THE TECHNOLOGY PROVIDER

IoT Solutions

Enable technologies, build business

January 2026, ALSO IoT

IoT – Enablement in practice

Sensors and Hardware

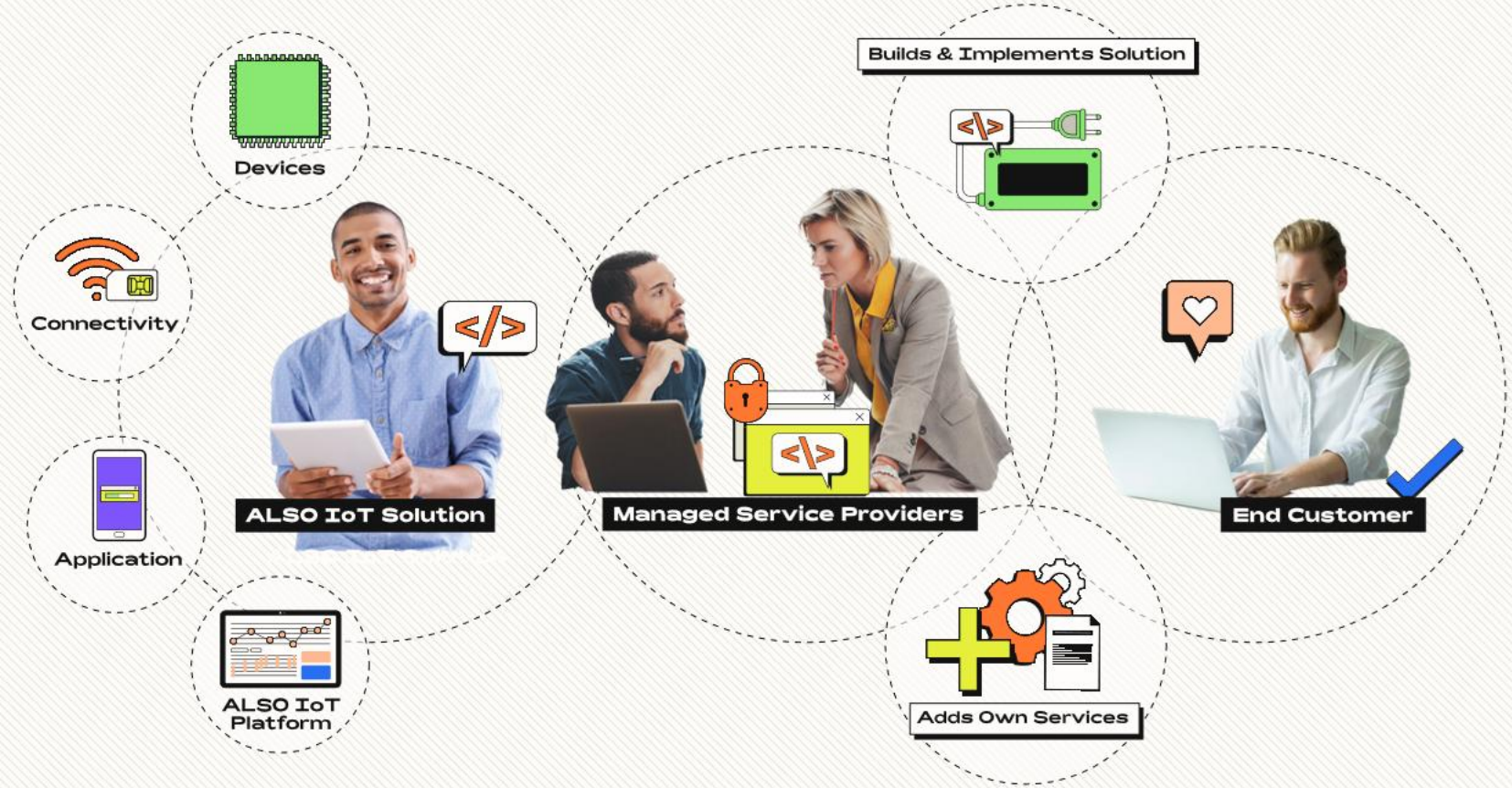
Device software

Application

Wireless connectivity

AllThingsTalk Platform

ALSO enablement philosophy



ALSO IoT facilitates and removes the complexity of IoT

The Partner tailors solutions to the end customer needs

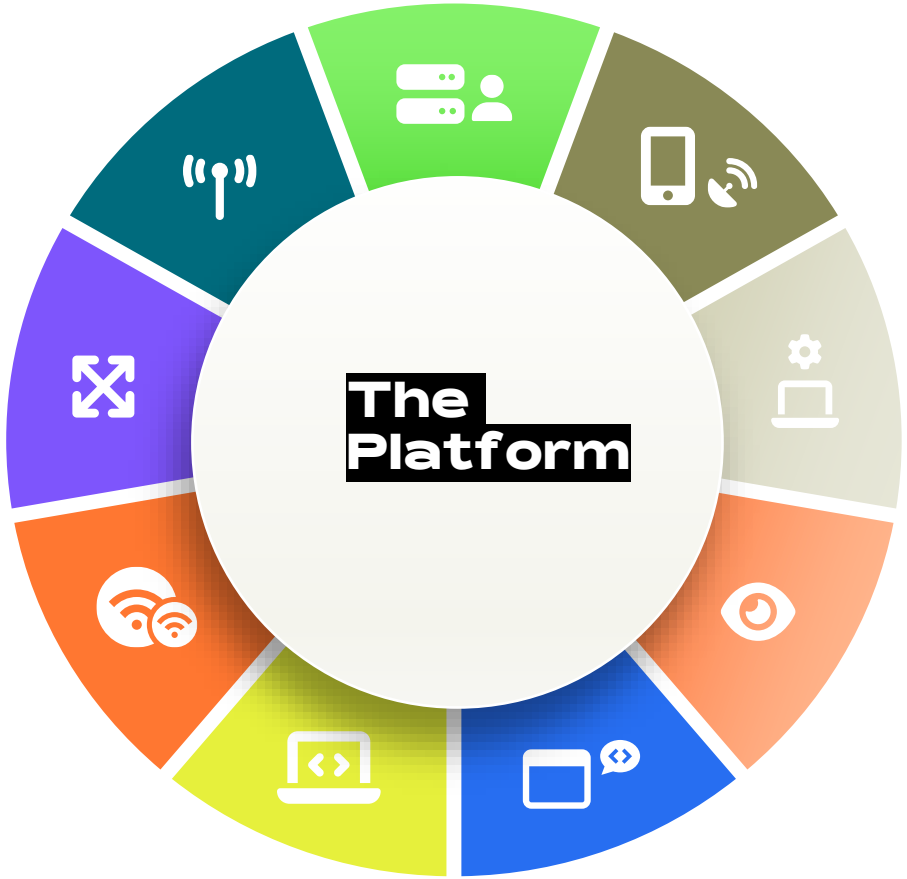
ALSO IoT platform

Structures data from sensors and other data sources
Provides a plug-and-play solution for you and your customers

