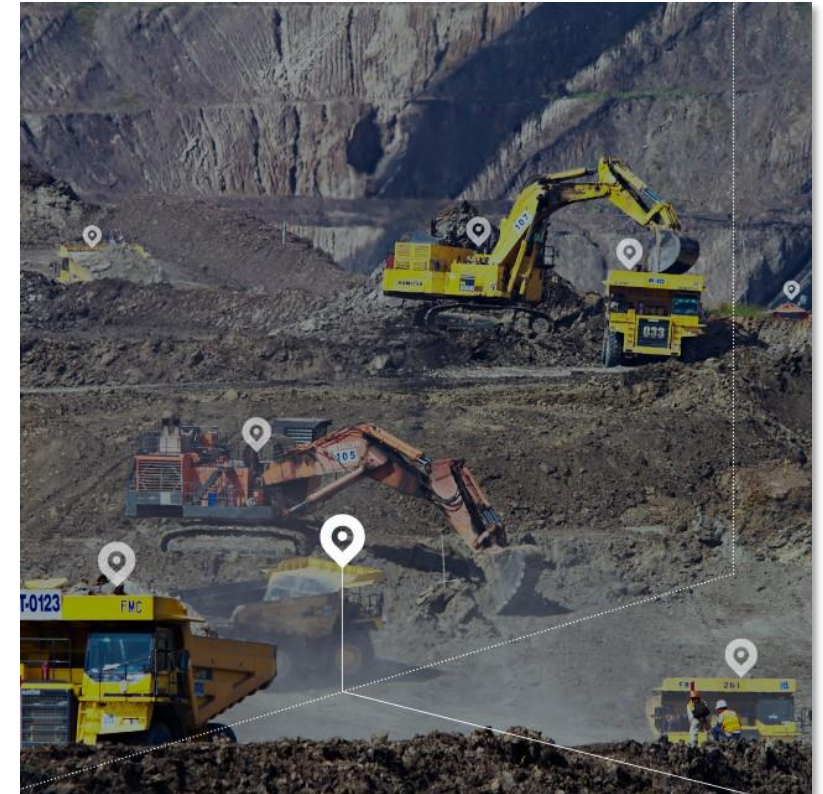
- Founded in 2014
- Based in Bamberg, Germany
- approx. 15 employees
- Favendo RTLS enable sensor-based tracking of assets and people, positioning/navigation and proximity marketing/alerting.
  - cloud based or on-premises
  - extremely data secure
  - for complex environments – both indoors & outdoors





# Why use Asset Tracking Solutions?

- Current use cases show that employees spend an annual average of almost **136.400 minutes of search time**.
- Asset Tracking solutions can remedy the situation for businesses out of nearly every industry:
  - Reduced search times
  - More effective processes
  - Search times can be put to productive use
  - Cost savings in the long-term





# Know your Pain Points

## Pains

- Lack of traceability of fixed assets
- Poor overview of the inventory
- Unknown usage
- Risk of theft
- Misplacement of goods
- Risk of damage

