

10 Most Industrial IoT Solution Providers - 2020

Industrial IoT is the new digital way to transform the manufacturing process and enable smart manufacturing in the industries today. From automobile and pharmaceutical manufacturing firms to oil & gas enterprises, a large number of companies have begun to implement Industrial IoT solutions. According to a report by MarketsandMarkets, the global Industrial IoT solutions market is expected to grow from USD 77.3 billion in 2020 to USD 110.6 billion by the end of 2025, growing at a CAGR of 7.4 percent during the forecast period. The growth of the market is attributed to various factors such as advancements in semiconductor and electronic device technologies, proliferation of cloud computing, standardization of IPv6, and support from governments for R&D. However, any enterprise wishing to capitalize on the benefits of Industrial IoT needs to partner with a reliable technology partner that can help them achieve substantial improvements in efficiency by analysing their industrial maturity, considering the convolutions in the Internet of Things.

Enabling enterprises to choose the right vendor who can lay down a clear roadmap for the successful implementation of IIoT and thereby add value to their business by addressing their unique pain points, CIOReviewIndia proffers a list of "10 Most Industrial IoT Solution Providers". This compact list displays an inventory of skilled vendors with an industry rich experience, technically adept teams and a proven track record. A panel consisting of prominent CEOs, CIOs, industry analysts and CIOReviewIndia editorial team has meticulously researched and locked down on the final 10 vendors who we firmly believe can assist enterprises in their digital transformation.



Company:
Greenfield Software

Key Person:

Shekhar Dasgupta,
CEO

Website:
greenfieldsoft.com

Description:

Has a portfolio of infrastructure management software for distributed sites such as data centers, ATMs and telecom facilities that combines centralized monitoring over an IP network of connected machines with sensor analytics.

GreenField Software: Providing IIoT Solutions with Consultative Approach

The Industrial IoT market is forecasted to reach USD 98.2 billion by 2024. Major factors driving the growth of this market include technological advancement in semiconductor and electronic devices and increasing use of cloud computing platforms. Industrial IoT covers a vast scope, but at the same time it is in its nascent stage with just handful of across-the-enterprise deployments with proven ROI. Deployments have been limited to either complete department coverage – like in Data Centers with DCIM or a niche area like Fuel Automation Management or just a Proof of Concept (POC) covering a complex business operation like Supply Chain.

Organizations are aware that they need to take advantage of IIoT or they will be left behind by their peers. As me-too approach can be perilous, they are grappling to identify specific areas which would show quick positive results. Hence, organizations are looking at a consultative approach from solution providers, who have domain knowledge of their industry and can then tailor their solutions to meet desired goals of the customers.

Perfectly understanding these requirements, Kolkata based GreenField Software follows a Consultative approach in providing IIoT solutions to clients. With its domain knowledge in Data Centers and partners in other industries, the company offers consulting services, which helps them in understanding the key business issues of customer and provides customized solutions as per the clients' requirements. Moreover, GreenField Software takes its clients through the entire journey of implementation to ensure they derive maximum business benefit from the solution.

Advanced Monitoring, Analytics, Controls and Management capabilities

Besides DCIM, GreenField offers an industrial IoT application for non-Data Center customers called GFS Crane CIM. This comes with advanced monitoring, analytics, controls and management capabilities for machines. This application is enabled with multiple protocol support that helps in connecting heterogeneous machines, devices and sensors. GFS Crane CIM provides centralized automated monitoring, control & management of distributed facilities of buildings, power utilities and manufacturing plants and smart cities.

Vendor agnostic and Cost-Effective Solutions

Most of the solutions from equipment vendors are usually specific to their own brands and are not vendor agnostic. However, customers may have to support multiple machines of the same category from different vendors in multiple facilities. Therefore, solu-

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tions from individual equipment vendors are not going to be useful from a perspective of centralized management and would also be expensive to



Shekhar Dasgupta,
CEO

operate. Moreover, most of the solution providers just stop with monitoring and sending alerts and don't analyze the data.

This is where GreenField's solutions come to the rescue of customers. GreenField's solutions are vendor agnostic and cost-effective. "The flexibility of our applications covers any machine category supporting different industrial protocols," says Shekhar Dasgupta, CEO of GreenField Software. For instance, a customer may want to centralize the monitoring not just of DG Sets but also of Power Systems and cooling units and would also want to add another category of newly installed solar plants in the future. GreenField's application enables clients to add new tools easily to their application. The company also analyzes the data and present KPIs, which facilitates the management and operating staff to act upon.

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