Future-proof, and supports all major communication protocols
Ensures openness and scalability

Scalability
Follow a case from proof of concept to full-scale deployment

Combining different sensors and devices
Integrating sensors to gather data



Opportunity for white labeling
Implement your own design and URL, and build your specific eco-system

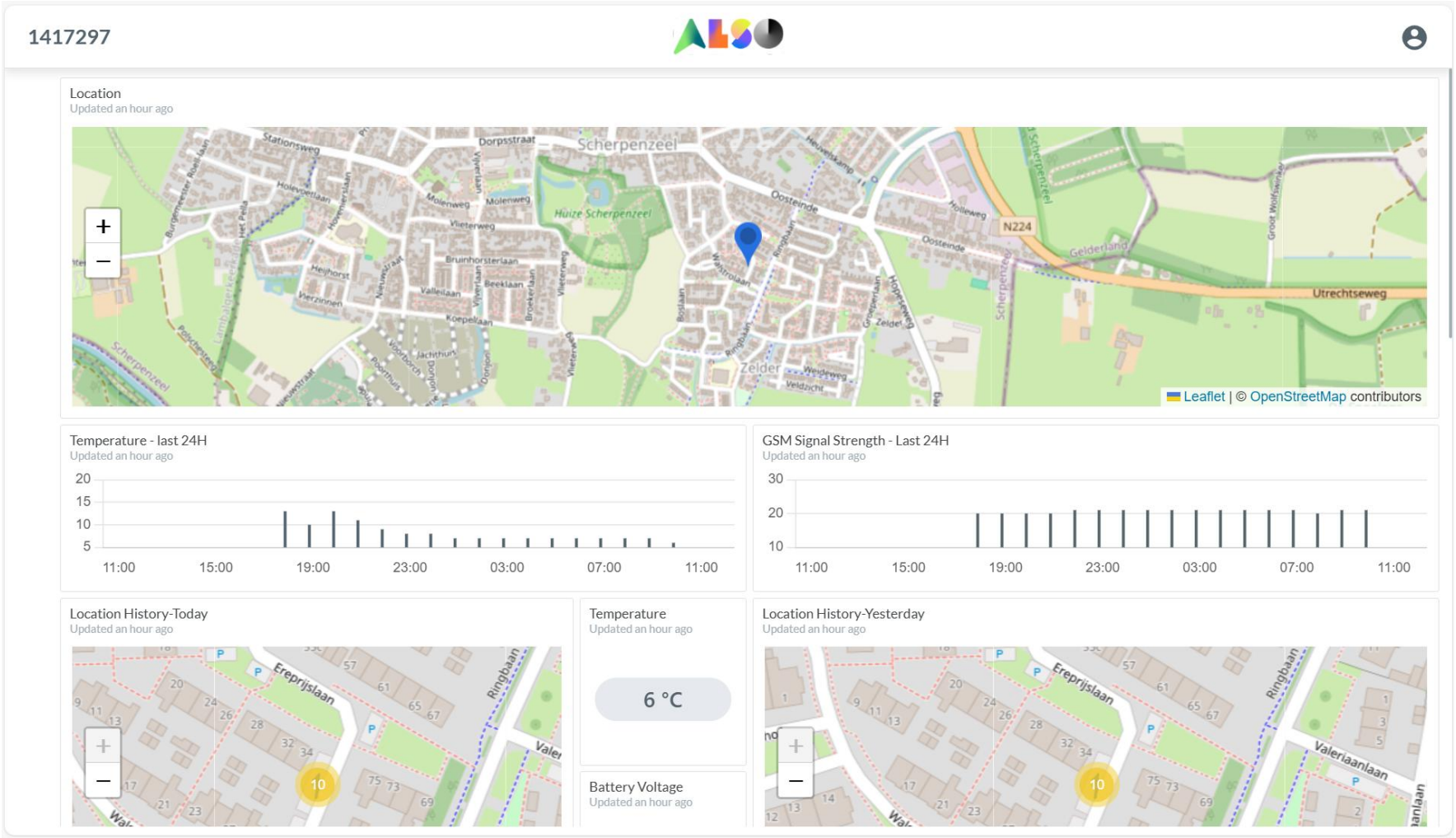
Flexibility in communication protocols
Establishing communication between devices