## Impacts

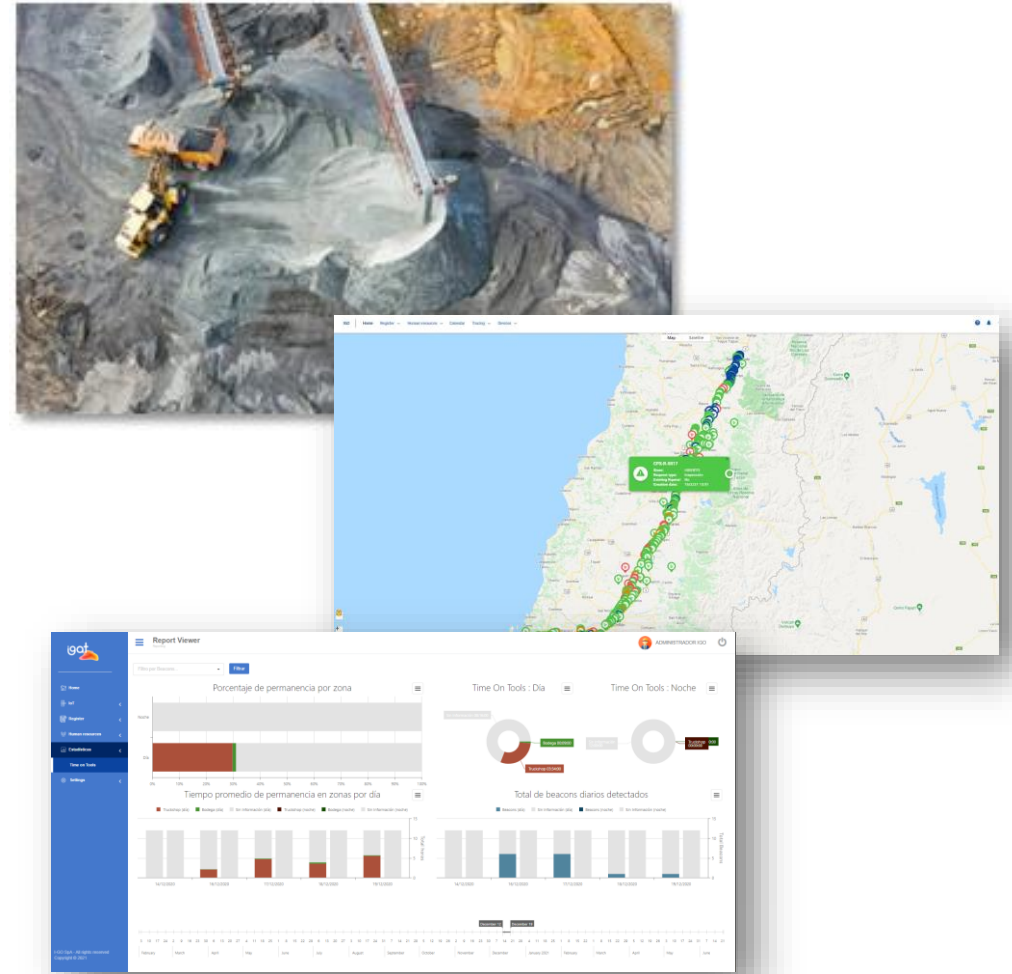
- Keeping too many unnecessary goods on hand
- Incorrect inventory & long inventory time
- Slowdown of operational processes
- Loss of valuable goods
- Time wasted searching
- Increased maintenance or repair costs

## Solution

Use of smart IoT solutions for indoor & outdoor Inpark Asset Tracking

# Use Case: „Last Mile of Production Process“

- Customer:
  - Private Mining Group in Chile
- Challenge:
  - Optimize the productivity and utilization of machines and employees in opencast/mining
  - Digitalize work orders & create visibility on the „last mile“ of the production process
  - Tracking in extremely challenging environment outdoors (open pit) and indoors (underground)
- Results:
  - digitization of the last mile led to a daily time saving of about one hour per technician
  - Productivity increased by **14 %** for a 7-hour shift
  - maintenance and repair costs fell by **18 %**

