



From idea to connected product

For each step, determine and/or arrange all the actions needed to carry out your IoT project successfully

Step 1

Determining value

1. Determine the value of the connected product for your company

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Step 2

Preparation & product modifications

1. Select products that can become connected
2. Determine data protocols (variation and access via suppliers)
3. Determine which data is to be received
4. Determine which modifications are to be made to product
5. Choose products that have a need for additional hardware (new and/or existing)
6. Assign or search for in-house skills for integration

Step 3

The connection

1. Determine the location of the connected product (NL/EU/world & indoors/outdoors)
2. Determine the volume of data to be transmitted
3. Choose what information is needed (e.g. status and/or location data)
4. Determine the necessary connection (continuous or when required)
5. Determine the required battery life
6. Determine the future-proof nature of the product and special requirements for connection and/or Sim card

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Step 4

Dealing data

1. Organize the readability of data
2. Determine whether the product only transmits data or if it also needs to be controlled
3. Determine the need for firmware updates during the operating phase
4. Determine what data has to be stored and for how long
5. Arrange the location of stored data

Step 5

End user(s) and access

1. Determine which users have access rights to data
2. Determine the use of existing or new application(s)
3. Check the required in-house skills for new application, if necessary
4. Determine what insights need to be shared with the end user
5. Determine the necessary interface(s) for end user(s)
6. Implement the process for updates and continuous development of application(s)

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Step 6

Partnerships

1. Identify opportunities for sharing data with third parties
2. Identify opportunities for better product positioning via partnerships
3. Determine which revenue models to use for the data
4. Guarantee customer privacy

Step 7

Organization

1. Check the required in-house skills for development of the product
2. Check the new work activities through development
3. Make changes to jobs or recruit new personnel
4. Provide the administration and management of new systems