



THE
TECHNOLOGY
PROVIDER

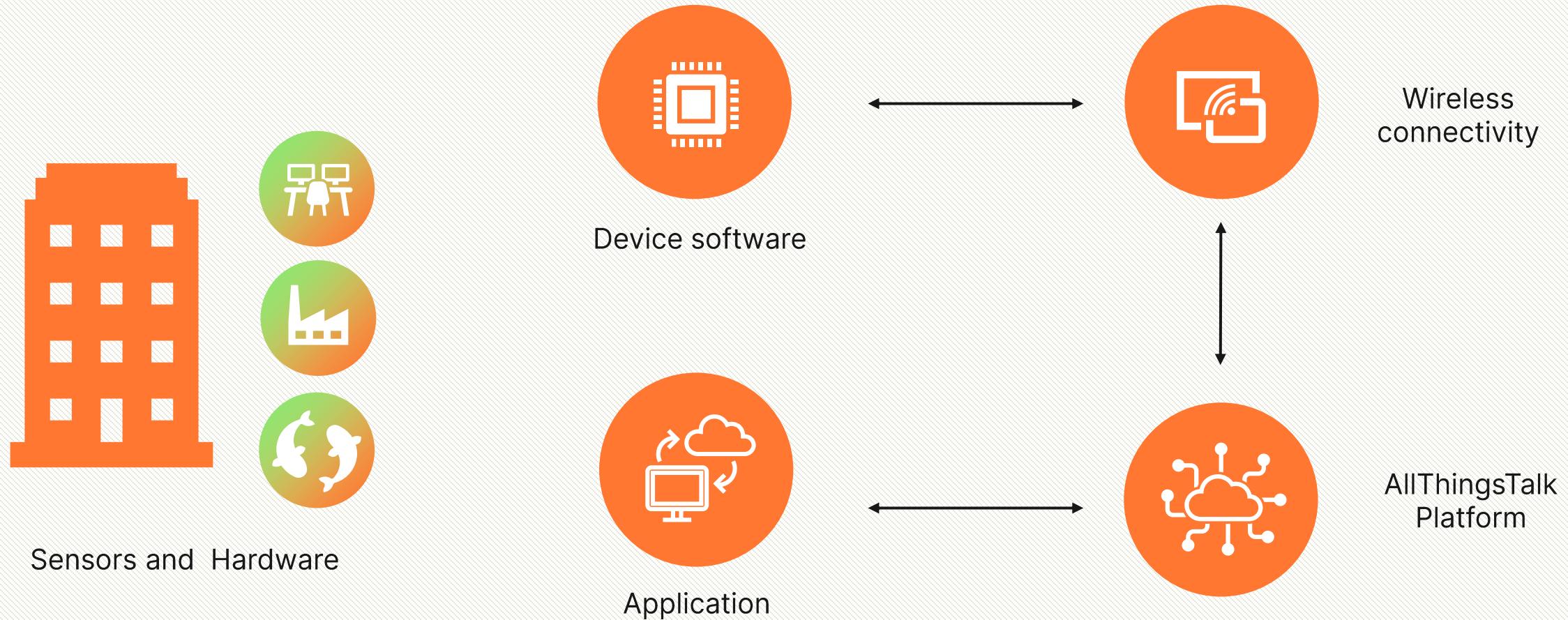
IoT Solutions

Enable technologies, build business

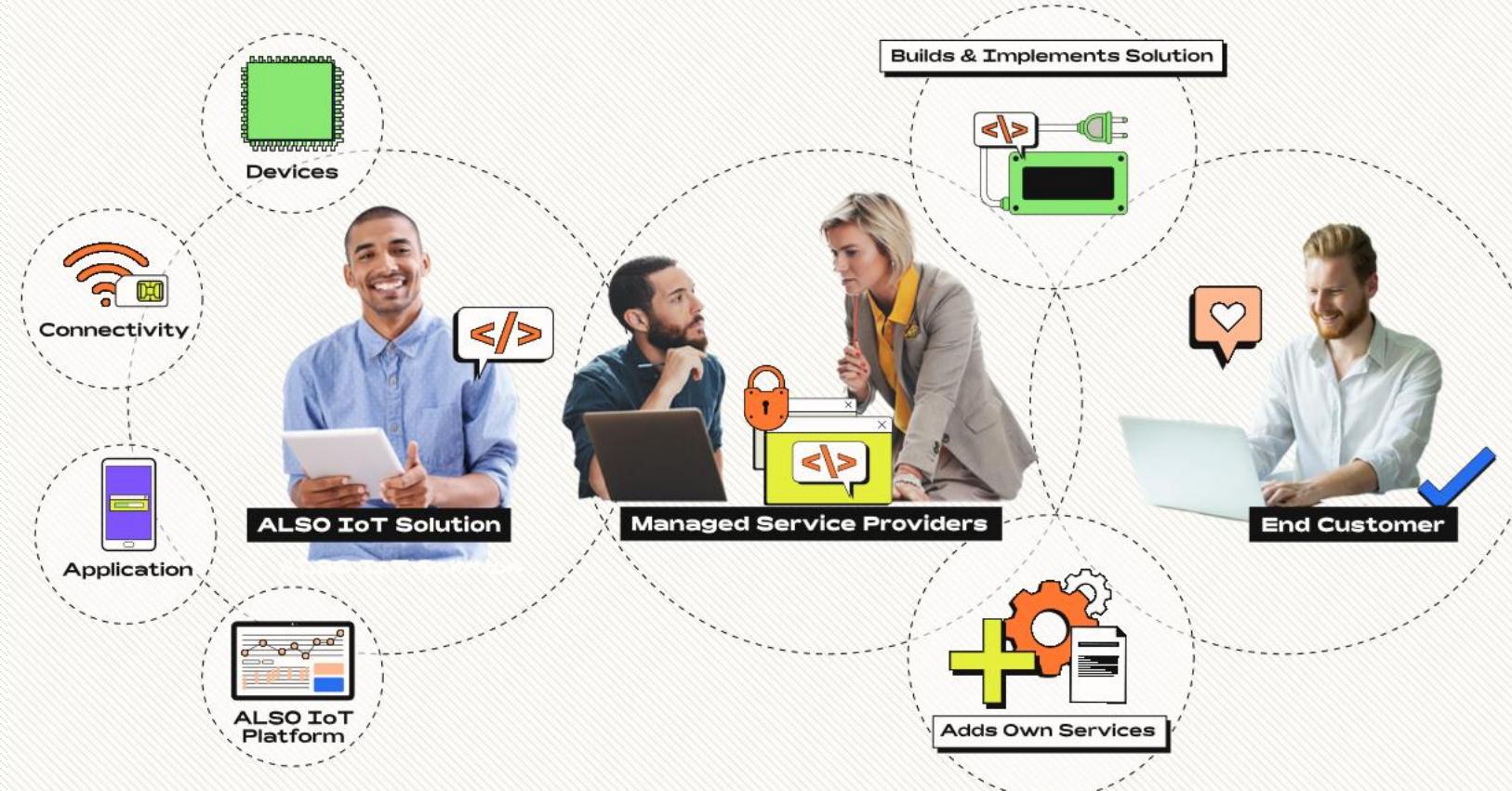
January 2026, ALSO IoT



IoT – Enablement in practice



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



1417297

ALSO

Location
Updated an hour ago

