

IoT Alliance Program



Overview

ICONICS is an award-winning independent software developer for the energy, smart buildings, and industrial automation markets. ICONICS customers are looking for IoT solutions that easily connect their buildings and manufacturing facilities to the cloud. To address that need, the ICONICS IoTWorX™ software application suite runs on standard IoT gateway devices and includes onboard industry specific protocols, such as BACnet, Modbus TCP/IP, OPC, Web Services, etc. Ready-to-go communications provide instant connectivity to the cloud, delivering rich visualization, analytics, and mobile applications. ICONICS is seeking IoT Alliance Partners who can offer IoT gateway hardware to serve this growing market.



IoTWorX™ Ready Devices

- Devices have been tested for performance per specifications
- Minimum standard specifications based on Intel and Microsoft recommendations
- IoTWorX software application suite pre-installed
- Gateway device incorporates a unique SKU as an IoTWorX Ready device with the IoTWorX Ready label attached



ICONICS is working in close collaboration with Intel as a General Member of the Intel Internet of Things Solutions Alliance to help developers test and recommend IoT gateways that customers can rely on for high-performance operations.

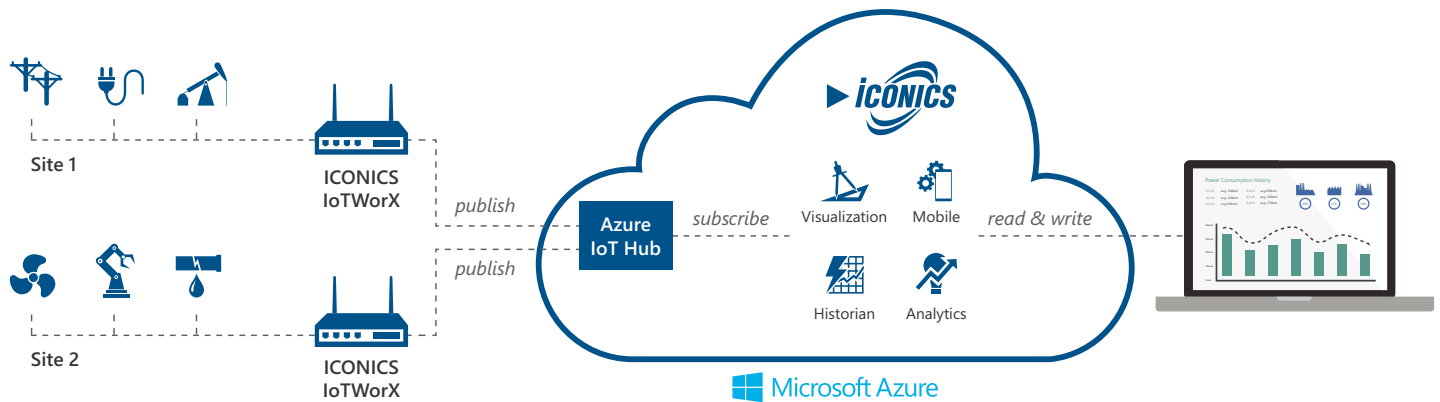
Benefits

ICONICS will work with IoT Alliance Program Partners to create a fully-tested IoT gateway solution that is ready for customers to deploy for any energy, smart building, or industrial automation application, pre-loaded with standard industry drivers. ICONICS' IoT Alliance Program offers the following benefits:

- Market pull-through to boost Alliance Partners' IoT gateway sales
- Ability for IoT Alliance Program Partners to sell industry specific solutions
- Ready-to-use IoT gateway with pre-installed industrial protocols
- Pre-testing and approval by ICONICS in cooperation with the IoT Alliance Program Partner
- Featured listing in ICONICS online directory
- Co-marketing opportunities at ICONICS-sponsored IoT seminars and events
- Option to include a plugin for your native communications protocol on the IoT gateway



IoTWorX™ Software Application Suite Architecture



IoT Alliance Program Partner Options

Windows Enterprise Requirements

Windows 10 IoT Enterprise

- Track ICONICS-specific IoTWorX gateway sales.
- Provide two IoT gateways to ICONICS for testing.
- Use Intel IoT gateway platform (preferred).
- Use online ordering.
- Offer unique SKU for IoT gateway pre-installed with ICONICS IoTWorX software application suite.

Linux Requirements

Linux

For low cost, higher volume sales

Customer-specific I/O configuration pre-installed with ICONICS IoTWorX software application suite

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Conclusion

The IoT Alliance Program encompasses IoT Gateways utilizing the IoTWorX application software suite, enabling manufacturers to offer best-in-class, vertical-specific IoT Gateways to enhance both sales enablement and industry acceptance for IoT technology. ICONICS is working to foster IoT opportunities with its IoT Alliance Program Partners by providing cutting-edge IoTWorX application software suite technology for the energy, smart buildings and industrial automation markets.

➔ **Become an IoT Alliance Program Partner today at www.iconics.com/IoT-Alliance**