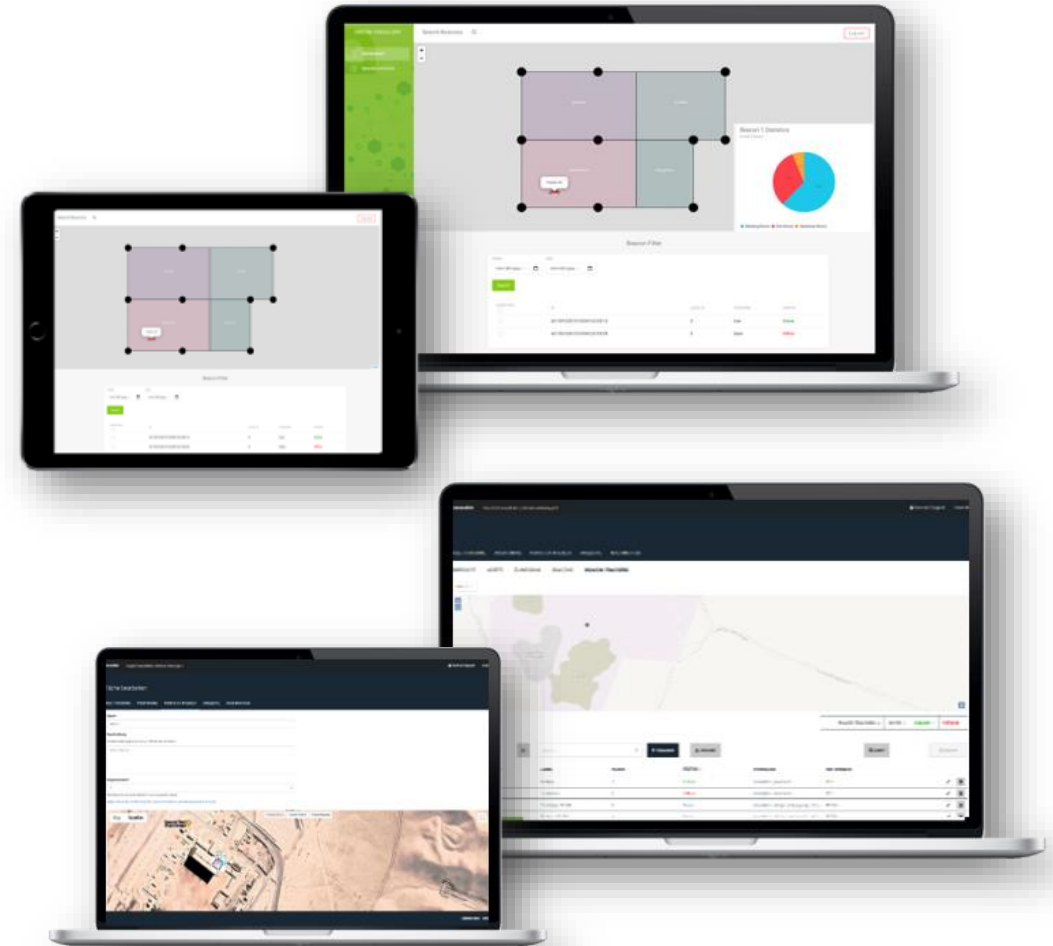


# Solution



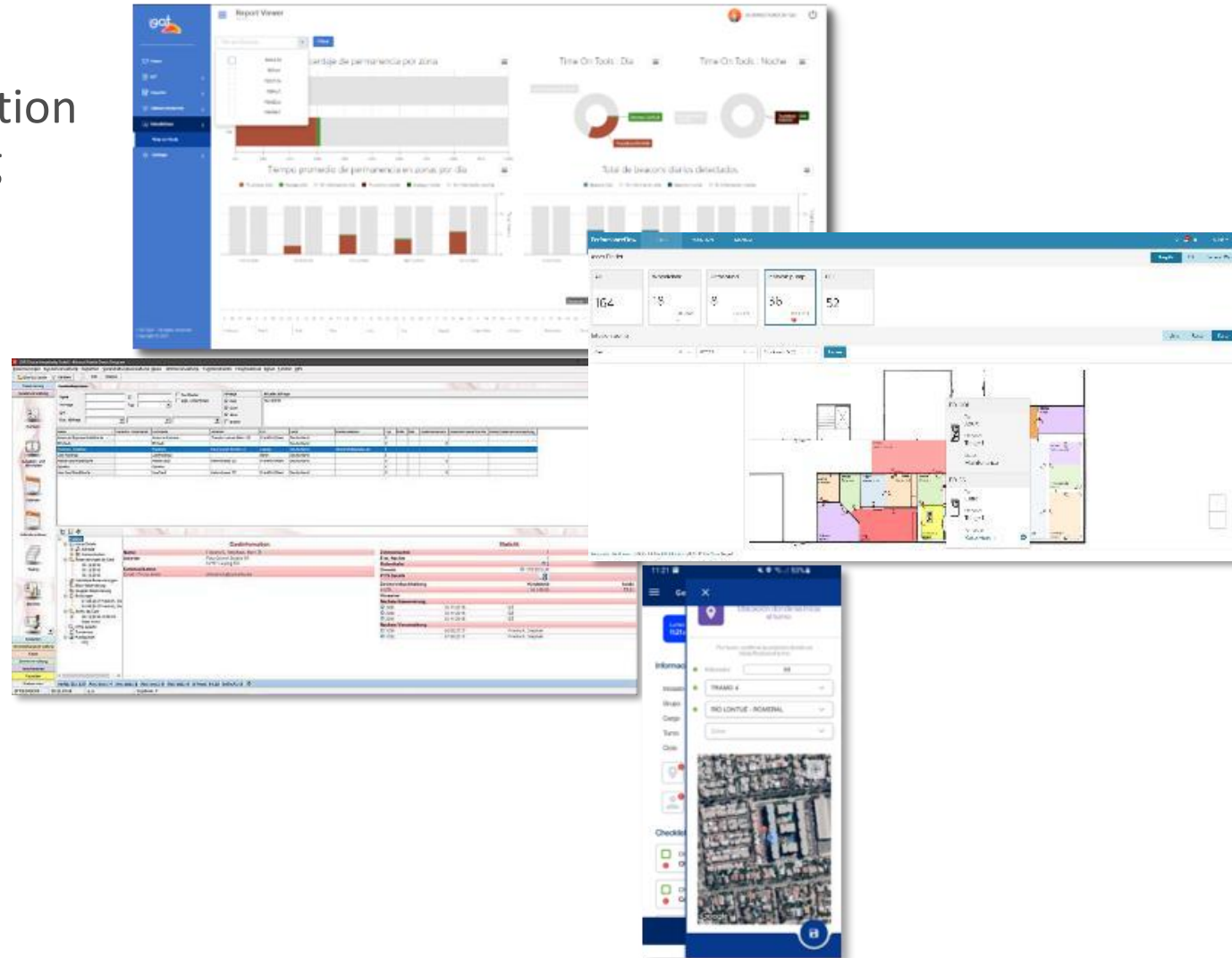
# 1st Possibility: Favendo Frontend

- Activity Location Solver tracks the position of asset tagged equipment, vehicles and workers in defined zones and passes this data to Favendo's API
- Favendo's Zircon API feeds the location information into Favendo's frontend
- Map data of customers premises can be integrated to monitor location and usage of assets



