

youmoni

Bringing things online

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2021-02-23

<https://youmoni.com>

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01 Internet Of Things

Internet scale

Business abilities

02 About Youmoni

Platform and services

Hardware

IoT Fast Track

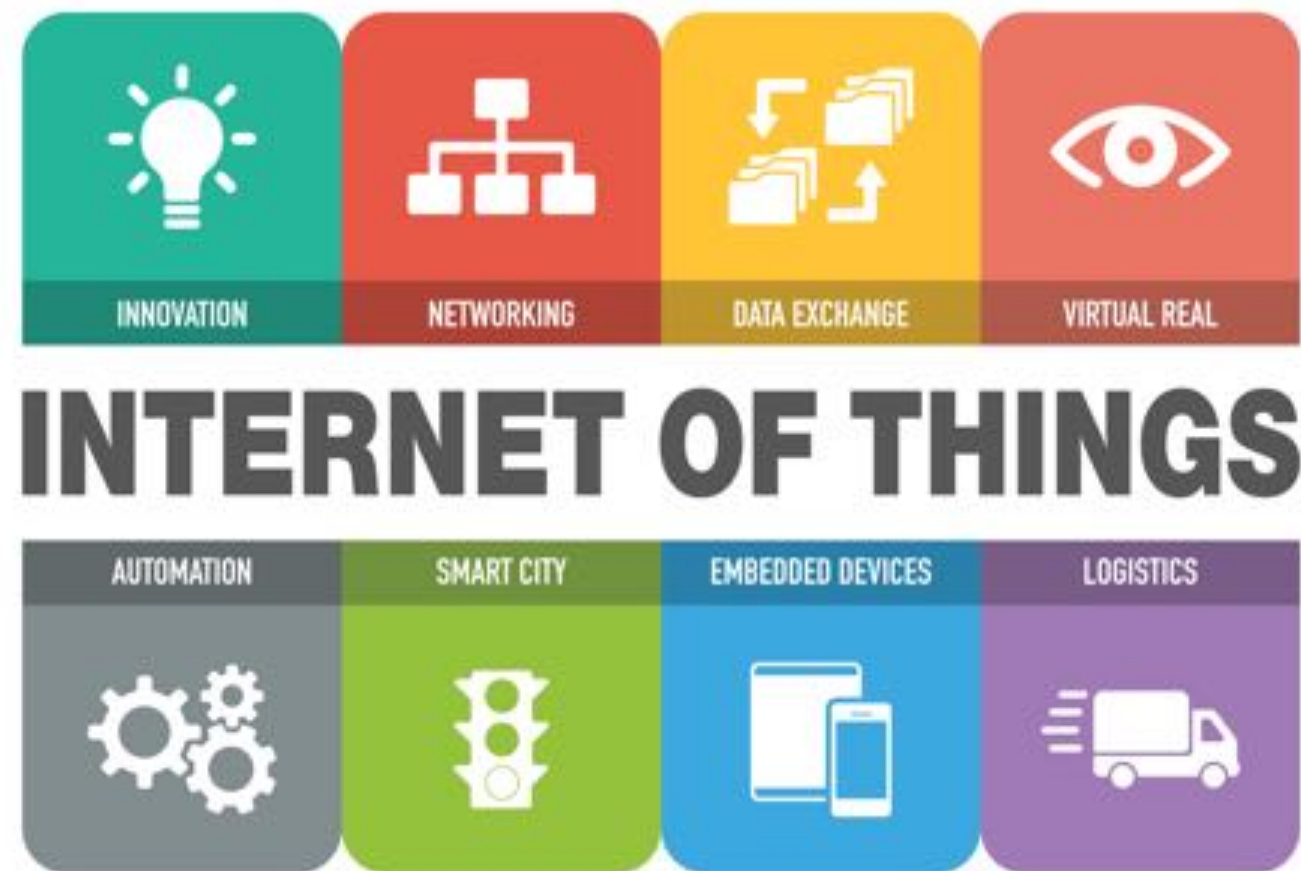
Business Model

03 Customer examples

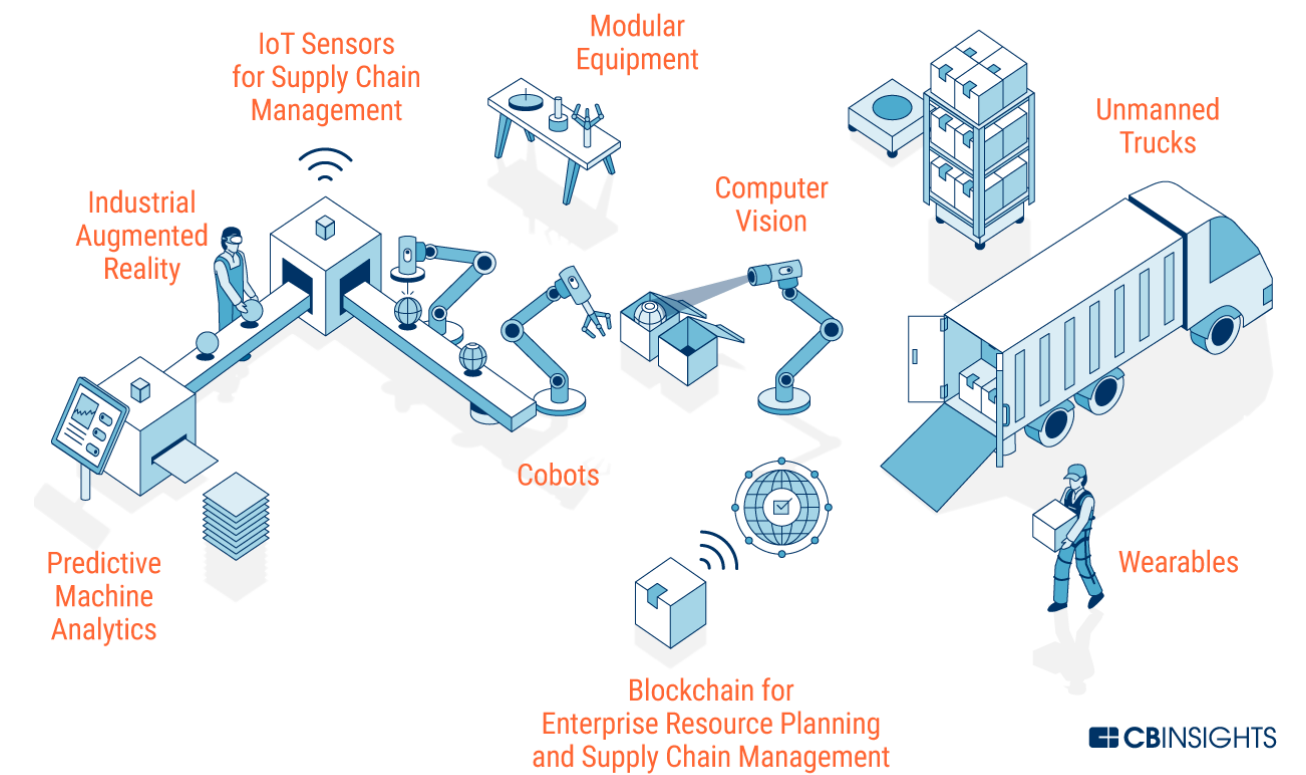
Hands on project photos etc.

Discussion





FACTORY OF THE FUTURE



IoT - Whats new



Internet Scale

Libraries with quality assured information



Web

Information everywhere without quality assurance



IoT



High quality electronics – low volume - zero errors
Minimize redundant information – focus on specific task



Cheap good enough sensors – massive volume
Store everything – big data – analyse when needed

