

# The new world of Condition Based Maintenance

See how the Internet of Things (IoT) is helping industrial equipment manufacturers gain operational insights, differentiate their businesses and turn predictability into productivity.



## Do more with less to get a jump on the competition.

The market for industrial equipment is more commoditized and regulated. With slimmer margins, manufacturers need new ways to compete.

**\$66 billion**

Expected spend on IoT utility industry investments, according to a report by the International Data Corporation (IDC)<sup>1</sup>



## Manufacturing early movers

**76%** say IoT is increasing insight into customer preferences and behaviors.<sup>2</sup>

**66%** use IoT to measure risks, protect company assets and improve staff safety.<sup>2</sup>

## Why manufacturers are connecting their products



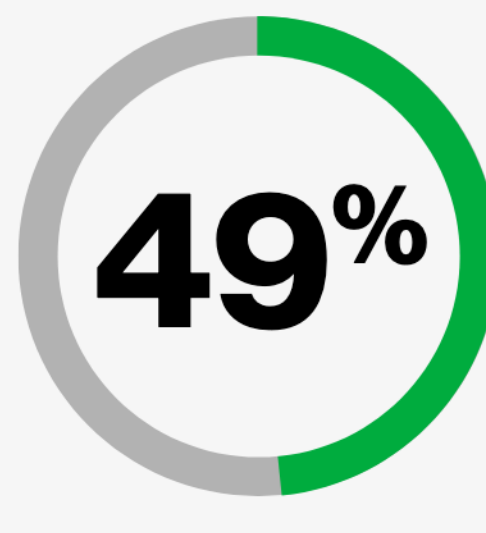
**58%**

Create a competitive advantage.<sup>3</sup>



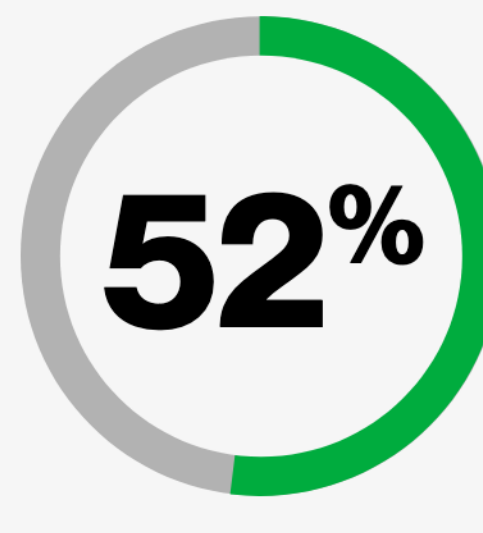
**60%**

Improve the reliability and performance of products and services with IoT.<sup>2</sup>