# 2nd Possibility: Integration via API

- Thanks to Favendo's Zircon API the location data can also be integrated into existing CRM/ERP Systems:
  - SAP IoT Services
  - SAP Global Track&Trace
  - SAP EWM
  - Philips PerformanceFlow
  - Oracle Fidelio
  - DeCurtis DXP
  - and any other application via Hadoop.

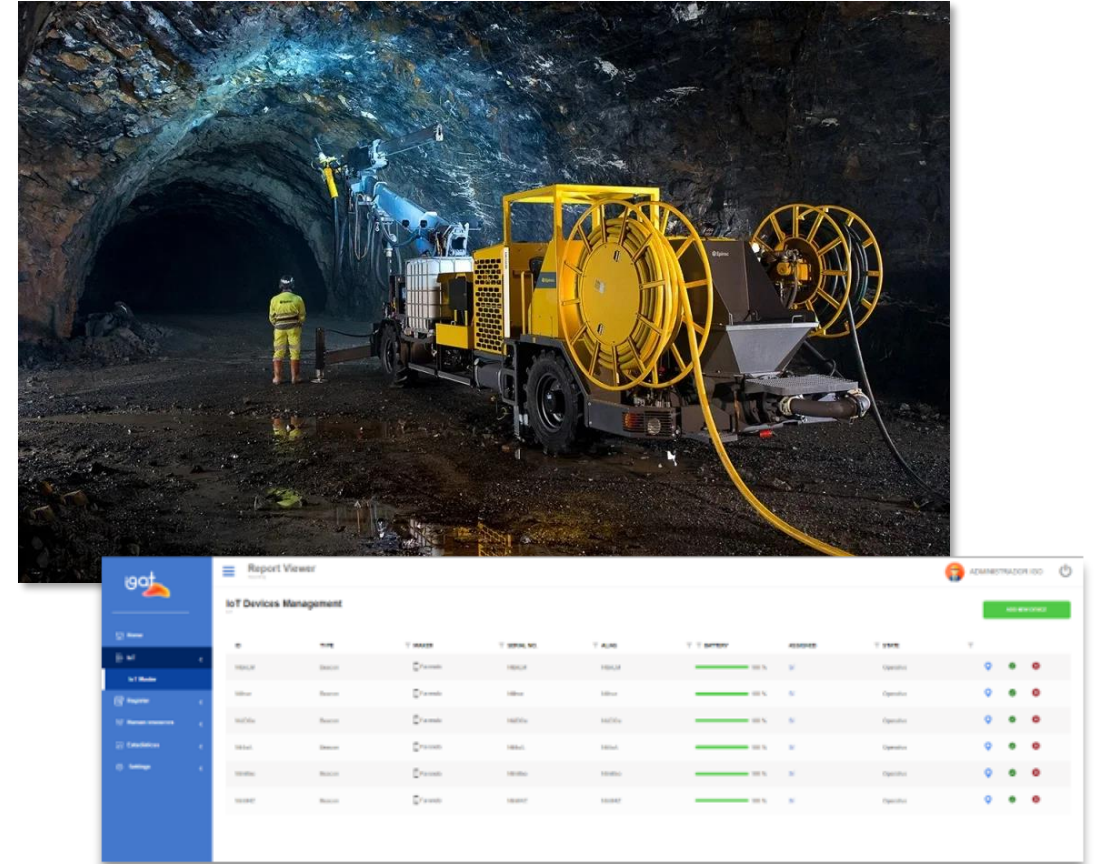




# Benefits

- Permanent overview of all available assets – both indoors and outdoors and underground
- Reduce search times and enhance effectivity
- Increase safety when tracking solo workers
- Save costs by avoiding ineffective search times and misinvestments
- Change time wasting into productivity
- Make processes transparent and build your business decisions on the tracking data

Read more on the use case here: <https://www.favendo.com/references>



# Thank You!

Continue the discussion and contact Actility technical and commercial experts at [channels@actility.com](mailto:channels@actility.com)

*Or directly at:*

[ramez.soss@actility.com](mailto:ramez.soss@actility.com)

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