Start to gather data



... it's all about **DATA**



IoT enables massive data collection from the physical space

Understand the data from your products, production and supply chain

IoT enabled business abilities



Online product



Understand
your
product

Sustainable
footprint

Connected
product

Production online



IoT Platform
Massive data volume
User interfaces and apps
Analytics, AI

Remote
Monitoring
Control

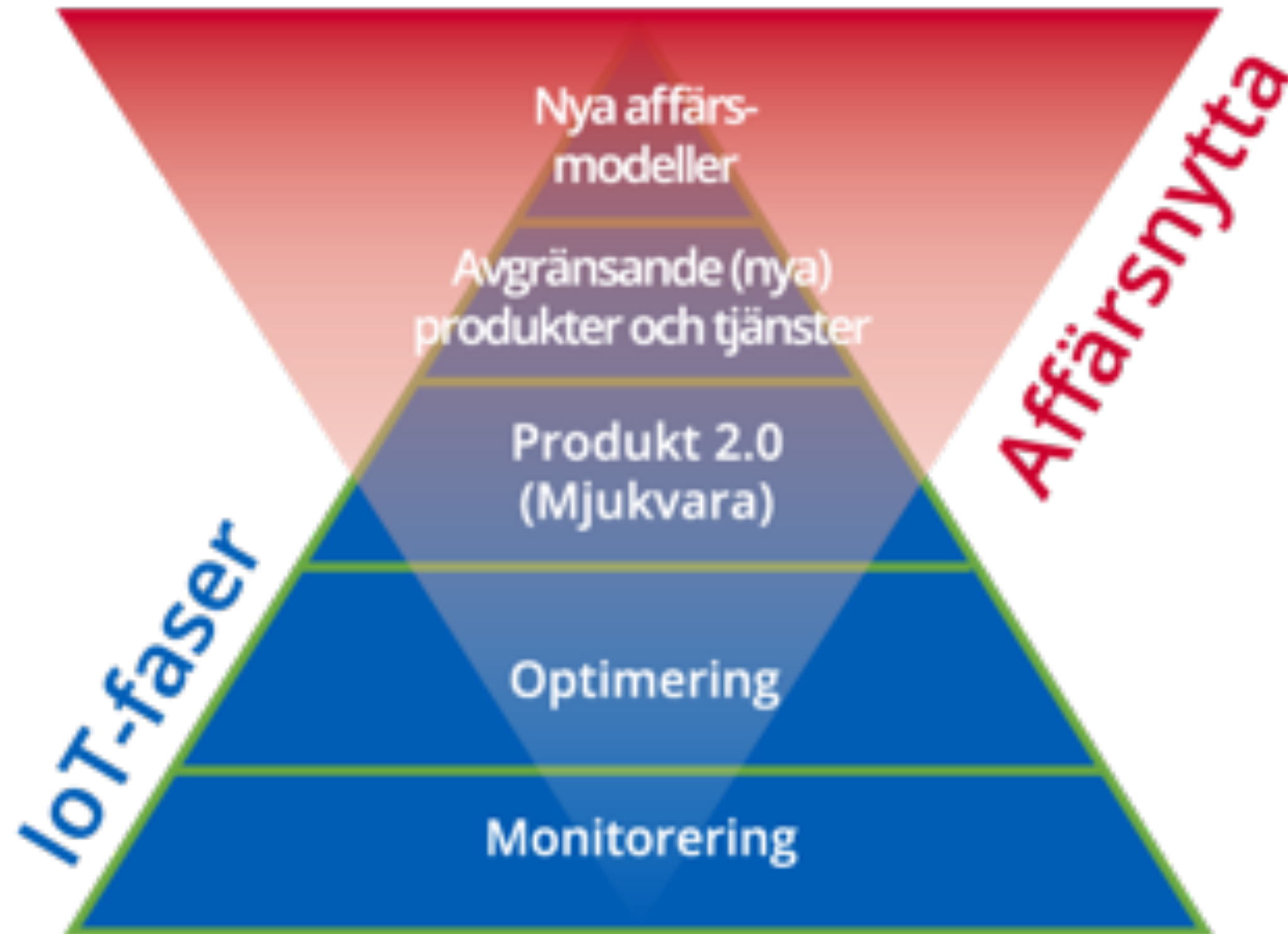
Understand
processes

Predictive
maintenance

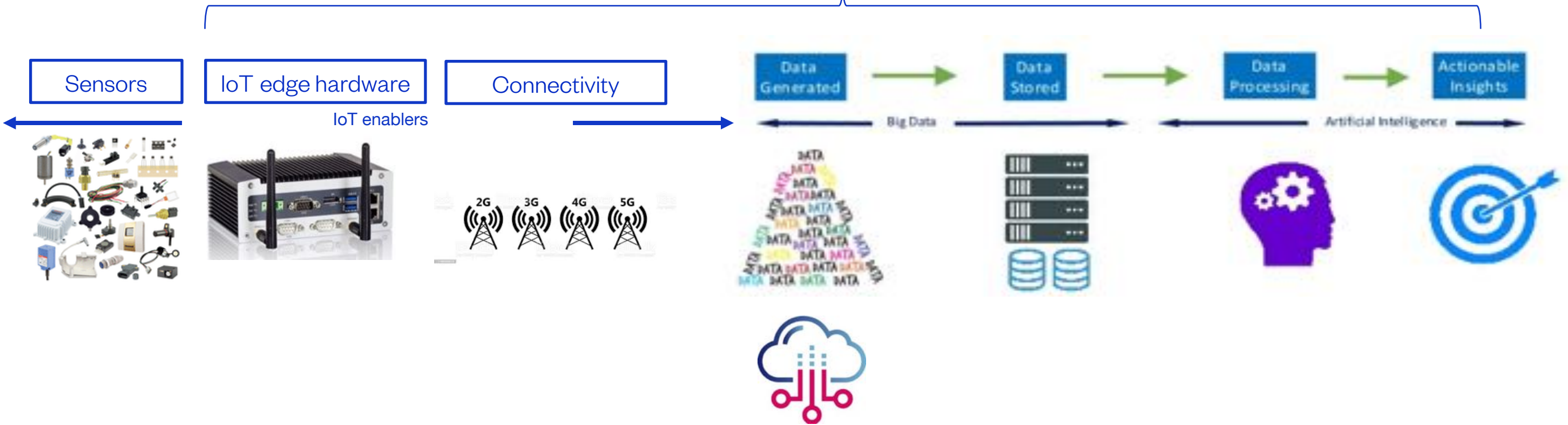
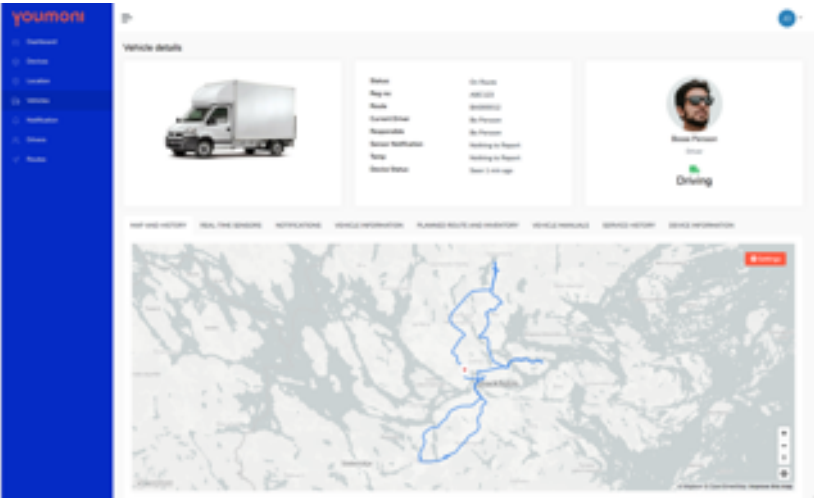
Business
transformation

Service model

Värdehierarki för IoT



IoT data flow





We bring things online

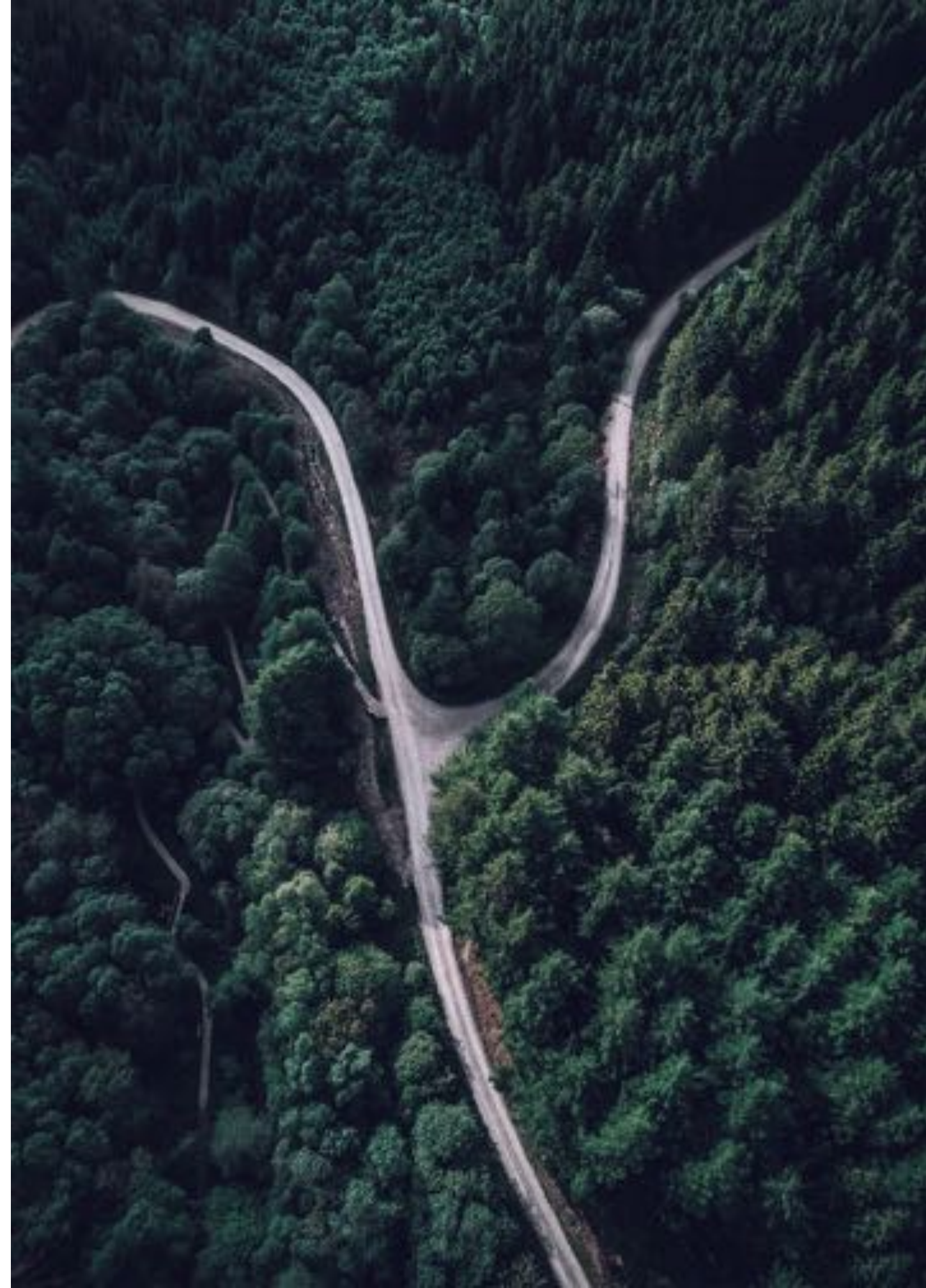
Delivers IoT end to end

Team with cross domain competences

B2C feeling of interactions

Business model

- IoT as a Service – pay as you go
- Ready to use packages with cloud and hardware
- Expert consultants
- Service organization