**49%**

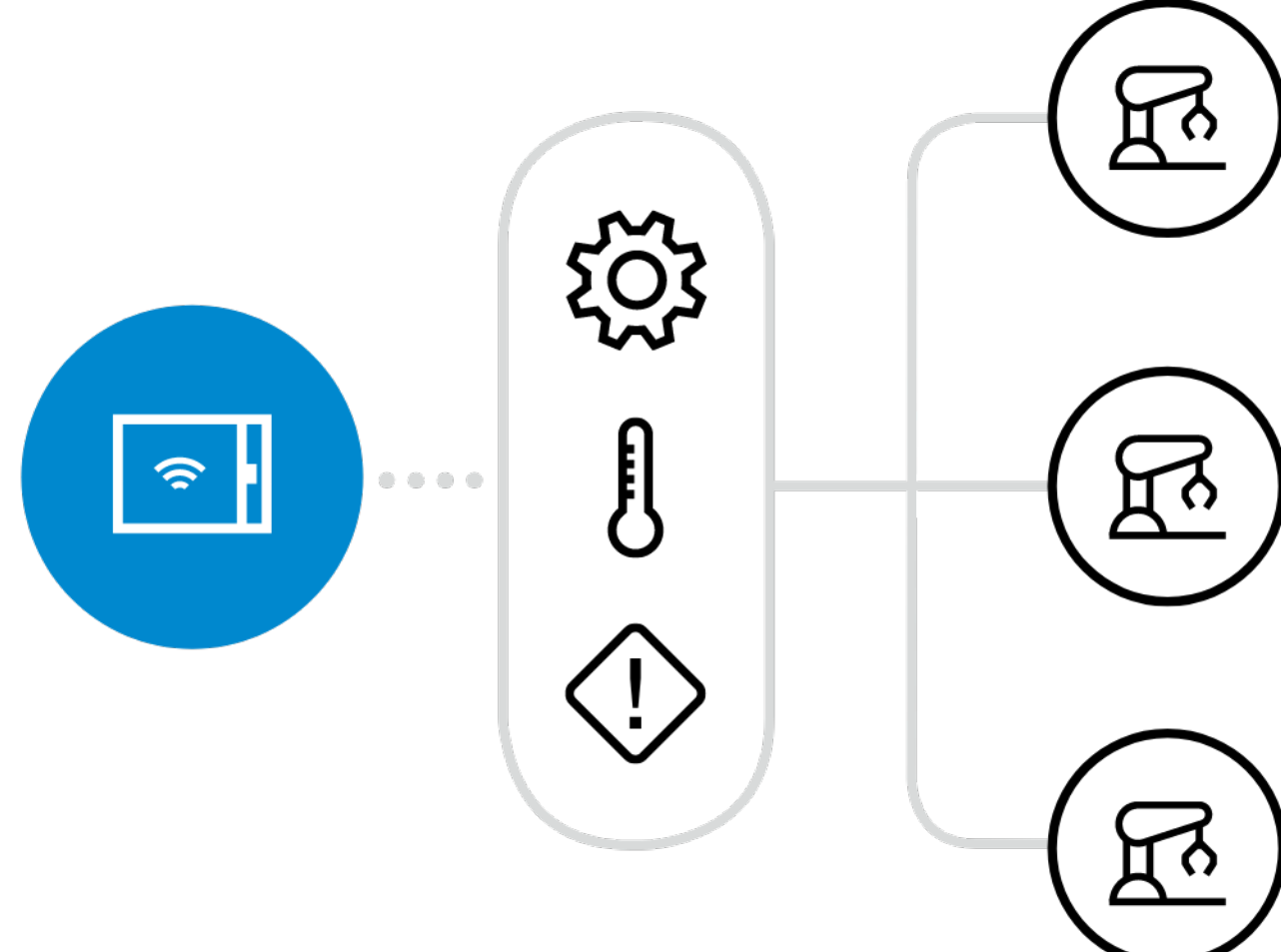
Improve the uptime of their products.<sup>3</sup>



**52%**

Develop new services or customers.<sup>3</sup>

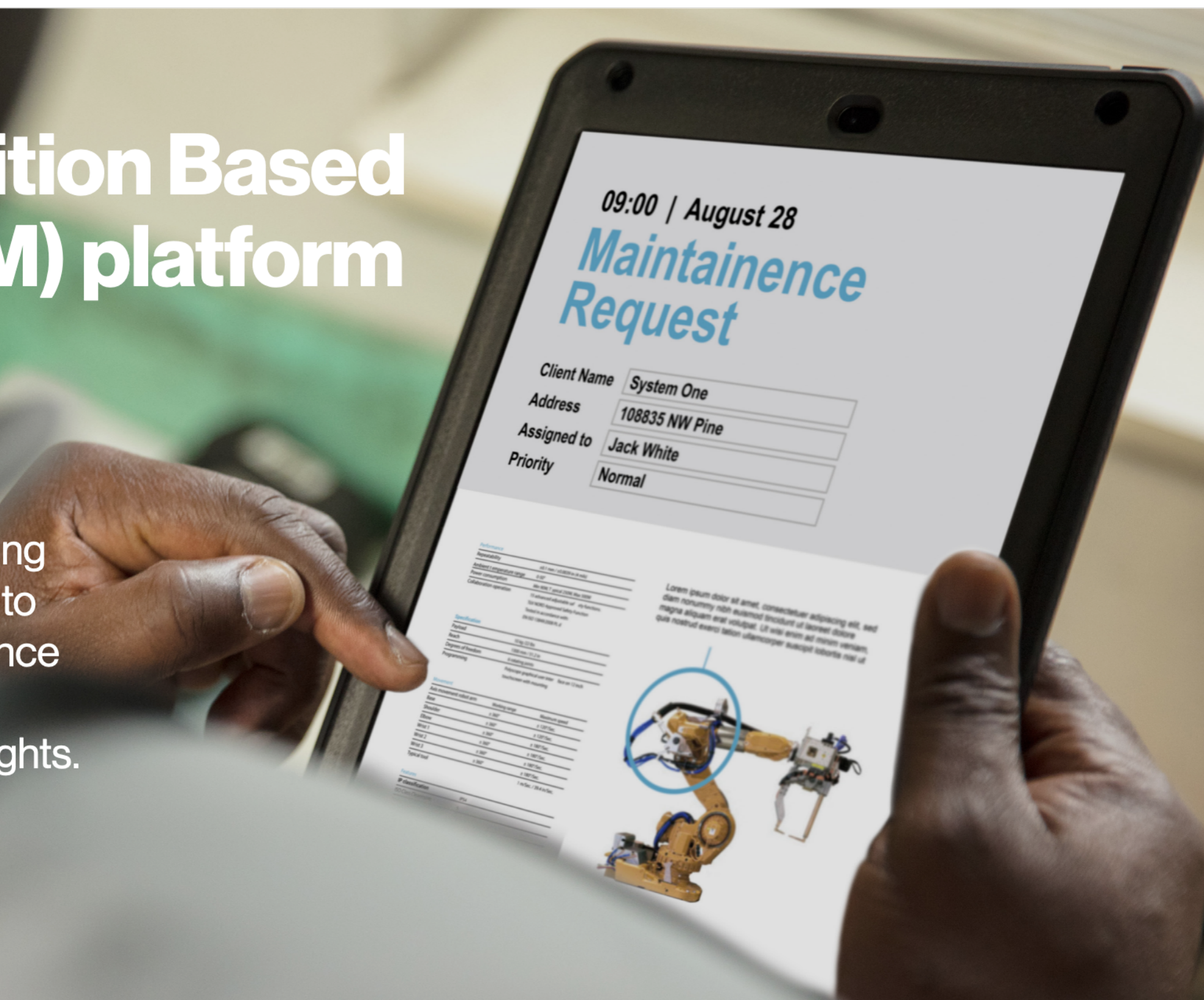
Save time and energy by checking temperature and other settings remotely.