Integrations with applications
Utilizing applications to provide solutions

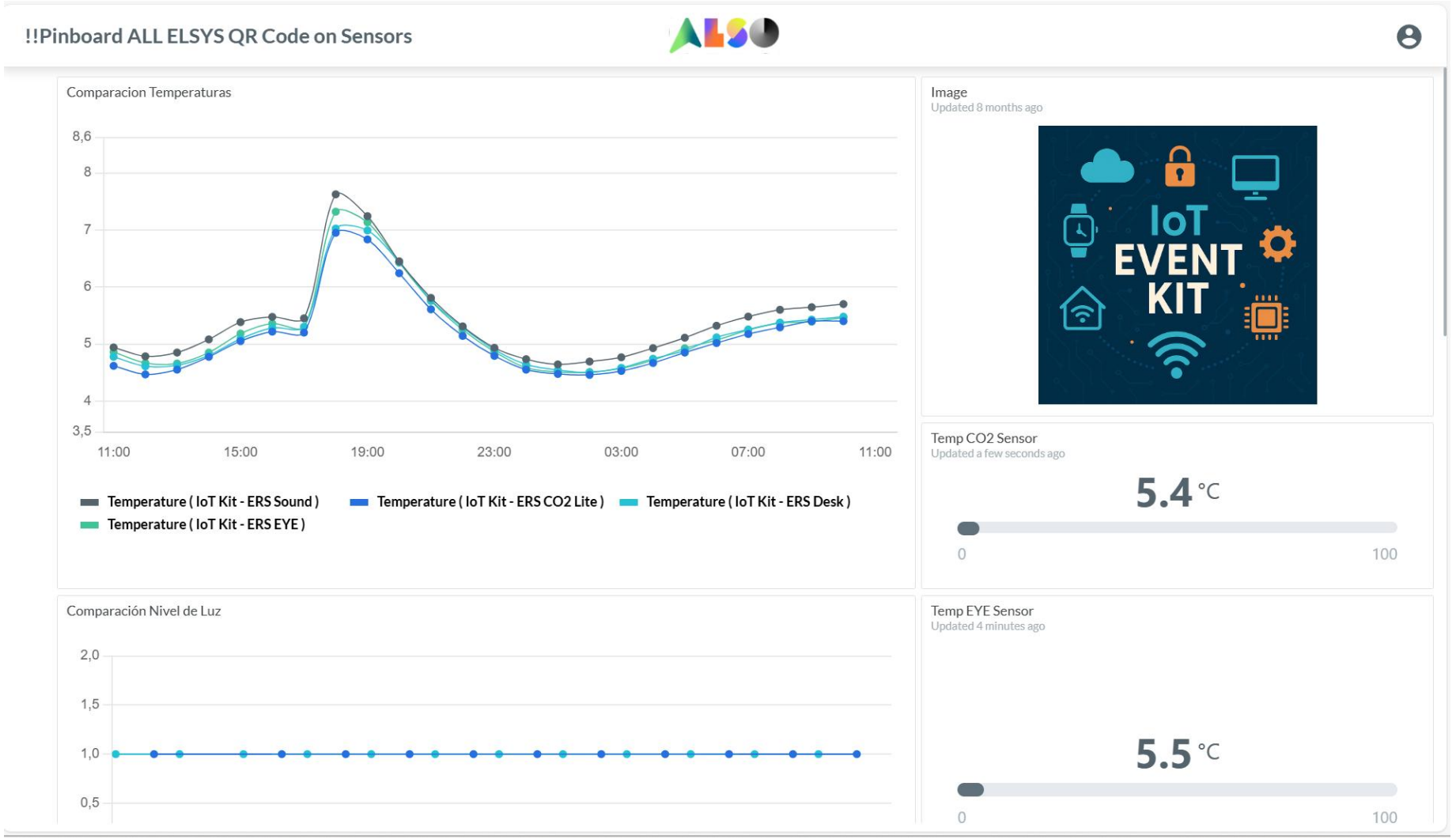
Bird's eye view of all data and systems
Full control and overview

No-code, drag-and-drop-based dashboards
Full flexibility for insights visualization

