

IBM partners Reliance, Kone, KPIT for Internet of Things

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Mumbai, 18 September

Information technology (IT) giant IBM says it has tied up with Reliance Group's UNLIMIT, with Kone, KPIT and agricultural technology entity Avani Agri to jointly build Internet of Things (IoT) solutions for customers in this country.

IBM and UNLIMIT will co-create IoT solutions for specific industry segments, such as automotives, insurance, utilities, and industrial automation. For example, they say, insurance companies will be able to reduce the cost of damage to goods from tampering through real-time tracking of cargo via an 'asset tracking solution.'

UNLIMIT and IBM are also developing IoT solutions for implementation across Reliance Group companies, addressing segments such as user-based insurance (Reliance General Insurance), asset and vehicle tracking (Reliance Commercial Finance), telecom tower monitoring (Reliance Communications)

'Manufacturing sector faces cultural barrier in digital shift'

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Bengaluru, 18 September



I&T Technology Services Chief Executive Officer Keshab Panda (pictured) said manufacturing companies would need a major "cultural shift" before they adopted new technologies such as the Internet of things (IoT).

Panda said he had seen a cultural barrier among customers towards digital transformation even as the manufacturing sector was readying for the age of smart factories. Panda, an aerospace engineer who has worked on India's

light combat aircraft Tejas and in the country's satellite programme, said the shift towards technology-enabled manufacturing practices, where data from machines would automate operations, had just begun.

"The engineering transformation has started and 75 per cent of our customers are still thinking about how to go about it," said Panda sharing his experience after speaking to clients in the US. Indian information technology services providers and engineering solutions providers see this industrial transformation as a big opportunity. Companies in Japan, Germany and the US are moving towards an era where machine data will determine efficiency in a factory.

and power transformer maintenance (BSES, Reliance Energy). Through this collaboration, UNLIMIT will have access to IBM's global system of partners.

IBM will provide its Watson IoT Platform to collect and connect data from devices and provide use case-spe-

cific dashboards. UNLIMIT will design IoT use cases for various industries in the Indian market and build these on the Watson IoT Platform. The latter provides device registration, IoT rules, advanced analytics, visualisation, dashboards, reports and cognitive capabilities for each use case.

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IBM has also, as mentioned, announced partnerships with Kone, KPIT, Tech Mahindra, Avani Agri and Acculi Labs (a health technology start-up) for IoT.

Industries that see a lot of interest for

IoT globally and in India are automotives as in connected cars, insurance based on usage of vehicles, shop floor automation for maintenance of machines, electronics (including smart household goods), and travel and transportation management. Each of these provide much scope for products, gathering of data and monetising it, apart from making life easier.

With a boom expected in the IoT market here, is there a need to introduce a level of standardisation? "I think it is important to provide a general template for industries to work with, where we provide around 80 per cent of the work and 20 per cent can be added, based on their requirements. This will provide a level of standardisation to the vast technology," said Sanjay Brahmawar, general manager, IBM Watson IoT.

"The variation in products varies a lot in IoT for automobiles, depending on models. We manage these variations with IBM tools, part of a continuous

engineering portfolio," said Samir Kulkarni, associate vice-president at KPIT. He added they were looking at leveraging IoT in smart manufacturing, apart from transportation and automotives. The company has an existing IoT system in Pune that tracks the bus service and provides realtime updates, part of the smart city programmes in the country.

Further, many of these companies that implement IBM's IoT platform, such as Pune-based Datamato, often become the face of IBM for these organisations.

A recent report from Nasscom, the IT sector's apex association, predicts India will soon have 1.9 billion IoT devices, reaching a \$9-bn market.

"With 2.7 bn connected devices and growing, the Indian economy, enterprises and consumers are embracing IoT at a rampant pace," says Harriet Green, general manager at Watson IoT for customer engagement and education.