Digital leaders are reinventing themselves and the value they provide with the Internet of Things (IoT) and Artificial Intelligence (AI) on Cloud. By harnessing the power of all available information...

The guide for **WINNING** with Watson IoT

Leaders are:

- Fostering deep customer relationships
- Driving operational excellence

These wins are achieved by using data to accelerate digital transformation...

**And that calls for strategic approaches to overcome key challenges**

### Challenge

- **Design**
  - Companies are ill-equipped for the complexities of software-centric connected products. Engineers and developers struggle to create products efficiently and at scale, that work securely – all the time, every time.

- **Differentiation**
  - Businesses risk losing key customers and being outnumbered by digital titans who bring consumer savvy monetization strategies to the world of connected things. Manufacturers struggle to map their path to new business models, products and services necessary to sustain their future.

- **Operational Excellence**
  - Due to old modes of human-machine interaction, operational professionals are unable to act on insights from all data, wasting up to 40% of maintenance budgets, crippling their ability to achieve operational excellence.

### Strategy

- **Infuse new intelligence into products and services that customers can depend on and partners can connect to.**
  - Educational computing to supercharge its automotive and industrial manufacturing operations, from supply chain to sales and support.

- **Take advantage of the opportunities presented by IoT.**
  - Applies cognitive computing to supercharge its automotive and industrial manufacturing operations, from supply chain to sales and support.

- **Drive operational excellence by optimizing assets and processes across the supply chain to accelerate transformation, cut cost, and improve transparency and trust.**
  - Applies cognitive computing to supercharge its automotive and industrial manufacturing operations, from supply chain to sales and support.

### Capabilities required to lead

- **Requirements management and model-based system engineering**
  - Improves integration and development processes across millions of lines of code, setting higher safety and quality standards internally and for the industry.

- **Configuration management**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **IoT platform for delivering differentiated services and creating new revenue streams**
  - Equips smarter buildings with cognitive elevators and escalators to better cater to user needs.

- **Digital twins with complete views of complex systems and interactions over time to accelerate innovation**
  - Improves maintenance efficiency with artificial intelligence.

- **Blockchain-enabled supply chain and asset management**
  - Cuts cost to maintain London’s rail cars by nearly 50%, while tripling time between failures, improving safety ratings 7x over the last 5 years, and maintaining compliance standards 99.9% of time.

- **Blockchain-enabled certification to increase operational confidence**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **Enterprise asset management to improve visibility, planning, and control**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **Worker wearables and safety measures to reduce risk, lower cost and save lives**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **Visual analytics to identify production flaws**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **Prescriptive maintenance to avoid equipment failures**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **Analytics where needed, edge and cloud**
  - Enables teams worldwide to collaborate in real time, improving efficiency, time-to-market and quality of in-vehicle software.

- **Due to old modes of human-machine interaction, operational professionals are unable to act on insights from all data, wasting up to 40% of maintenance budgets, crippling their ability to achieve operational excellence.**

**The winners**

**IBM**

- **Improves integration and development processes across millions of lines of code, setting higher safety and quality standards internally and for the industry.**

**Bosch**

- **Improves maintenance efficiency with artificial intelligence.**

**Schaeffler**

- **Applies cognitive computing to supercharge its automotive and industrial manufacturing operations, from supply chain to sales and support.**

**Woodside**

- **Cuts cost to maintain London’s rail cars by nearly 50%, while tripling time between failures, improving safety ratings 7x over the last 5 years, and meeting compliance standards for maintenance 99.9% of time.**

**Leaders set themselves apart with Watson IoT**

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