Bringing things online

From sensors to business insights

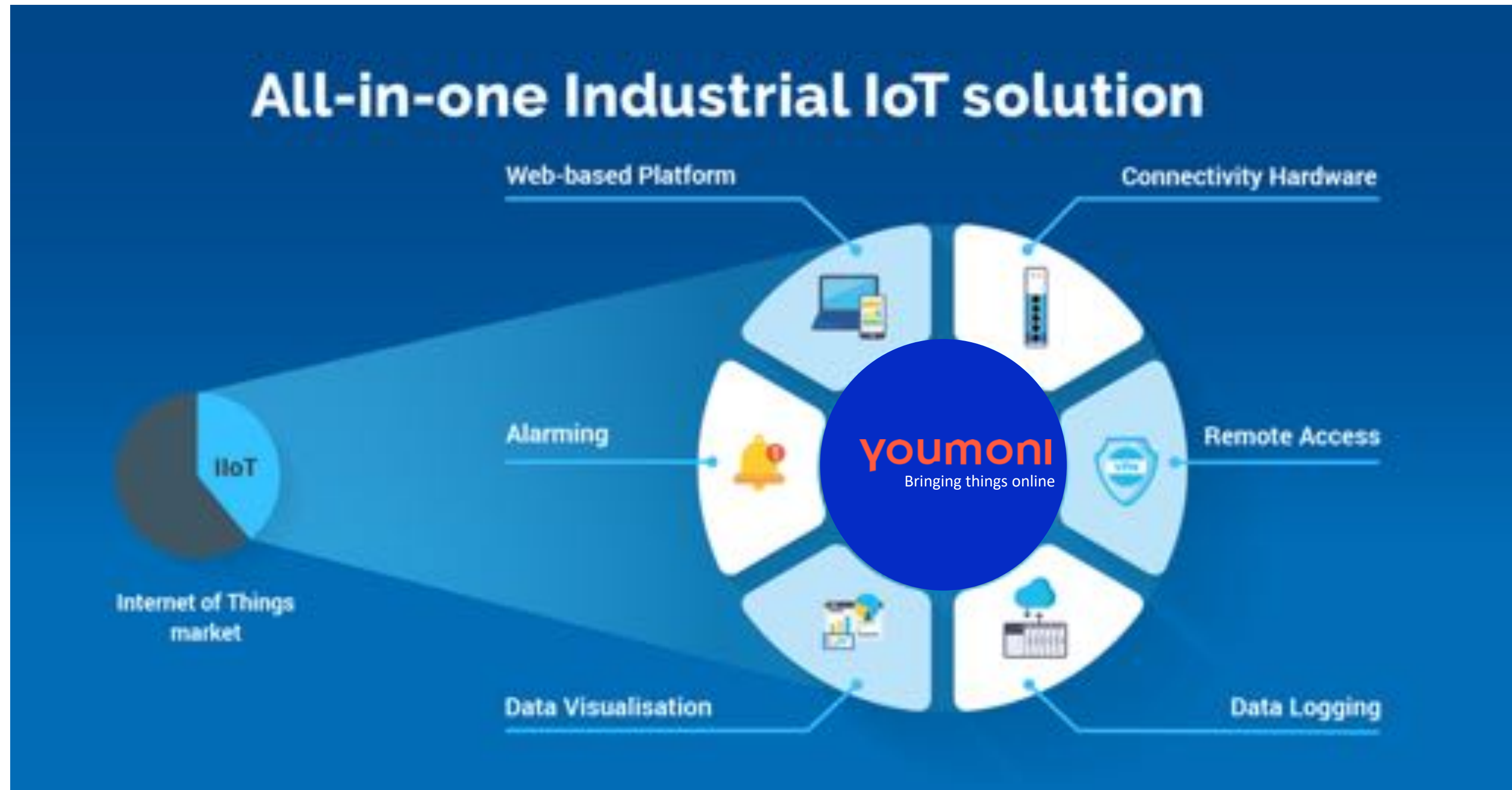
Automated Retail

Logistics

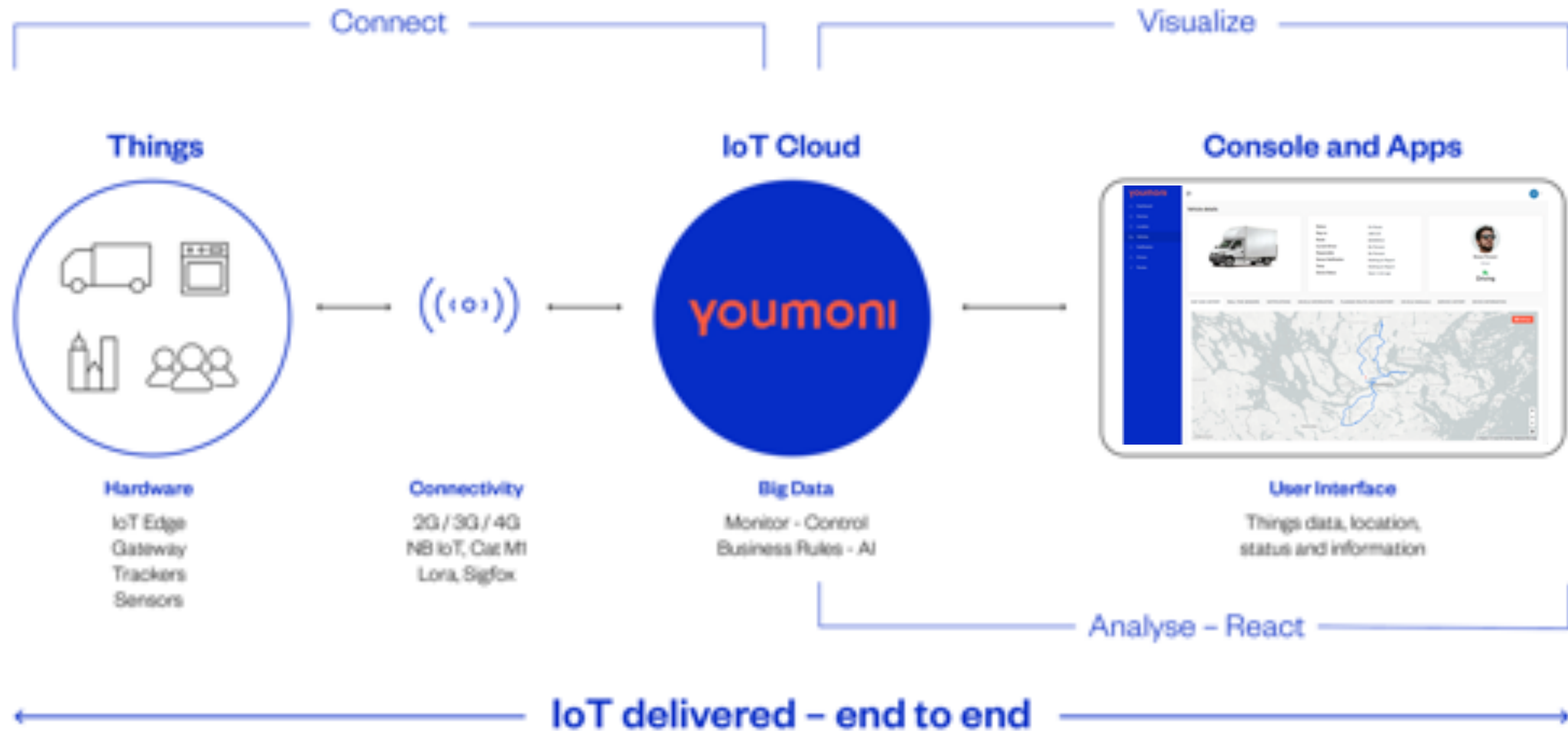
Property and Smart City

Industry





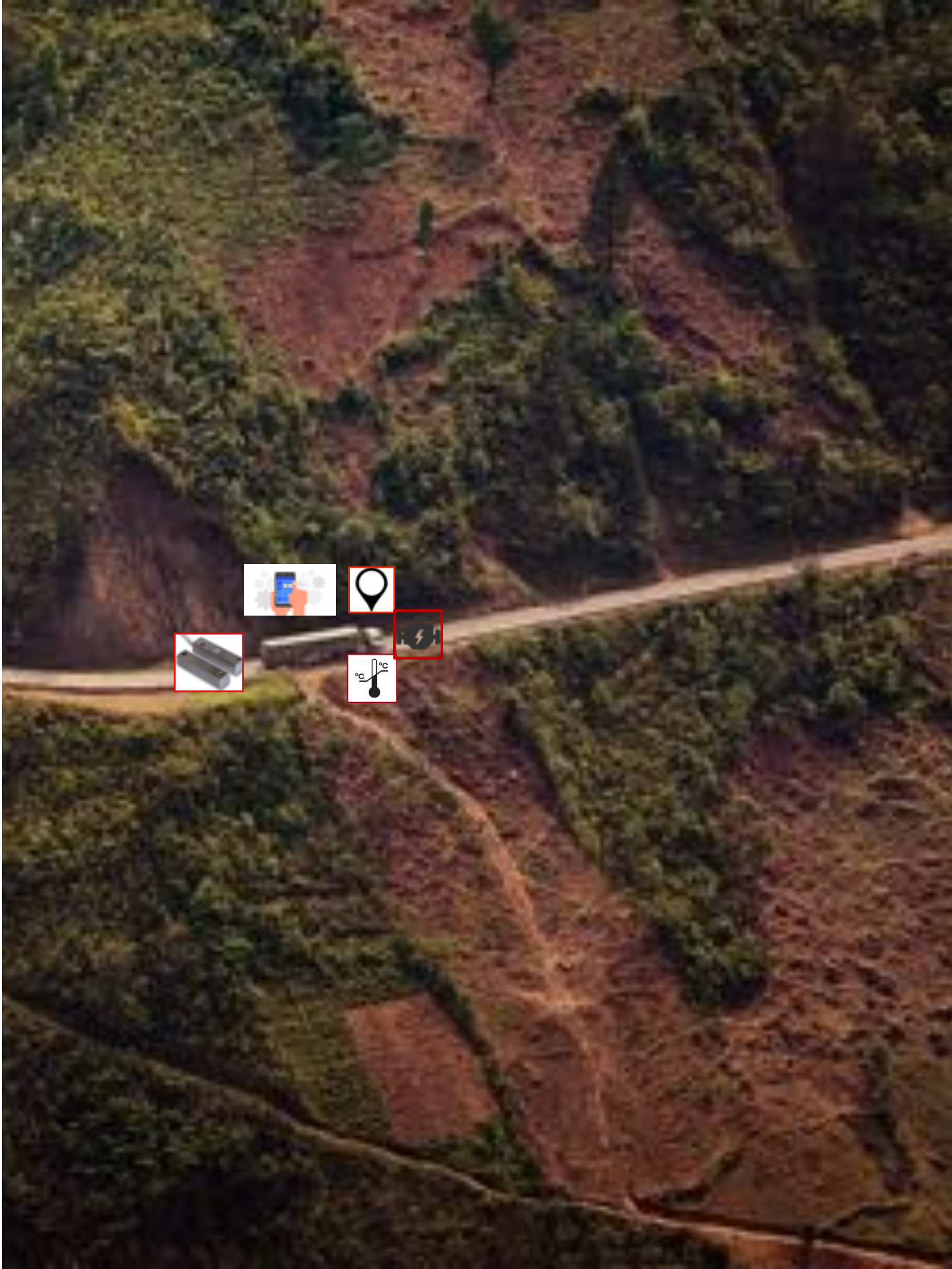
Youmoni bring things online – IoT delivered



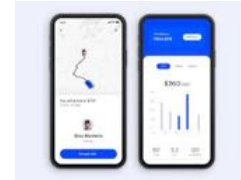


IoT application examples

- Logistics cold chain monitoring
- Industry: Remote monitoring and service application