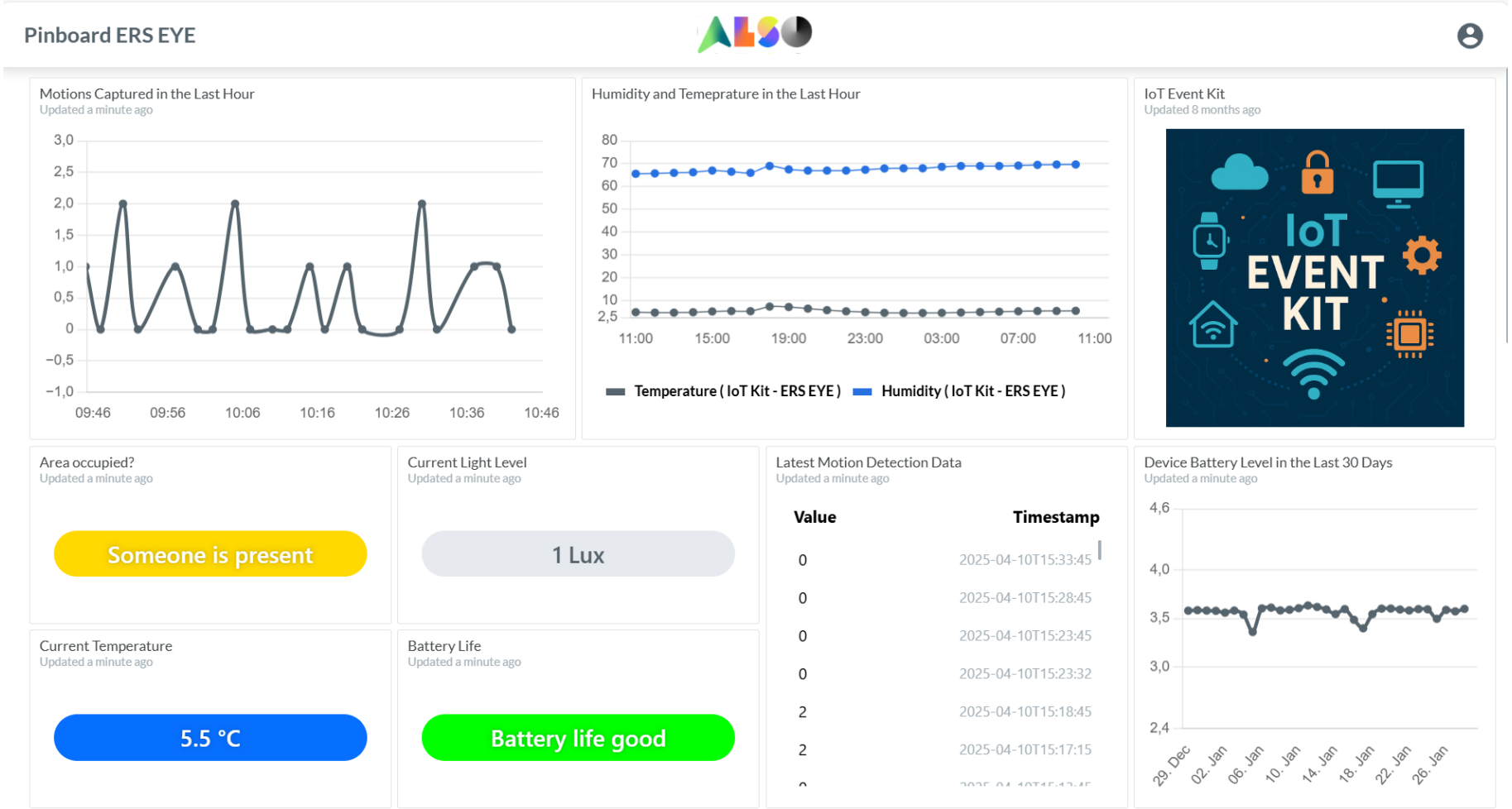
ALSO IoT tracking



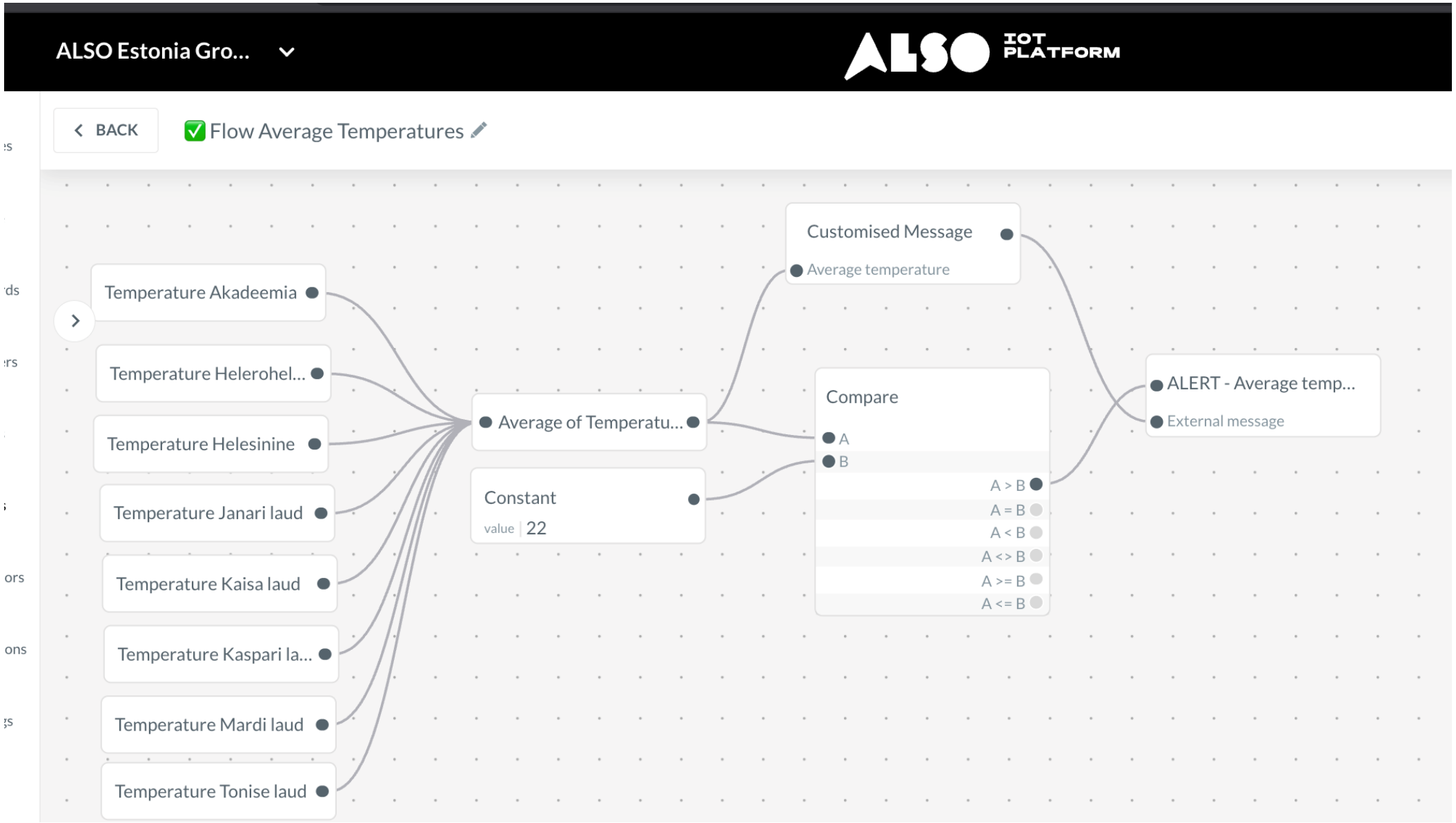
ALSO IoT comparison



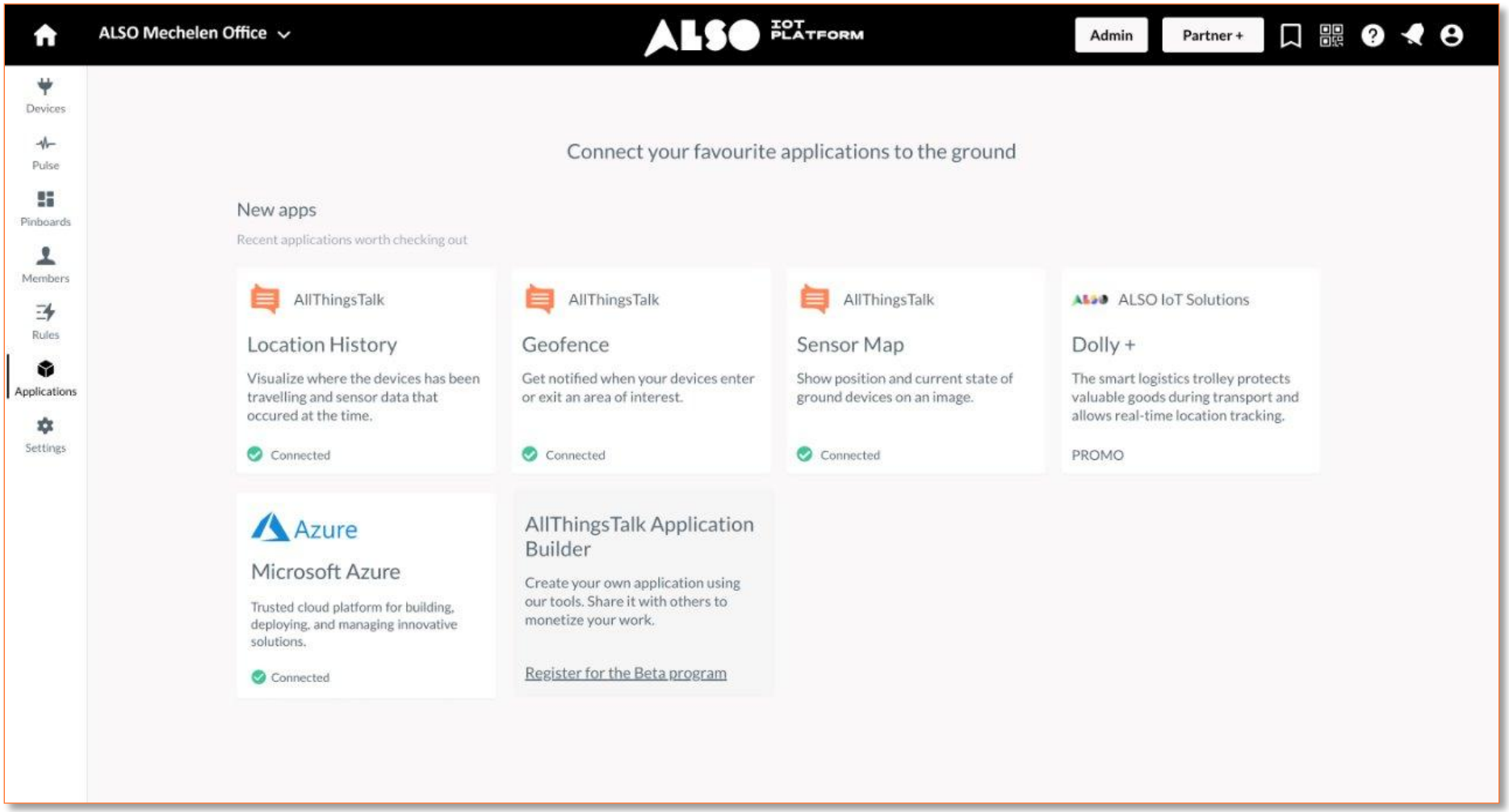
ALSO IoT asset insights



ALSO IoT automation

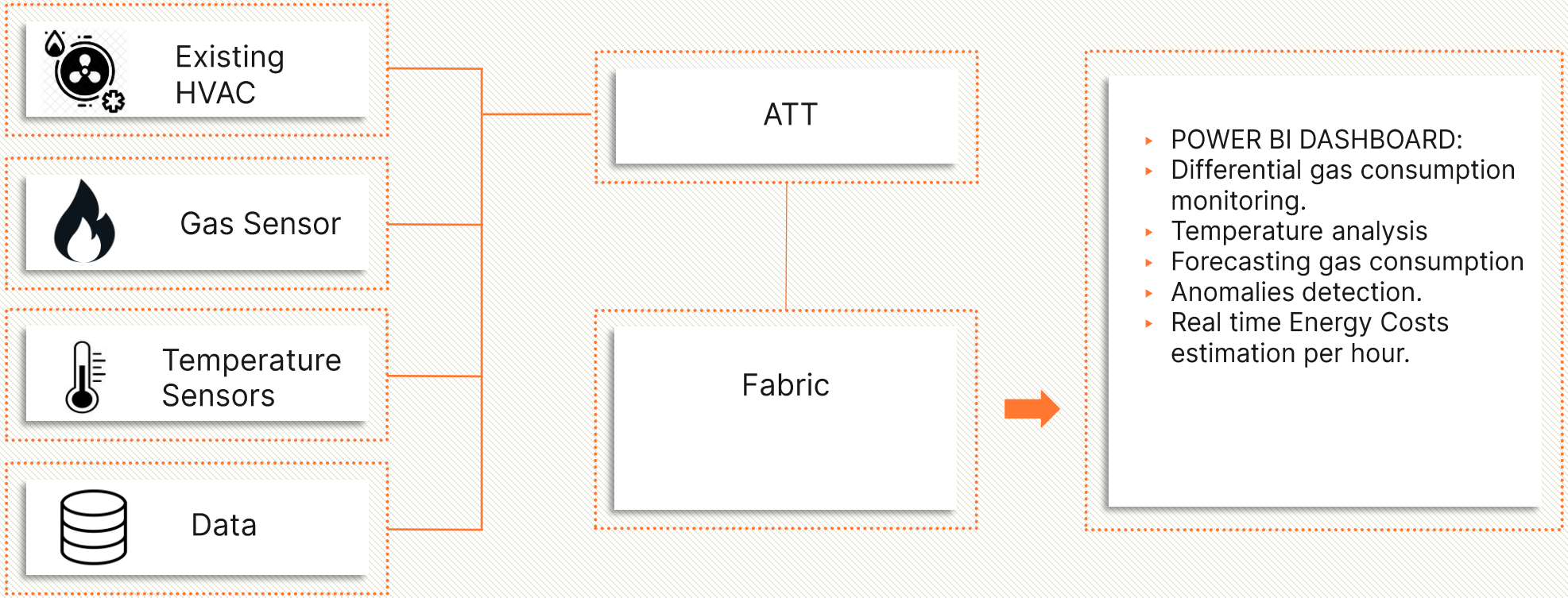


ALSO IoT applications



ALSO IoT connectors

Example: Energy monitoring:



Vendors & collaborators

TELTONIKA Networks
Crescent
kerlink communication is everything
INSYS icom
V-COUNT
TELTONIKA | Telematics
digital matter
realwear
ellenex
nke WATTECO
Aguardio
ELSYS.se
SmartEnds
Lenovo
enocean