Leaflet | © OpenStreetMap contributors

Temperature - last 24H
Updated an hour ago

GSM Signal Strength - Last 24H
Updated an hour ago

Location History-Today
Updated an hour ago

Temperature
Updated an hour ago

6 °C

Battery Voltage
Updated an hour ago

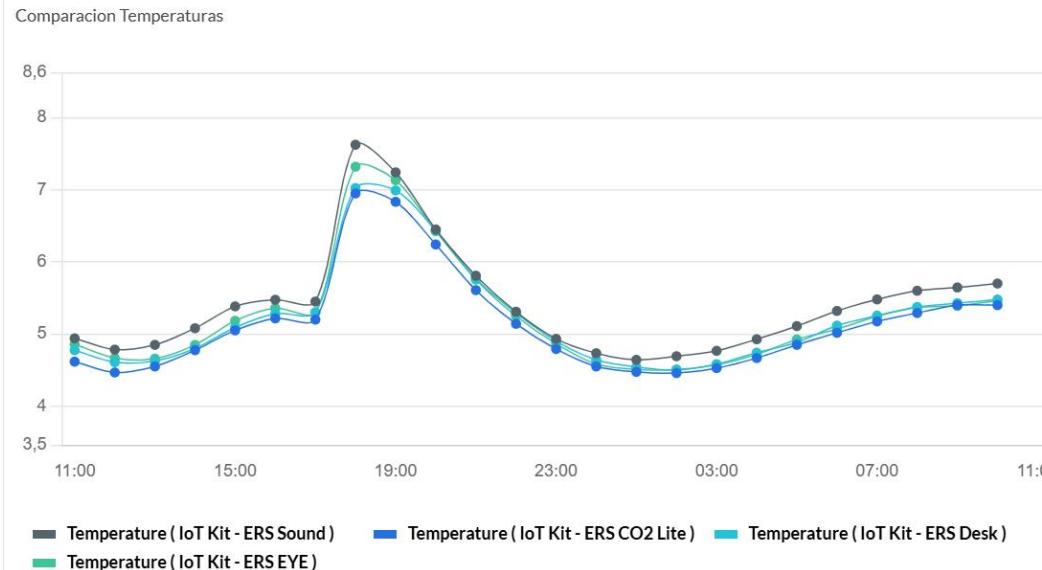
Location History-Yesterday
Updated an hour ago