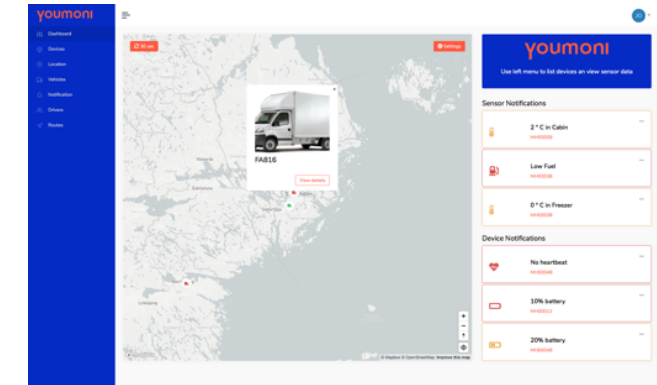


Youmoni apps



Chaufförer
Servicepersonal

Youmoni dashboards



Trafikledning

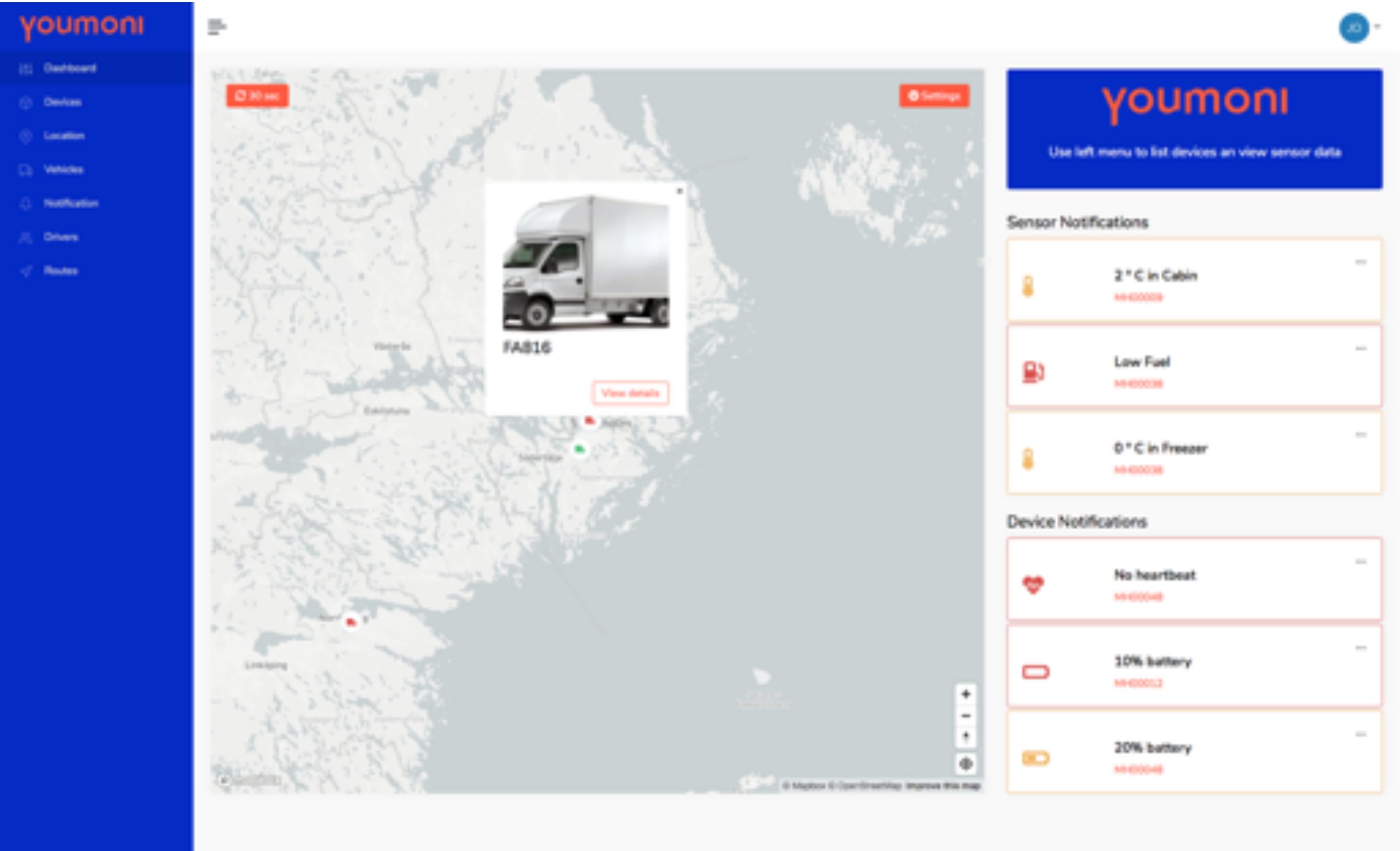
- Översikt rutter
- Förarstatus och beteende
- Fordonsstatus
- Servicerapporter
- Temperaturer
- Larm



Integrerad IT plattform

- Rutter - körorder
- Fordonsregister
- Förarregister
- Underhållsdata

Example: Ready to use logistics application



Example: Ready to use logistics application

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Dashboard

Devices

Location


Vehicles

Notification


Drivers

Routes


Vehicle details



Status	On Route
Reg no	ABC123
Route	BA000012
Current Driver	Boose Persson
Responsible	Bo Persson
Sensor Notification	Nothing to Report
Temp	Nothing to Report
Device Status	Seen 1 min ago



Boose Persson
Driver

Driving

MAP AND HISTORY

REAL-TIME SENSORS

NOTIFICATIONS


VEHICLE INFORMATION

PLANNED ROUTE AND INVENTORY

VEHICLE MANUALS

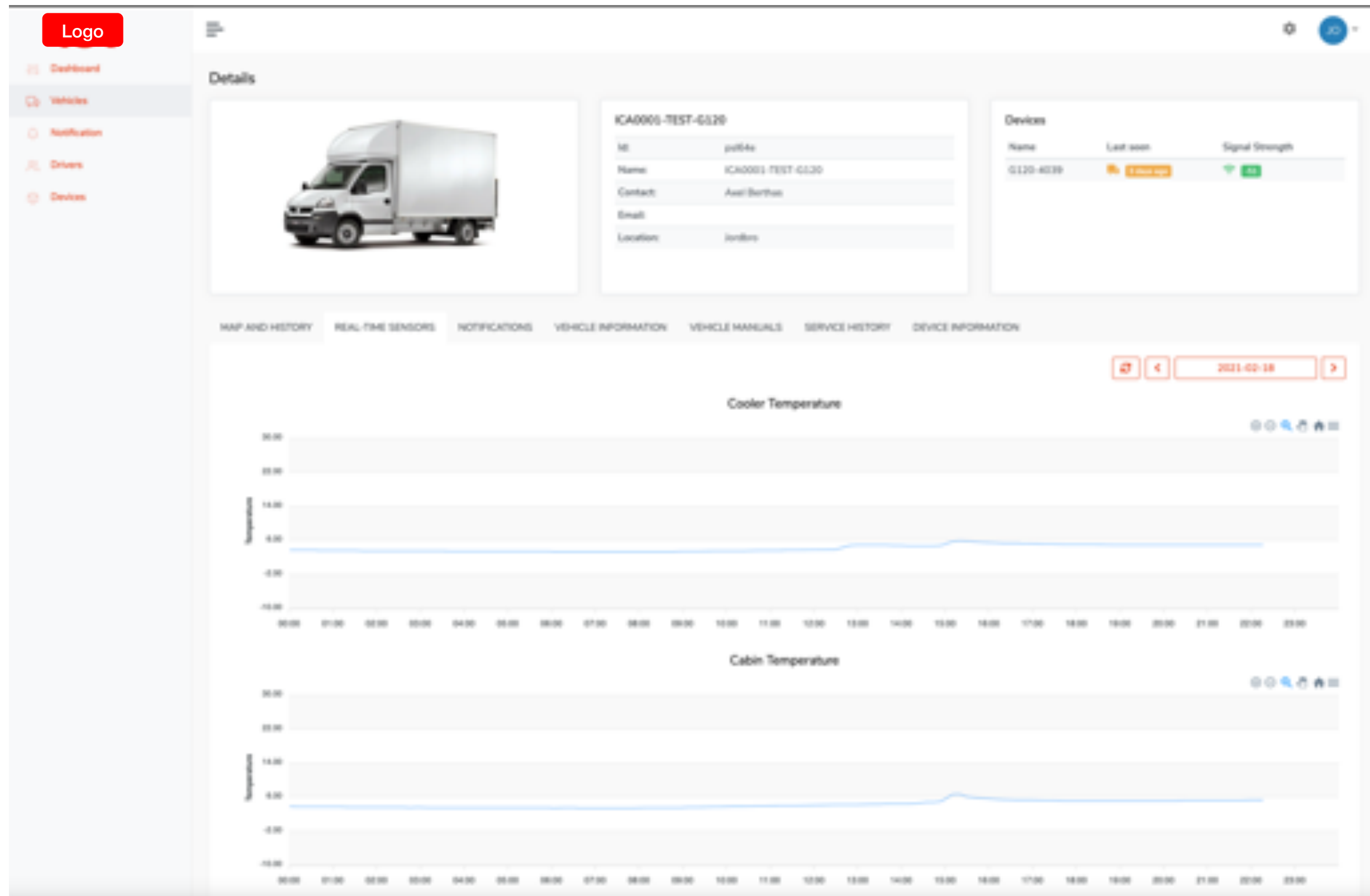
SERVICE HISTORY

DEVICE INFORMATION



Settings

Easy to customize user experience



Easy to customize user experience

Logo

Dashboard


Vehicles

Notification

Drivers

Devices

Details



ICA0001-TEST-G120

Id

g054e

Name

ICA0001-TEST-G120

Contact

Axel Berthas

Email

Location

Jordbro

Devices

Name	Last seen	Signal Strength
G120-4039	<div><div></div>1 hour ago</div>	<div><div></div>11</div>