Examples of use cases

Tracking

- Use cases: track and trace, fleet management, geo fencing, cold chain monitoring and security are some of the most common areas of use.
- Benefits: Predict optimal routs, traffic, pricing models for deliveries, time for deliveries

Asset tracking

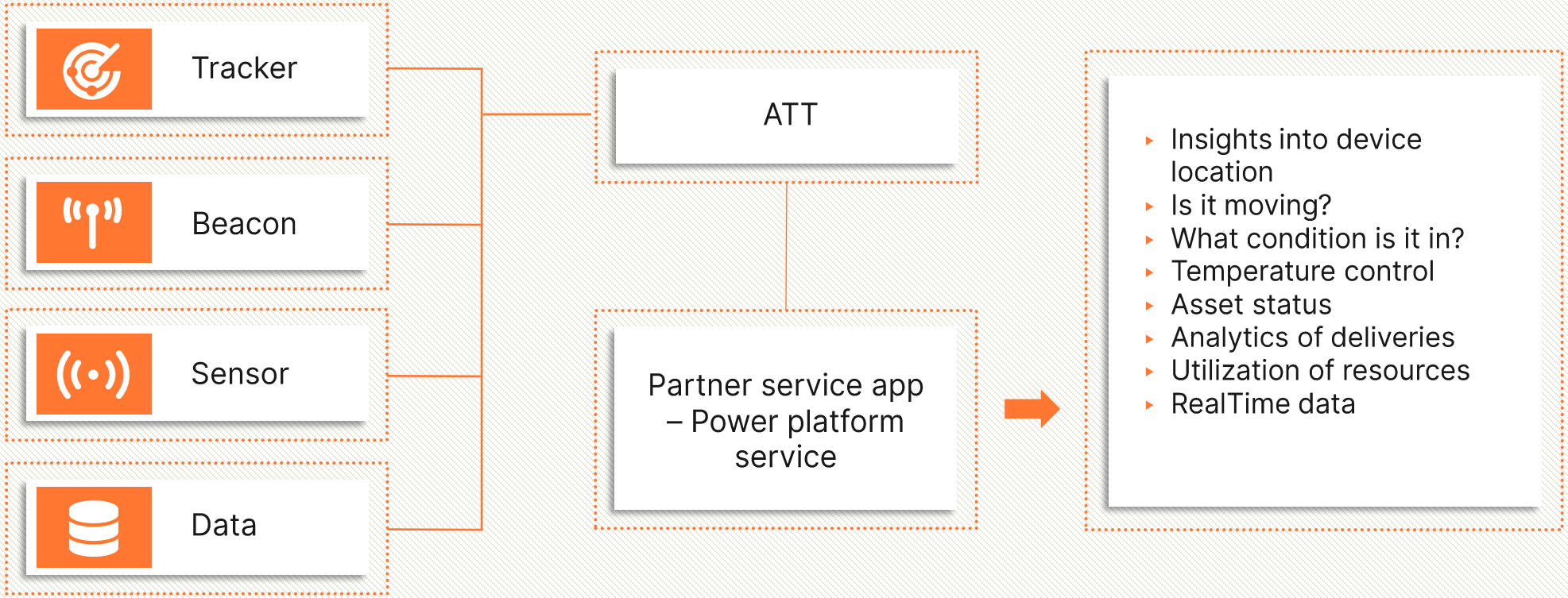
- Business Challenge
  - Misplaced tools, lost equipment, or lost machines lead to project delays and expensive last-minute purchases.
- IoT Solution: Implementing an IoT-based smart equipment tracking system can address these challenges. This system GPS trackers, tags, and sensors to monitor the location and status of equipment in real-time. Key features include:
  - GPS, tracking systems and track asset location in real time.
  - Automated usage logs inform scheduling and reduce redundant inventory.
  - Sensors track the usage and condition of equipment, ensuring efficient utilization.
  - Automated Alerts: The system sends alerts for misplaced, lost, or underutilized equipment.
  - Centralized Management: A centralized dashboard allows facility managers to monitor and manage equipment remotely.

- Example and Savings
  - A construction company with 10 active sites invests in Trackers and tags for high-value tools and machinery:
- Before: ~€120,000/year spent replacing or locating lost tools.
- After: Tool misplacement reduced by 80%.
- Estimated Annual Savings: ~€96,000
- Example market, DE:
  - Manufacturing: Approximately 212,000 companies
  - Construction: Around 389,000 companies
  - Transportation and Storage: Roughly 107,000 companies
  - Healthcare and Social Work: Approximately 265,000 companie
  - Total: Over 1.5 million companies in Germany could benefit from IoT solutions for equipment tracking and management.

Tracking of spare parts

Automotive industry:

- Teltonika Telematics – Beacons,
- Digital Matter



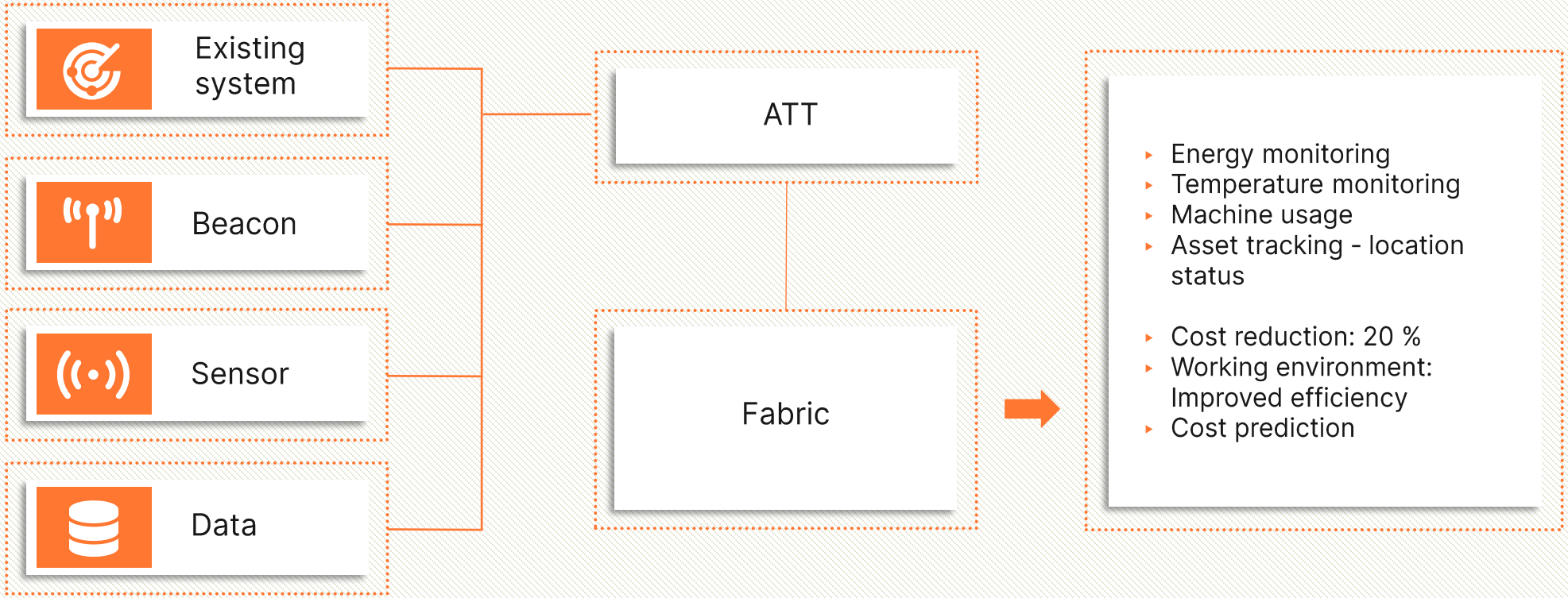
Industry

- Predictive Maintenance: IoT sensors monitor the condition of machinery
- Energy optimization: monitor usage and automate consumption
- Monitor locations and usage of equipment
- Sustainability reporting

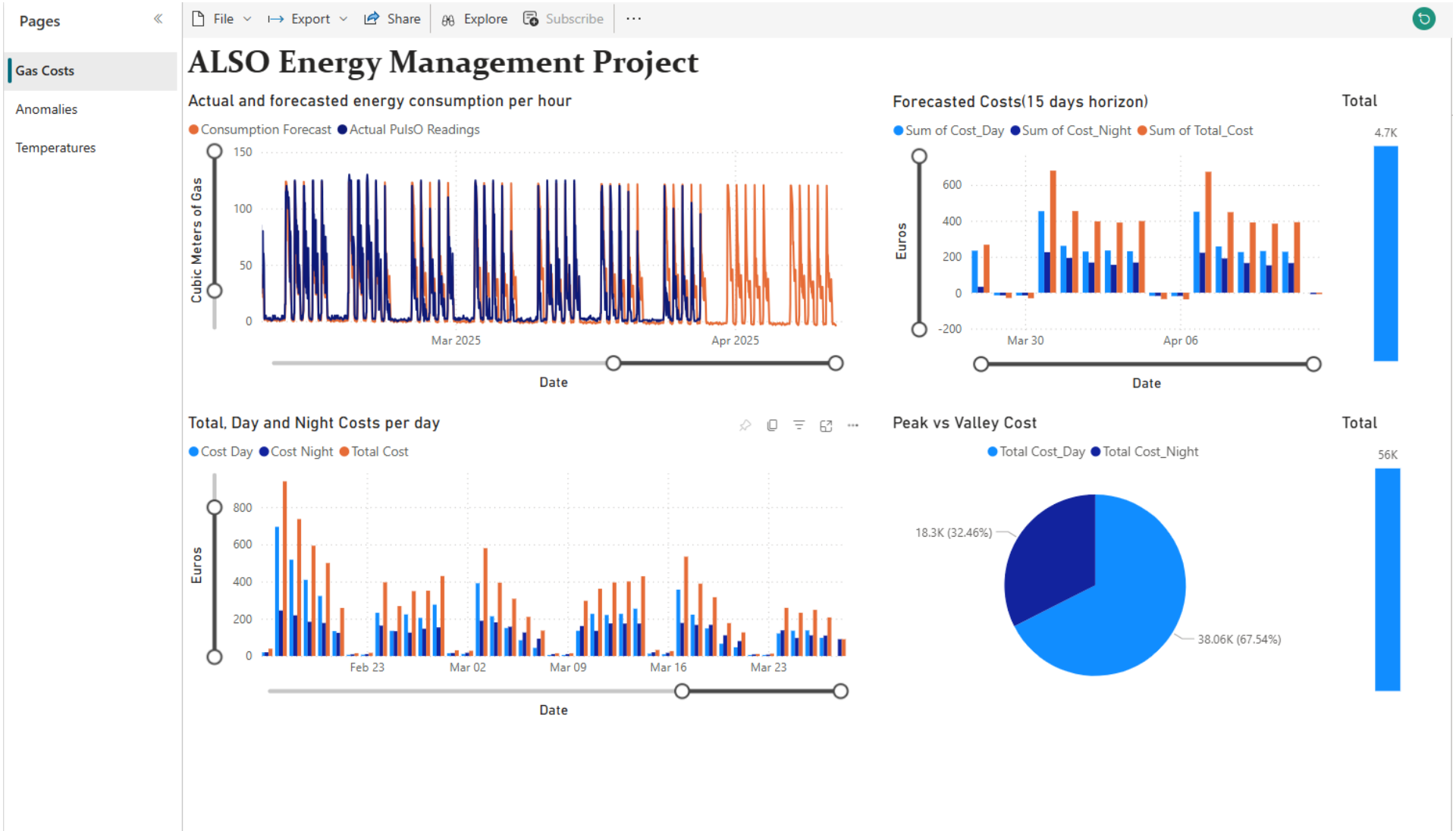
Warehouse energy optimization

Vendors used:

- Watteco
- Elsys
- Ellenex
- Teltonika IoT Group



Use case – Energy monitoring



Industrial monitoring

- Business Challenge
  - **Unplanned downtime** occurs when machines or production lines stop unexpectedly due to equipment failure.
- IoT Solution: redictive Maintenance
  - IoT sensors monitor machine health in real time (temperature, vibration, pressure, etc.).
  - Data analytics and AI predict when a component is likely to fail.
  - Maintenance can be scheduled proactively, avoiding breakdowns.
  - Sensors track the usage and condition of equipment, ensuring efficient utilization.
  - **Automated Alerts:** The system sends alerts for misplaced, lost, or underutilized equipment.
  - **Centralized Management:** A centralized dashboard allows facility managers to monitor and manage equipment remotely.
- Scenario predictive maintenance:
  - A manufacturing plant has 50 critical machines.
  - Average cost of unplanned downtime per machine: $10,000/hour
  - Downtime per failure: 8 hours, Failures per machine per year: 2
- Current annual downtime cost:
  - $50\ \textit{machines} \times 2\ \textit{failures} \times 8\ \textit{hours} \times \$10{,}000 = \$8{,}000{,}000$
  - The investment $100,000
- Scenario: Energy Optimization in a Factory
  - Annual energy cost: $2,000,000
  - IoT solution monitors:
  - Machine energy consumption
- Impact
  - Typical savings: 10–20% of energy costs
  - $\$2{,}000{,}000 \times 15\% = \$300{,}000\ \textit{annual savings}$

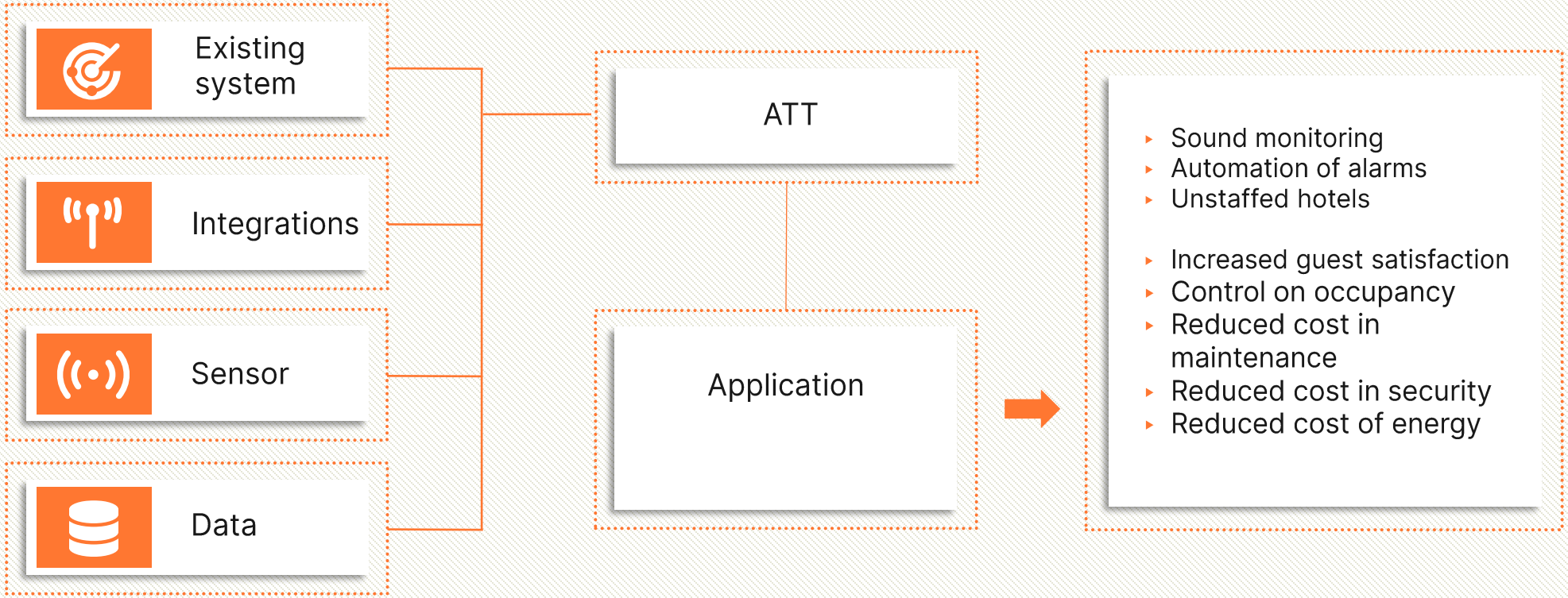
Building

- **Smart Meeting Rooms:** IoT technology can be used to optimize meeting rooms, including room booking, adjustment of lighting and temperature, real-time availability, and integrations with apps.
- **Workspaces:** IoT sensors can monitor the use of workspaces, meeting rooms, and common areas in office environments. The data can be used to optimize space utilization, for example, by identifying underutilized areas or the need for additional workspaces
- **Space Reservation:** IoT sensors can be used to reserve office spaces in real-time. Employees can see available spaces, and app integrations can synchronize with bookings, providing flexibility and optimal use of office space.

ALSO IoT in Hospitality

Building:

- Watteco
- Elsys



Workplace monitoring

- **Business challenge:** Inefficient space usage and cleaning schedules in office buildings lead to increased operational costs and underutilized areas.

- **IoT Solution:** Smart Space and Cleaning Management System
  - **Solution:** IoT sensors, occupancy detectors, and people counters, indoor air quality devices to optimize space usage and cleaning schedules in real-time.
  - **Occupancy Monitoring:** Tracks occupancy levels to identify underutilized spaces.
  - **Automated Cleaning:** Optimizes cleaning schedules based on foot traffic and usage.
  - **Predictive Analytics:** Predicts space usage patterns and cleaning needs.
  - **Remote Management:** Allows remote control and monitoring.

- Costs and Savings
  - **Initial Investment:** $40,000 to $80,000.
  - **Ongoing Costs:** $5,000 to $15,000 annually.
  - Savings:
  - **Optimized Space Usage:** Saves up to $30,000 annually.
  - **Efficient Cleaning:** Saves $10,000 to $20,000 annually.
  - **Increased Productivity:** Saves around $10,000 annually.

- Example market: Germany
  - The smart building market, including IoT solutions for space and cleaning management, is projected to reach $5.2 billion by 2025. The market is expected to grow at a CAGR of 18% from 2025 to 2030, reaching $2.6 billion by 2030.

Thank you