ALSO IoT

ALSO IoT comparison



!!Pinboard ALL ELSYS QR Code on Sensors

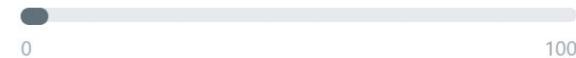


Comparación Nivel de Luz



Image
Updated 8 months ago

5.4 °C



Temp EYE Sensor
Updated 4 minutes ago

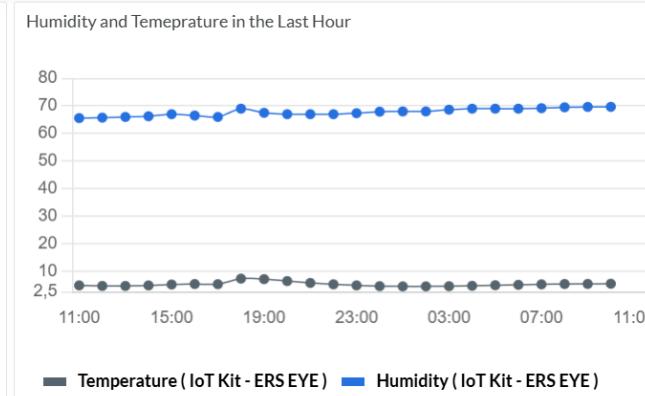
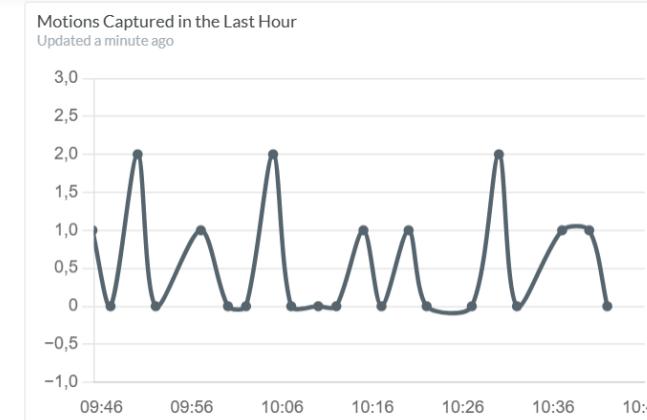
5.5 °C