MAP AND HISTORY

REAL-TIME SENSORS

NOTIFICATIONS

VEHICLE INFORMATION

VEHICLE MANUALS

SERVICE HISTORY

DEVICE INFORMATION

Show Routes

Show Stops

2021-02-19

00:00

24:00

2021-02-19 23:59:59

Cooler Temperature

5.80

Cabin Temperature

5.80

Positional Ground Speed


73.00

System Temperature

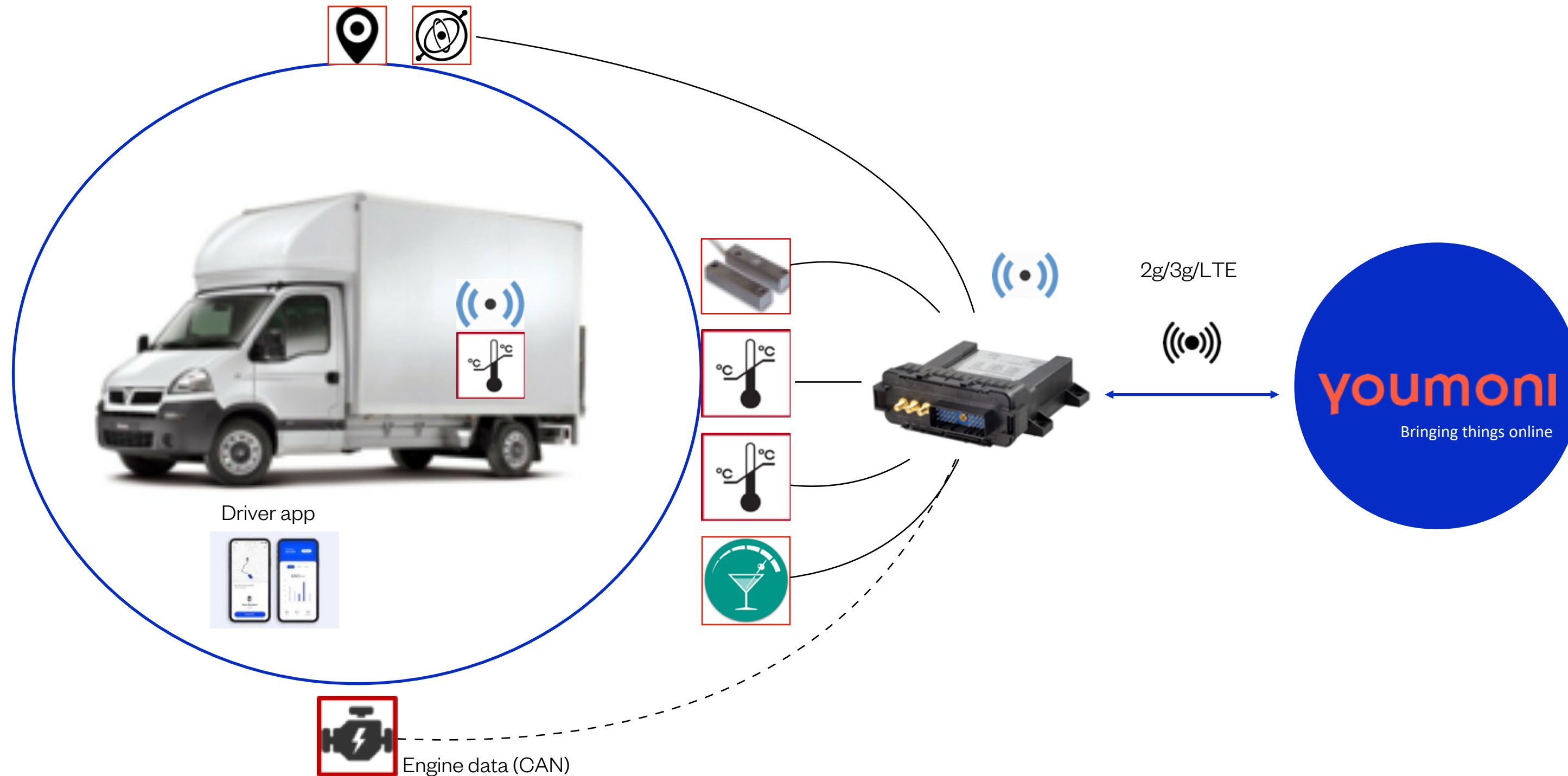
14.60

Vehicle System Voltage

0.00



Typical IoT edge installation: In vehicle solution



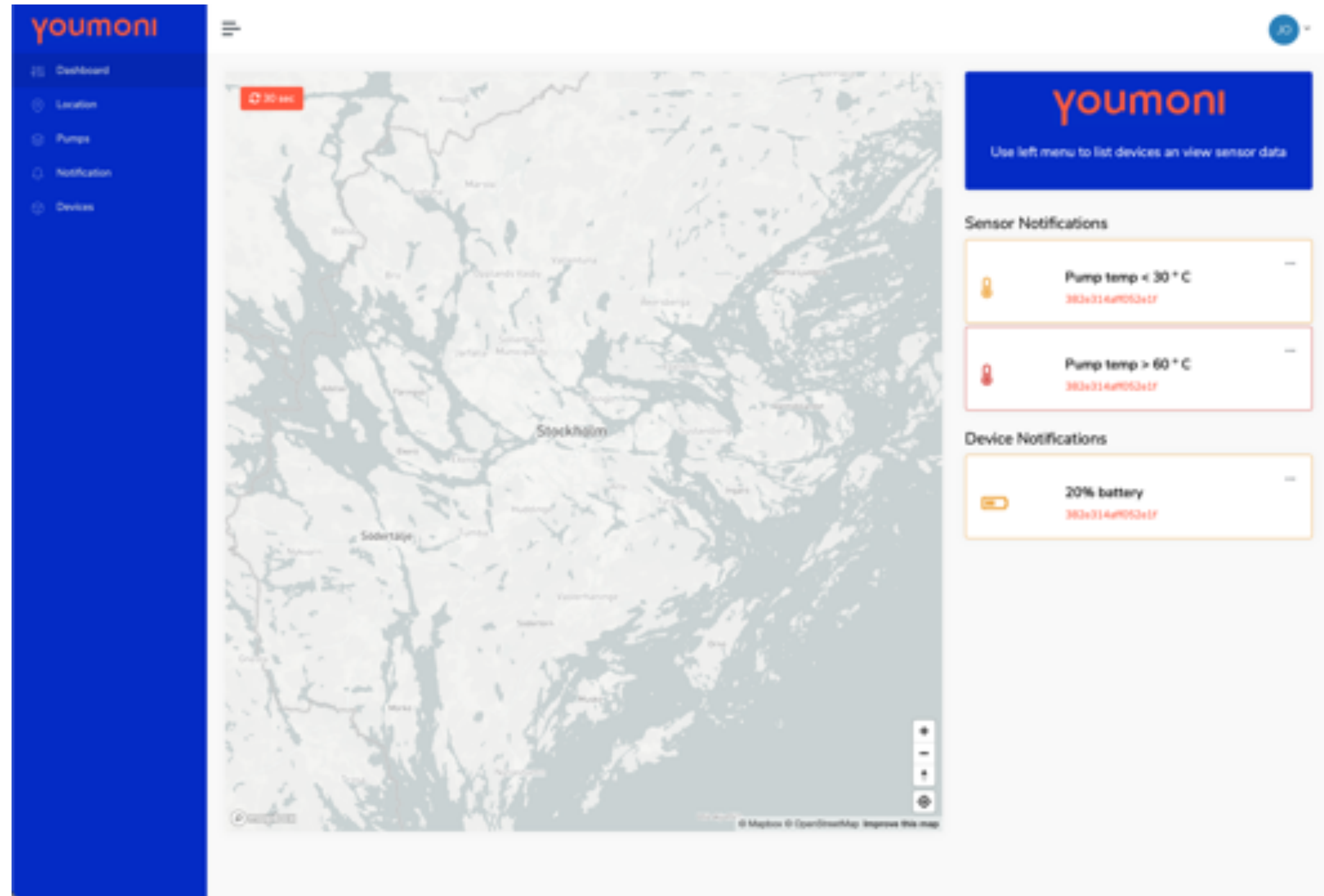
Industry: remote monitoring and proactive service application



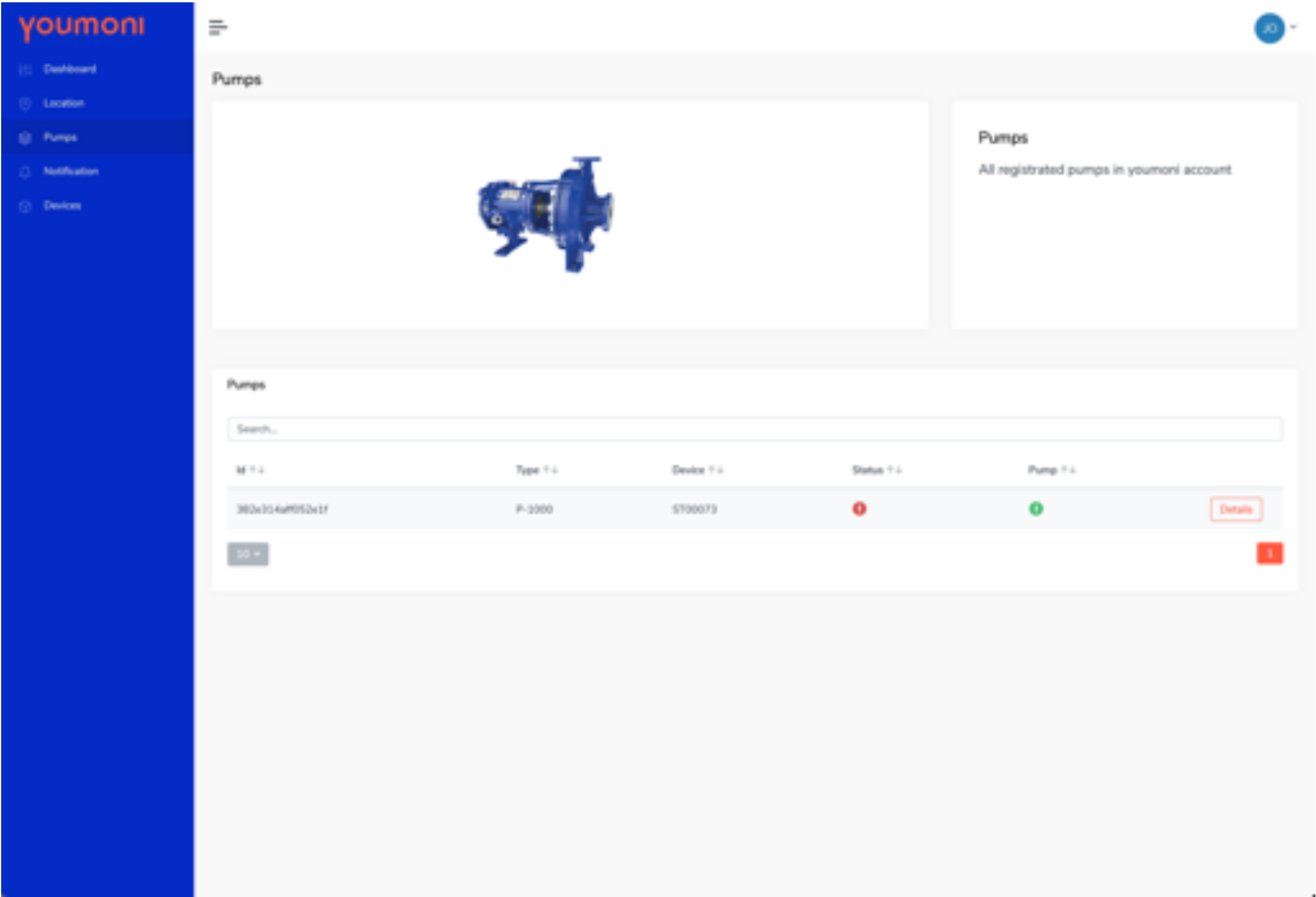
Remote monitoring and proactive service example application.

Sensors measure important indicators that indicates that service is needed.