## The Verizon Condition Based Maintenance (CBM) platform

### Versatility at your service

Embedded sensors gather equipment diagnostic data and send it securely using IoT Security Credentialing architecture to our Verizon Condition Based Maintenance (CBM) platform, offering the ability to analyze data and gather actionable insights.



## Increase operational efficiency.

Monitor, control and manage remote assets in near real time to help reduce unplanned downtime or escalating energy costs.



**Control warranty costs.**



**Cut operating and assembly costs.**



**Save on maintenance and labor.**

## Improve customer experiences.

Customers who use CBM gain predictive insights into machine health.

- Remote control and awareness
- Reduced energy costs



## Create new revenue streams.

Put your business in a better position to offer service contracts and extended warranties.

**\$1.4 trillion.** Expected worldwide spending on IoT by 2021, according to a report by the International Data Corporation (IDC)<sup>1</sup>



## Why Verizon

**#1 in overall network performance**  
Only Verizon ranked highest in the U.S. nine times in a row according to RootMetrics.<sup>5</sup>

**Ninety-eight percent of the Fortune 500** rely on Verizon services and technology.

**Highest Wireless Network Quality Performance across the Nation<sup>6</sup>**

To learn more, speak to a Verizon Wireless business specialist.

1. "Worldwide Semiannual Internet of Things Spending Guide," International Data Corporation, June 2017. [https://www.idc.com/getdoc.jsp?containerId=IDC\\_P29475](https://www.idc.com/getdoc.jsp?containerId=IDC_P29475)  
 2. "State of the Market: Internet of Things 2016," Verizon Insights Lab, January 2016. <http://www.verizonenterprise.com/verizon-insights-lab/state-of-the-market-internet-of-things-2016/>  
 3. "Enterprise IoT is a game changer for manufacturers," Autodesk/Taxal Research Study of IoT Trends and Situations, August 2016. <https://3nq2ib8ev234yxb31usk21-wpengine.netdna-ssl.com/wp-content/uploads/2016/11/autodesk-fusion-connect-taxal-research-study-of-iot-trends-2016-infographic.pdf>  
 4. Jeff Cotrupe, "Big Data in Manufacturing," Frost & Sullivan, December 2016.  
 5. Rankings based on the RootMetrics® U.S. National RootScore® Report: 2H 2017. Tested with best commercially available smartphones on four national mobile networks across all available network types. Results may vary. The RootMetrics award is not an endorsement of Verizon. Visit [www.rootmetrics.com](http://www.rootmetrics.com) for more details.  
 6. Verizon Wireless received the highest numerical score among wireless service providers in the J.D. Power 2017 (V1 & V2) & 2018 (V1) U.S. Wireless Network Quality Performance Studies. 2018 V1 study is based on 38,595 total responses, measuring the network quality experienced by customers with wireless phones, surveyed July-December 2017. Your experiences may vary. Visit [jdpower.com](http://jdpower.com). Network details & coverage maps at [vzw.com](http://vzw.com). © 2018 Verizon. INF50817