ALSO IoT asset insights



Pinboard ERS EYE



IoT Event Kit
Updated 8 months ago



Area occupied?
Updated a minute ago

Someone is present

Current Light Level
Updated a minute ago

1 Lux

Current Temperature
Updated a minute ago

5,5 °C

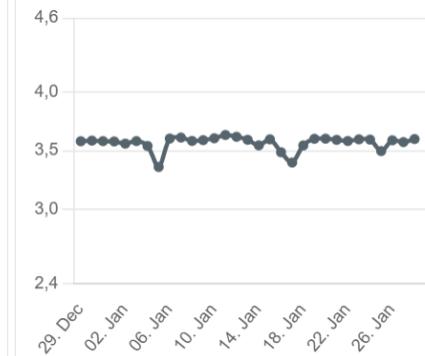
Battery Life
Updated a minute ago

Battery life good

Latest Motion Detection Data
Updated a minute ago

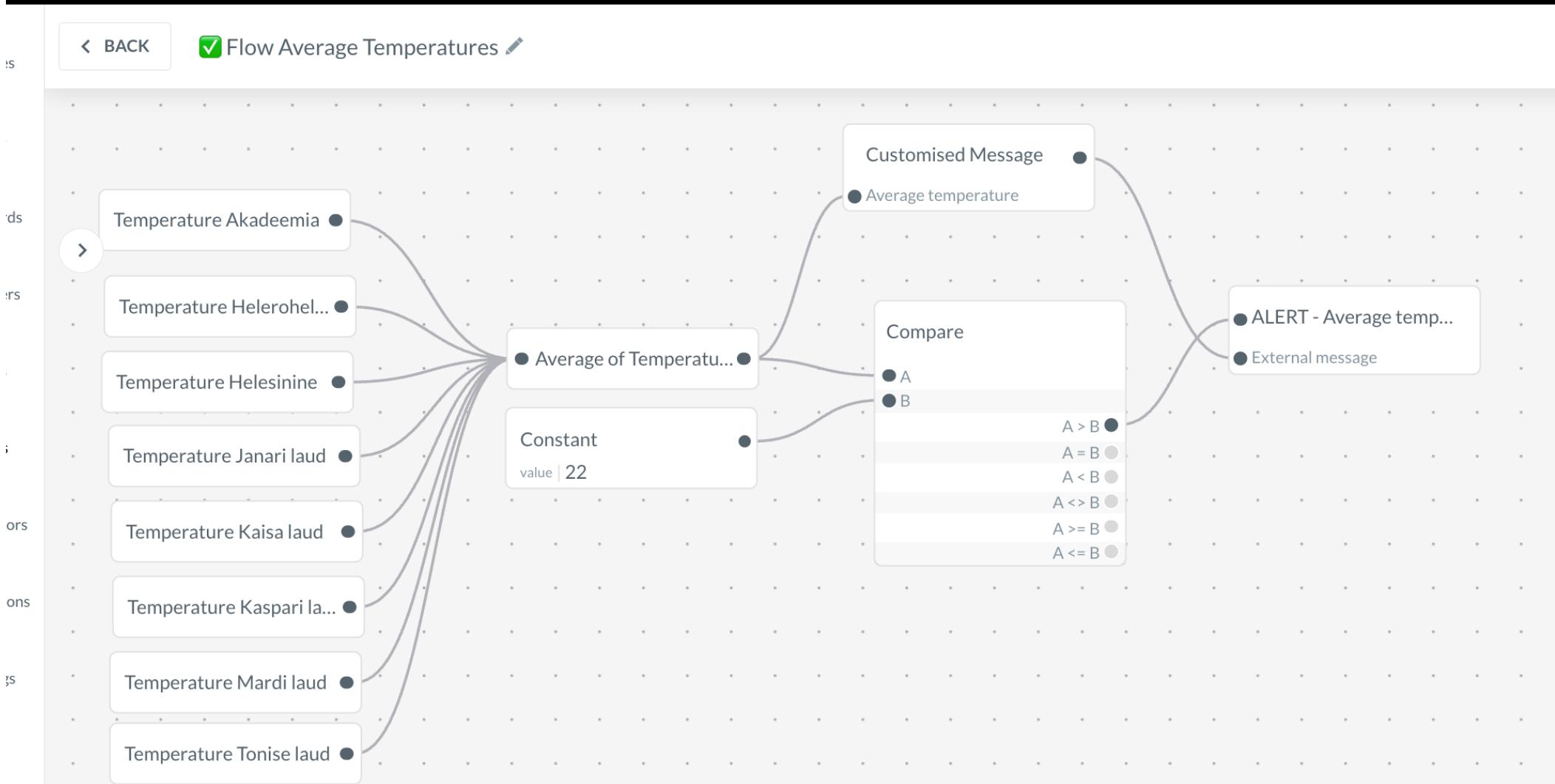
Value	Timestamp
0	2025-04-10T15:33:45
0	2025-04-10T15:28:45
0	2025-04-10T15:23:45
0	2025-04-10T15:23:32
2	2025-04-10T15:18:45
2	2025-04-10T15:17:15
...	2025-04-10T15:17:15