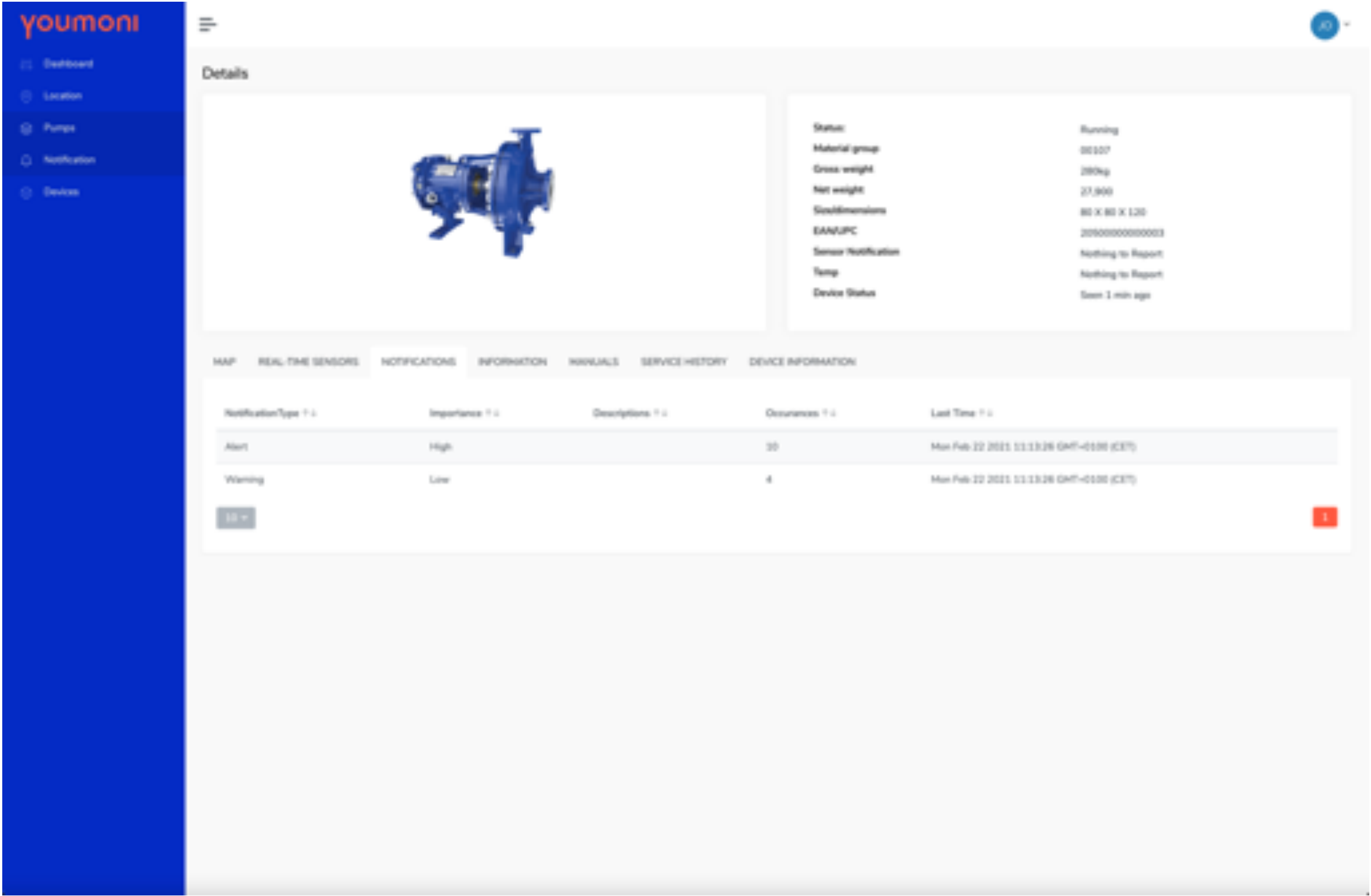
Sensor notifications triggers service orders in SAP with location and sensor information for service personnel



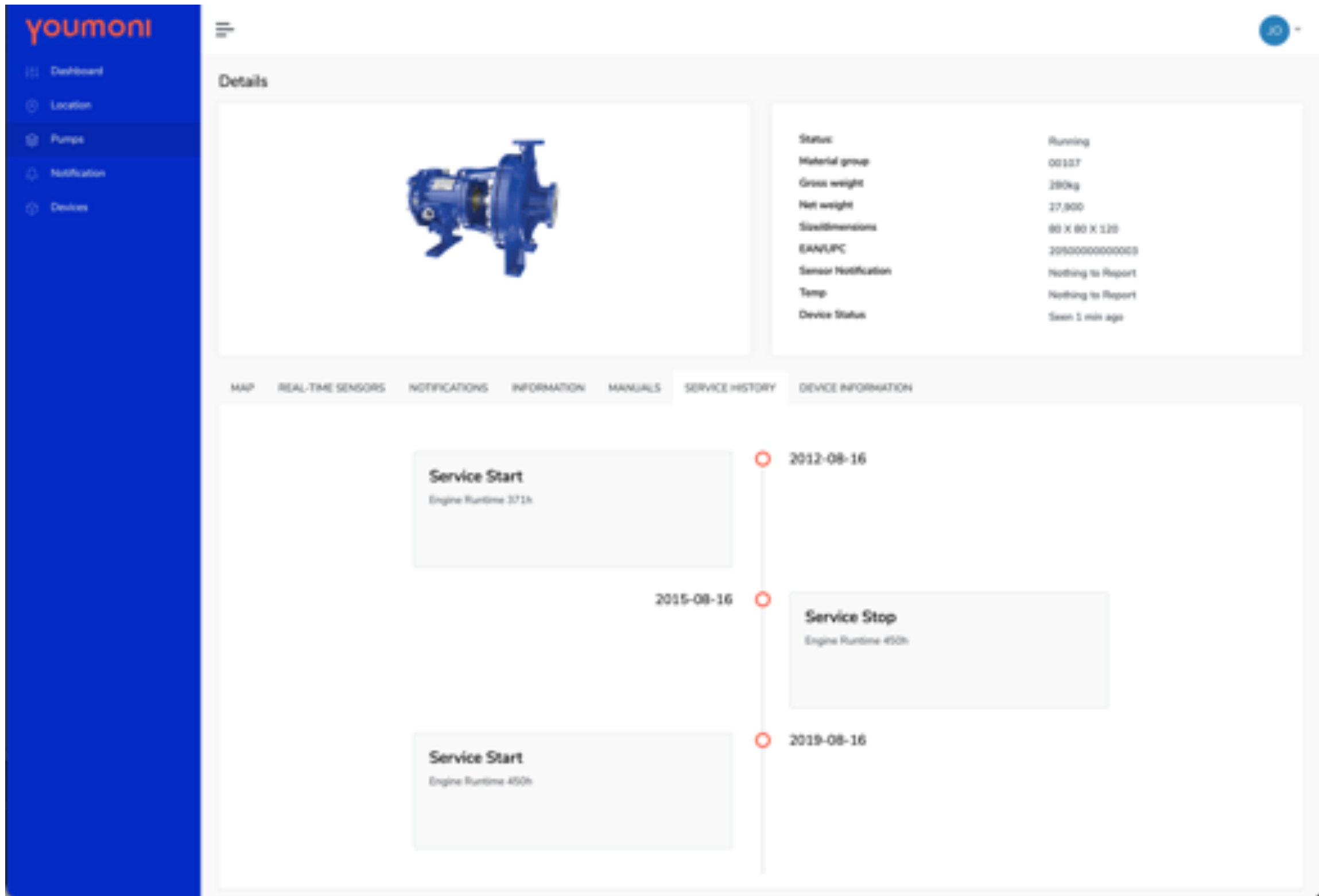
Industry: remote monitoring and proactive service application



Industry: remote monitoring and proactive service application



Industry: remote monitoring and proactive service application



Hardware and connectivity

Youmoni deliver a range of integrated hardware

Connectivity 2g/4g/5g, NB-IoT, LoRa, Sigfox, WIFI

A range of sensor hubs for analog and digital data

Integrated wired and wireless sensors (50+)