Device Battery Level in the Last 30 Days
Updated a minute ago

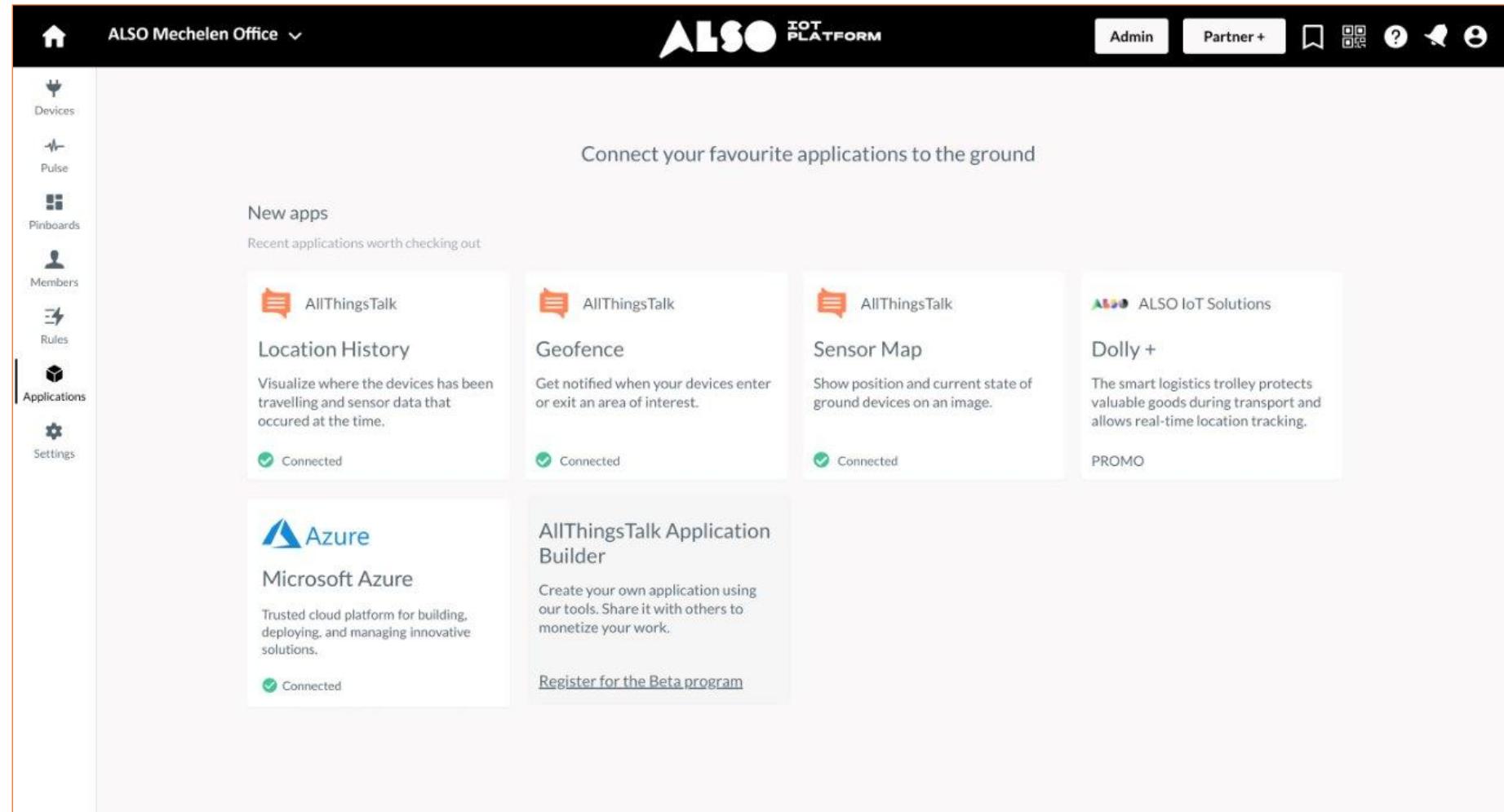


◀ BACK

✓ Flow Average Temperatures



ALSO IoT applications



The screenshot shows the ALSO IoT Platform interface. The top navigation bar includes a home icon, the text 'ALSO Mechelen Office', the ALSO logo with 'IOT PLATFORM' text, and buttons for 'Admin', 'Partner +', and various icons for notifications and help. The left sidebar has a vertical list of icons: Devices, Pulse, Pinboards, Members, Rules, Applications (selected), and Settings. The main content area features a heading 'Connect your favourite applications to the ground' and a section titled 'New apps' with the sub-instruction 'Recent applications worth checking out'. There are six application cards displayed in two rows of three. The first row includes 'AllThingsTalk Location History' (Connected), 'AllThingsTalk Geofence' (Connected), 'AllThingsTalk Sensor Map' (Connected), and 'ALSO IoT Solutions Dolly +' (PROMO). The second row includes 'Microsoft Azure' (Connected) and 'AllThingsTalk Application Builder' (with a link to 'Register for the Beta program').

Connect your favourite applications to the ground

New apps

Recent applications worth checking out

AllThingsTalk Location History

Visualize where the devices has been travelling and sensor data that occured at the time.

Connected

AllThingsTalk Geofence

Get notified when your devices enter or exit an area of interest.

Connected

AllThingsTalk Sensor Map

Show position and current state of ground devices on an image.

Connected

ALSO IoT Solutions Dolly +

The smart logistics trolley protects valuable goods during transport and allows real-time location tracking.

PROMO

Microsoft Azure

Trusted cloud platform for building, deploying, and managing innovative solutions.

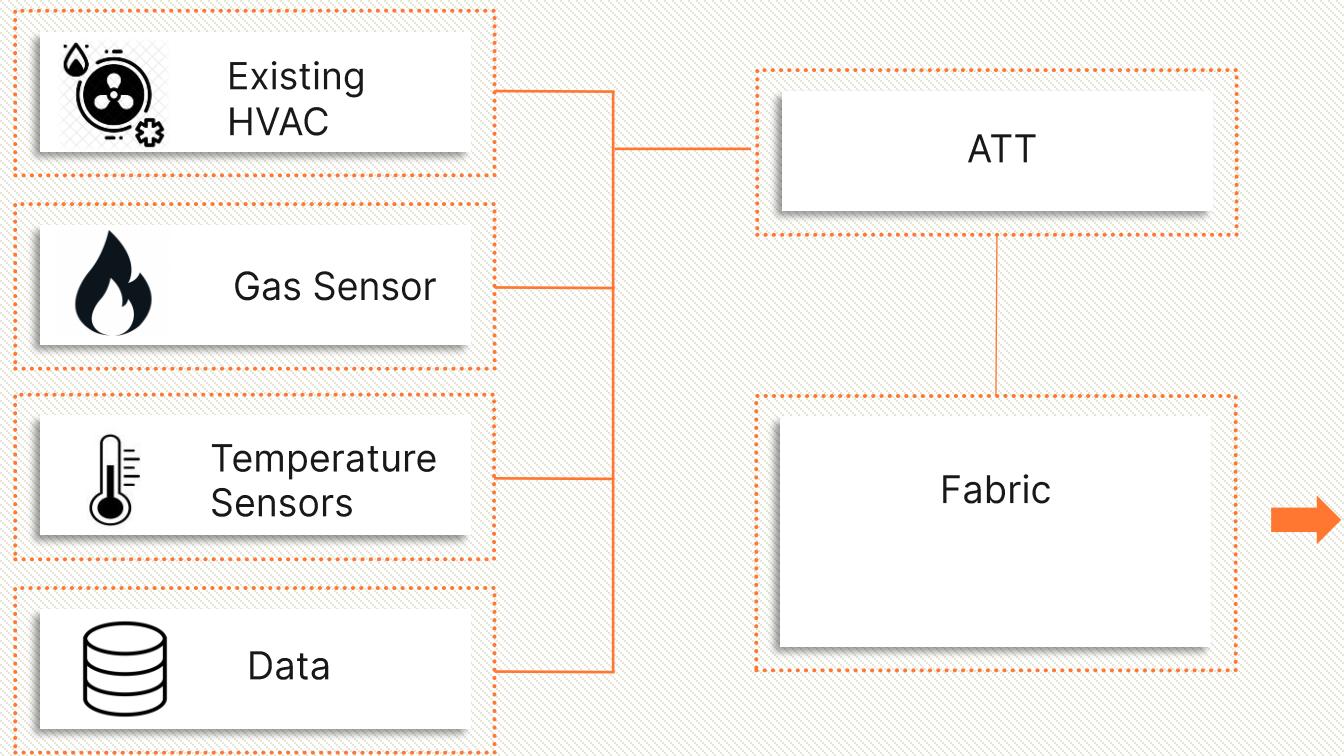
Connected

AllThingsTalk Application Builder

Create your own application using our tools. Share it with others to monetize your work.

[Register for the Beta program](#)

Example: Energy monitoring:



- ▶ POWER BI DASHBOARD:
- ▶ Differential gas consumption monitoring.
- ▶ Temperature analysis
- ▶ Forecasting gas consumption
- ▶ Anomalies detection.
- ▶ Real time Energy Costs estimation per hour.