Industry and remote monitoring



Vehicle trackers and edge computers



Asset, vehicle and people trackers

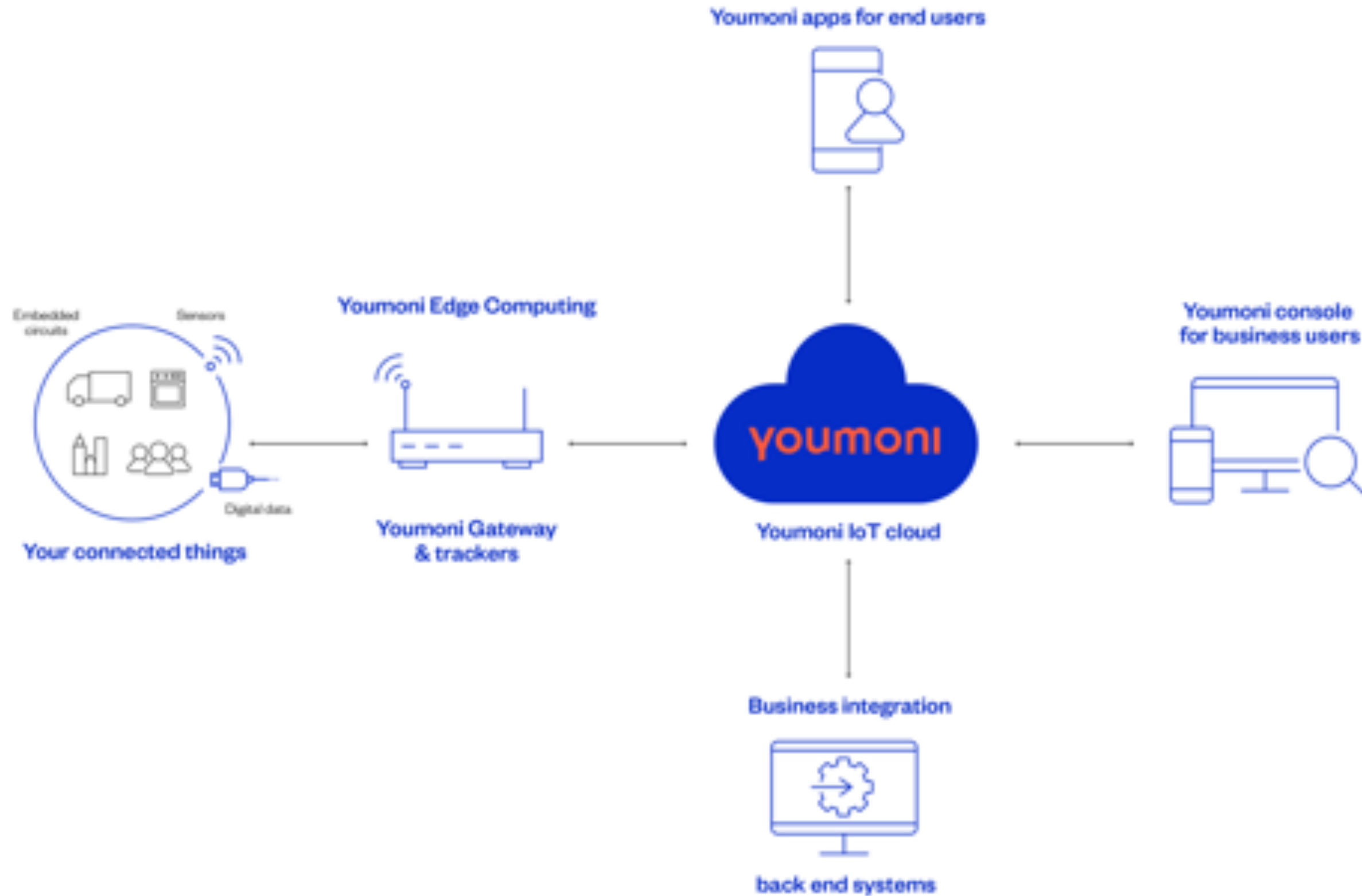


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Test drive IoT

Weeks or months – not years

Product overview



We bring things online

Connect & collect data

Monitor & control

Visualize

Alert and notify

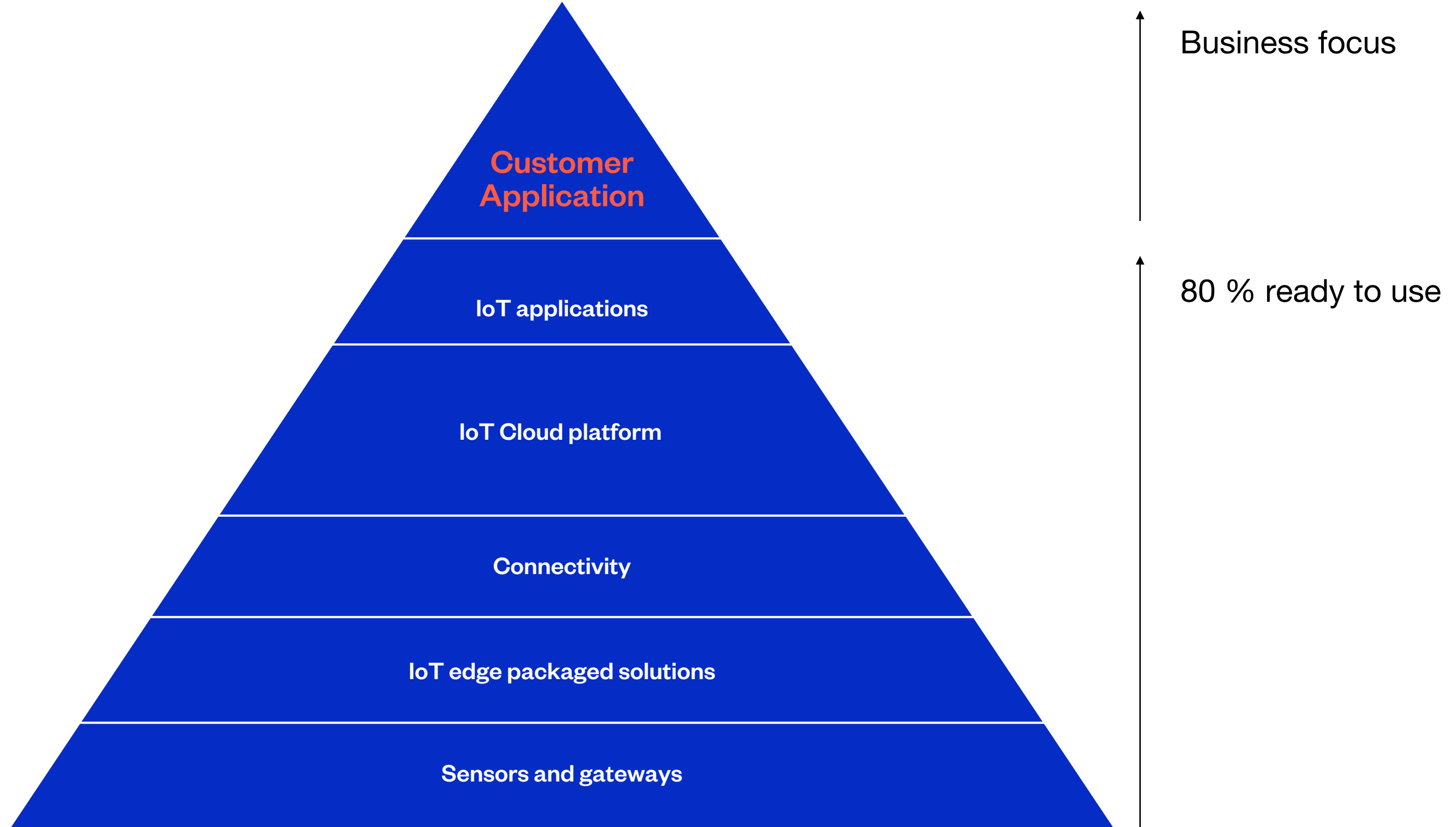
Identify patterns

Predict scenarios

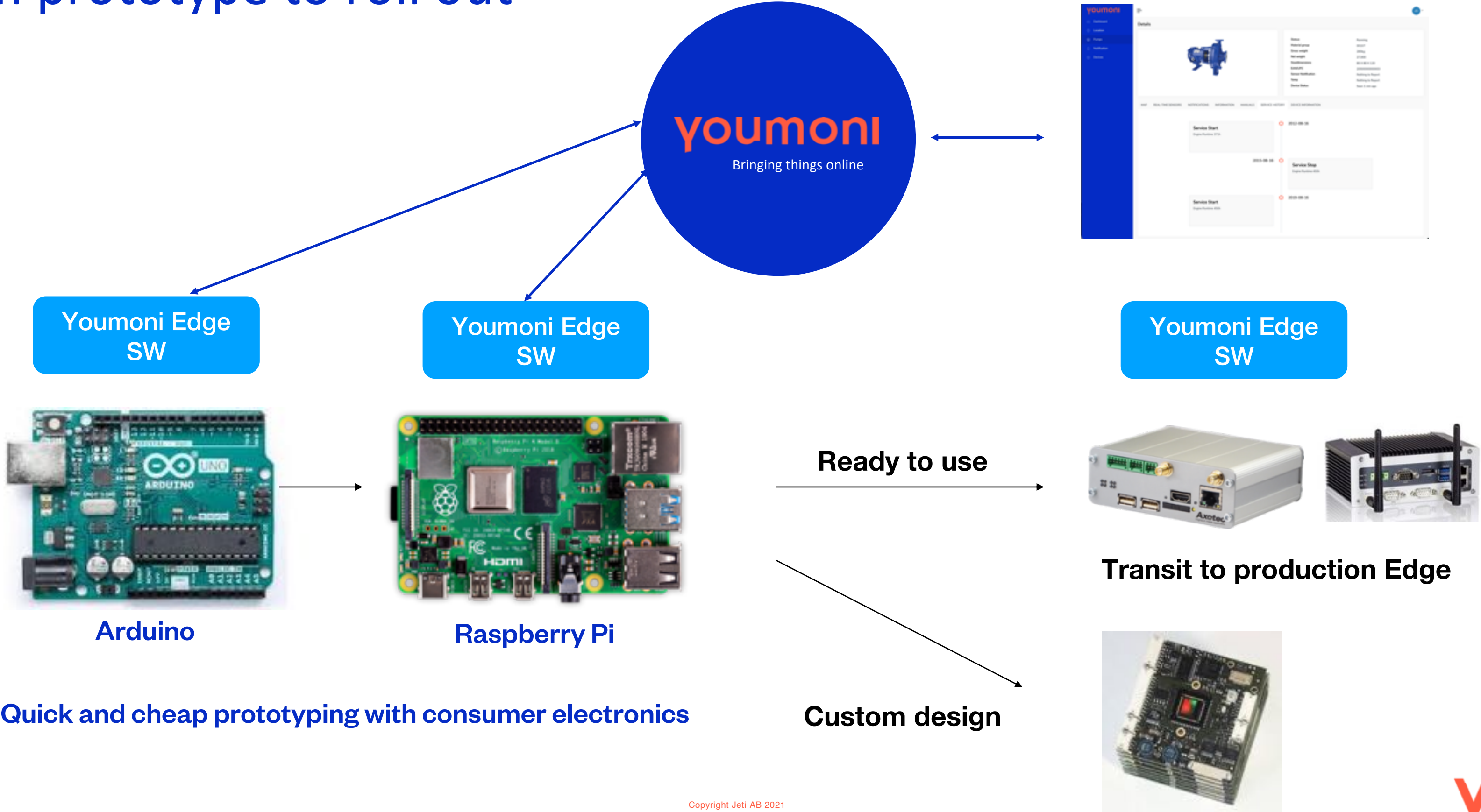
Youmoni IoT cloud overview



Youmoni service layers

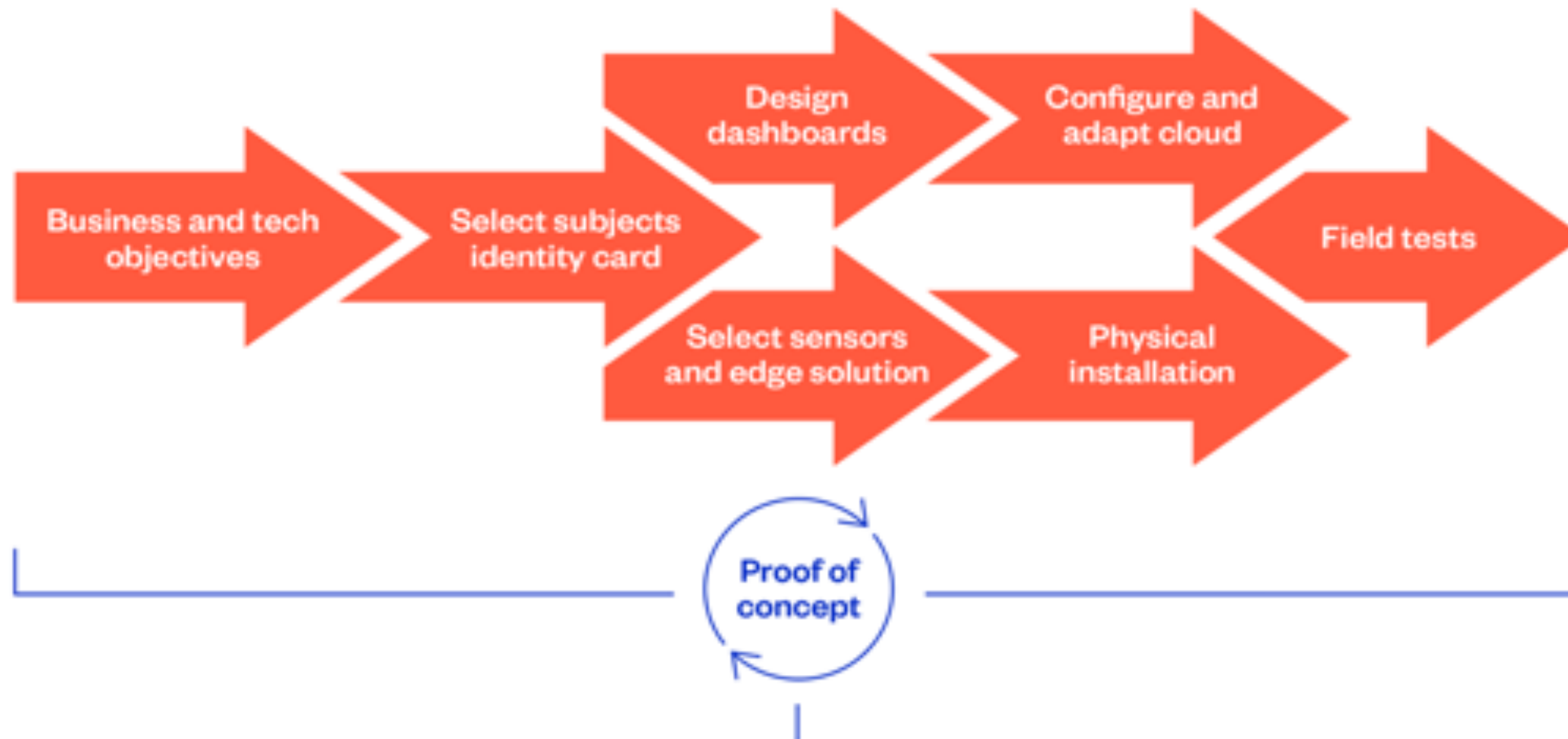


From prototype to roll out



Youmoni IoT Fast Track

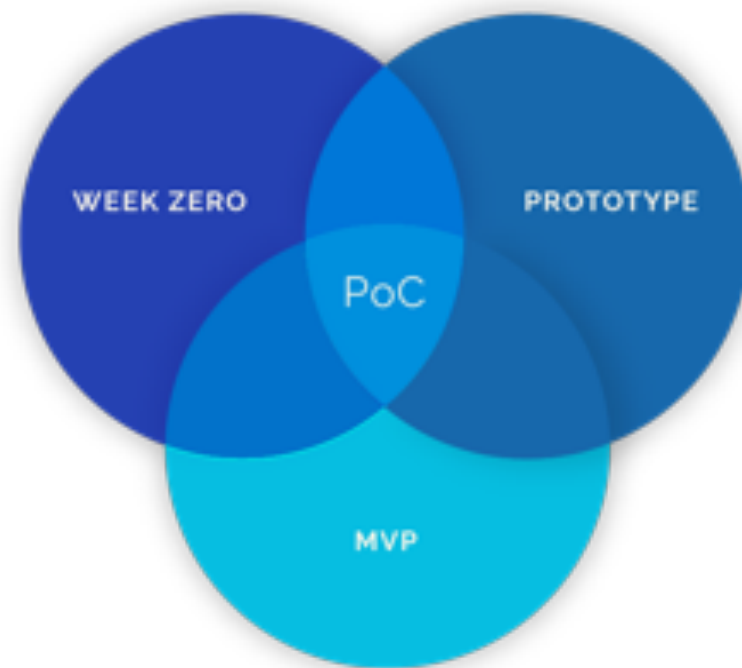
Prof of concept in weeks



Managed IoT as a service

Typical road map and business model

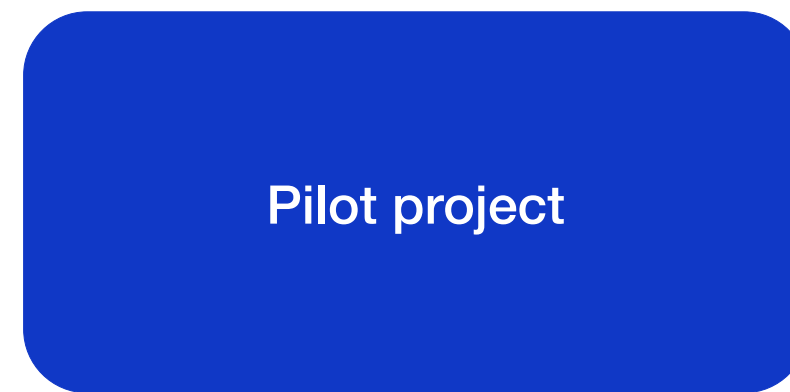
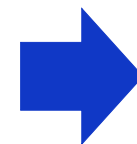
Bring one thing online



Fixed price PoC project

Cloud: Free of charge

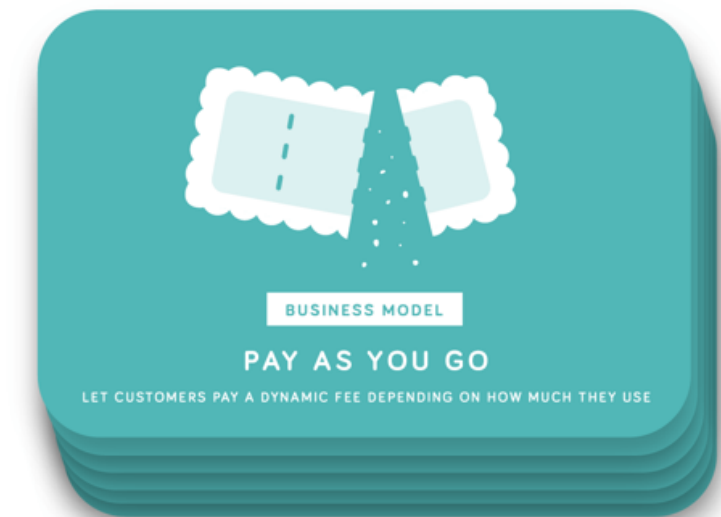
Customization and small roll out



Expert services by the hour



Deploy and scale



Cloud: Monthly subscription fees

1. Cloud modules
2. Connect fee per thing
3. Business users
4. Support

Our promise

Free usage of sensor data series that share environmental data for public research projects

Partner network

Hardware partners

IoT Gateways
sensors



Smart city, vehicles, trains machines



Industry, utility and vehicles, trains



Vehicles, machines, utility



Tracking, vehicles, containers, assets



Radar

Consulting & tech

Resources
Implementation
Management.



E-business, implementation



Management consulting



Business partner, resources & embedded software



Implementation, SAP partner

Analytics

Data analytics



Predictive maintenance