Vendors & collaborators



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



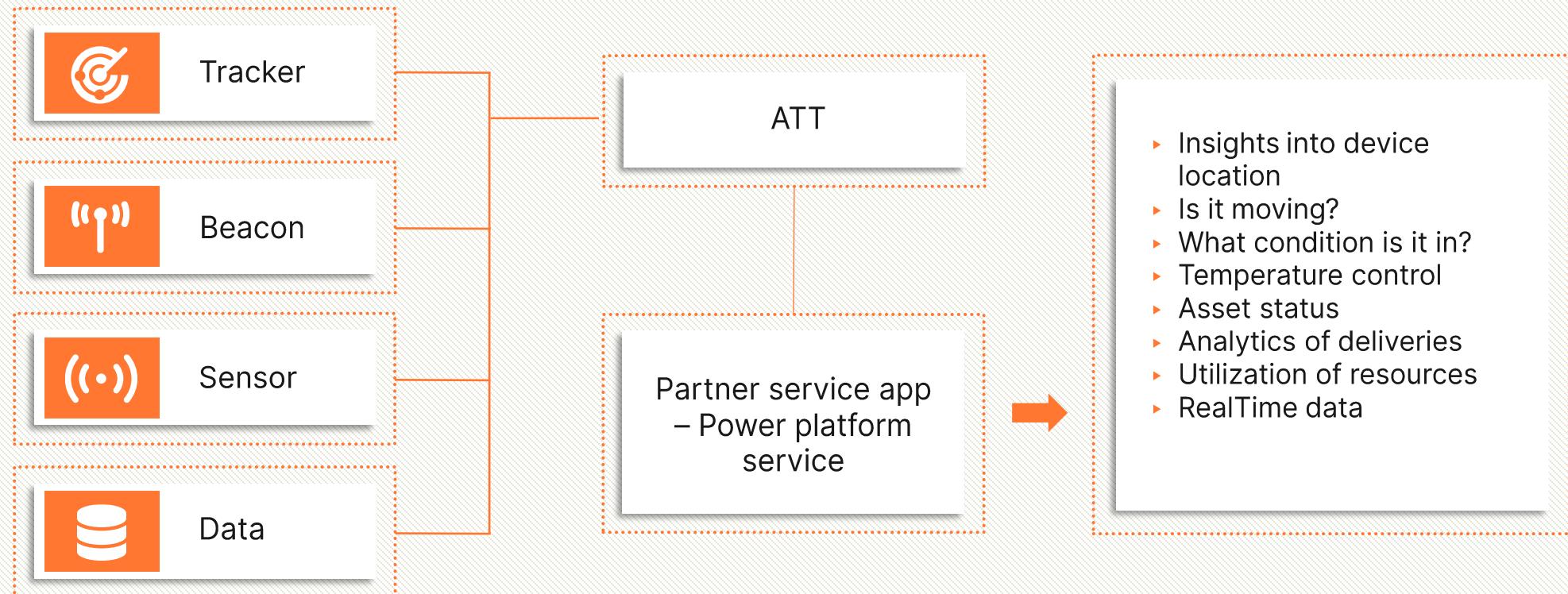
Asset tracking



- ▶ **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 uses 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 companies
 - ▶ Total: Over 1.5 million companies in Germany could benefit from IoT solutions for equipment tracking and management.

Automotive industry:

- ▶ Teltonika Telematics – Beacons,
- ▶ Digital Matter



Industry

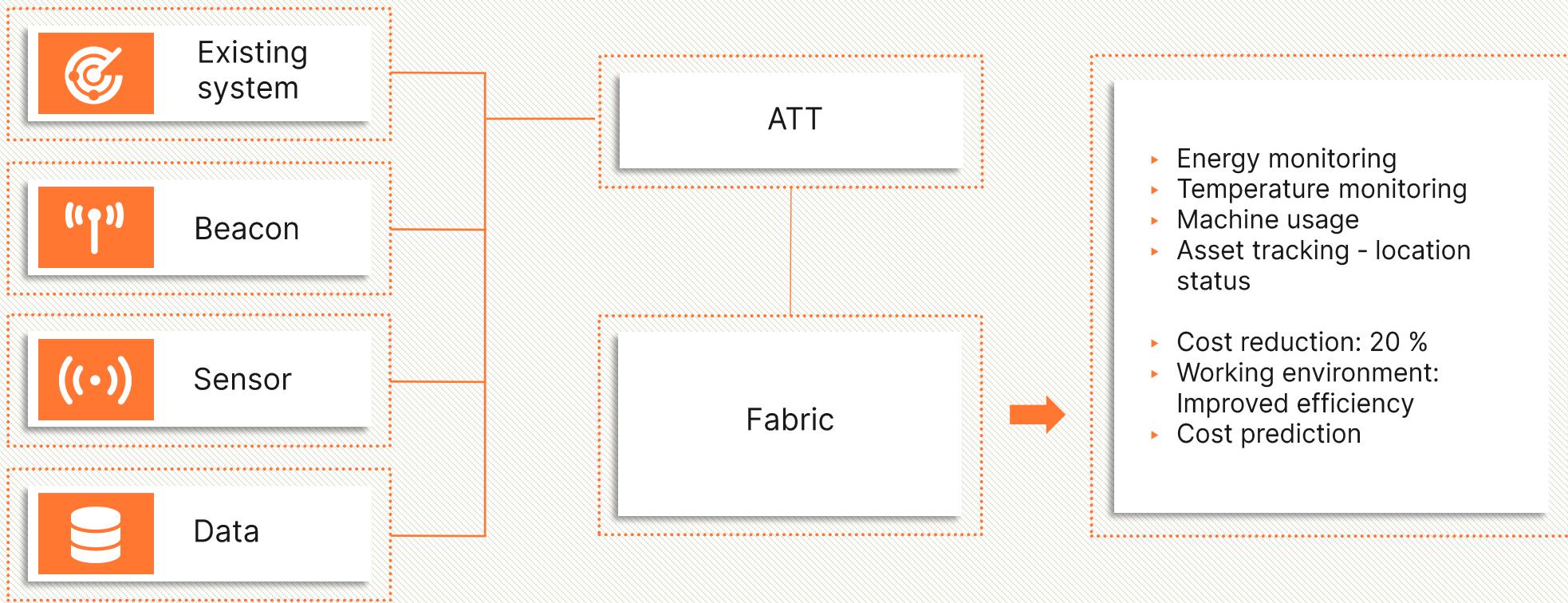
- ▶ Predictive Maintenance: IoT sensors monitor the condition of machinery
- ▶ Energy optimization: monitor usage and automate consumption
- ▶ Monitor locations and usage of equipment
- ▶ Sustainability reporting