Summary



Managed IoT – end to end

Cloud solution (public or private)
Business dashboards (UI)
Business user management
Business applications
Hardware and connectivity packages
SLA and support



Business areas

Logistics and tracking
Property and Smart City
Industry / Utility
Automated retail



Partner Network

Hardware partners
Prefab and installation partners
Management consultants
Implementation partners
Analytics

Some customers



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Customer examples - questions

Hands on IoT - practical project images

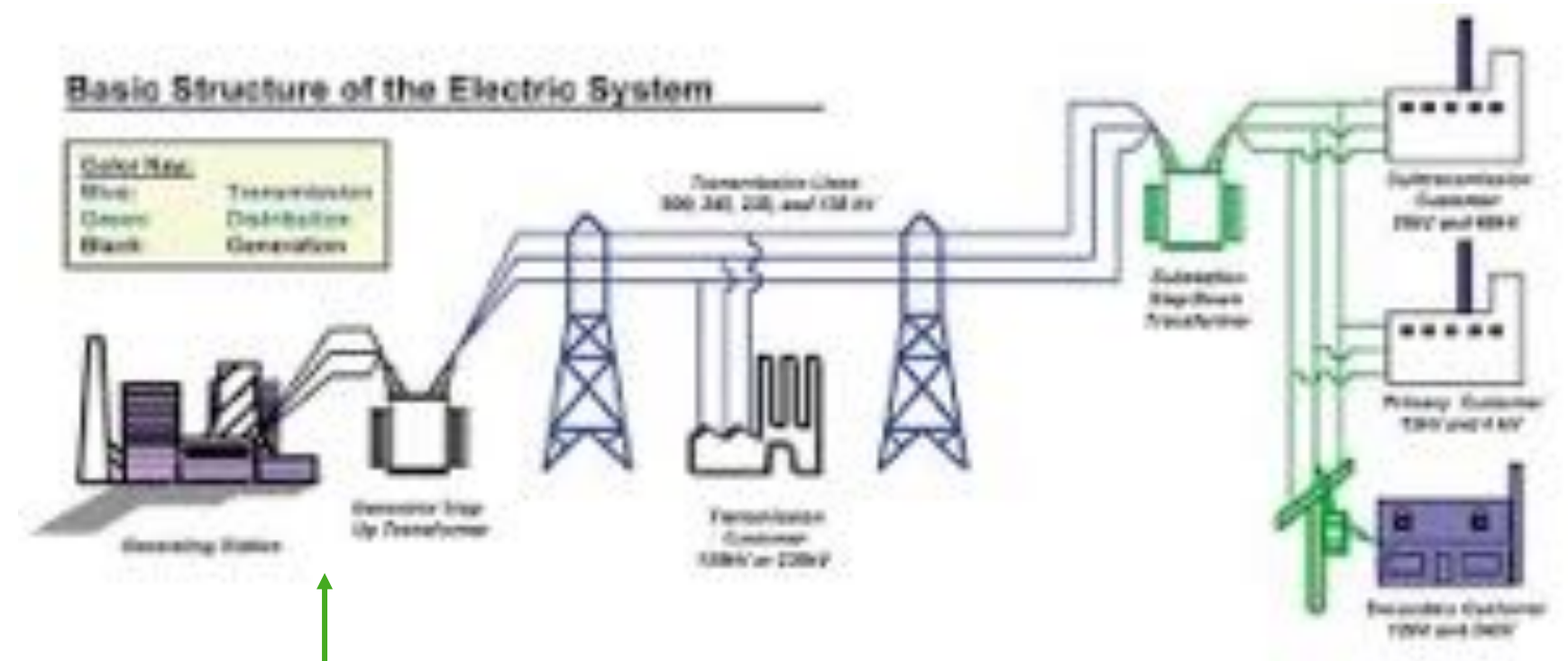
Local effect and energy measurement

Effect balance in local electrical network grid

- Industry
- Large facilities

Hardware and connectivity kits

Prefabricated IoT kit delivered to e.on by Youmoni



Real time effects measurements

e.on

Pure water monitoring at Arholma



- **Arholma Water station online**

- **Remote monitoring of station**

- TDS values (water quality)
- energy consumption
- flows
- pressure
- volume produced in reservoir
- temperatures

Remote control

- 4 water purifier units
- Pumps



Product Online: Selling pure water



Integrated consumer app by Youmoni



Find waterstations

FIND WATER CLOSEST TO YOU.

Find locations by name, address or zipcode

Search locations

YOUMONI

250 ml, 5 s - 1.01 SEK

>

500 ml, 10 s - 1.02 SEK

>

Unlimited - 1.03 SEK

>

duration - 1.04 SEK

>

Please confirm order

Are you sure you want to buy 1 liter of water for 5 SEK?

CANCEL

CONTINUE

START FILL UP WATER

Place bottle inside and press either for carbonated or coldwater

FILLING UP WATER

Filling up with cold water

THANK YOU!

BUY MORE

Bringing things online in our lab – example of PoC installation