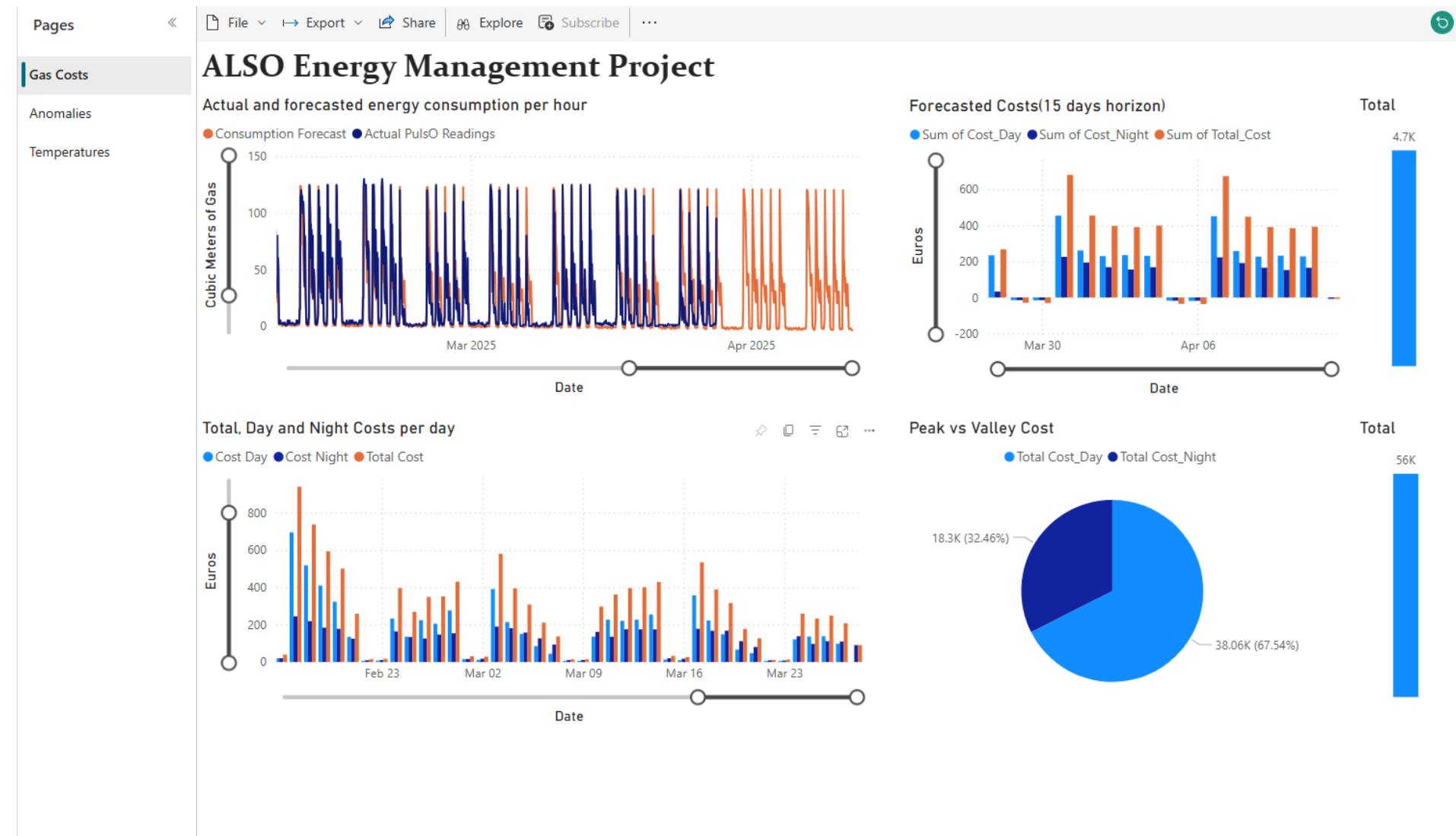
Vendors used:

- ▶ 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: Predictive 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:
 - ▶ $50 \text{ machines} \times 2 \text{ failures} \times 8 \text{ hours} \times \$10,000 = \$8,000,000$
 - ▶ 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
 - ▶ $\$2,000,000 \times 15\% = \$300,000 \text{ annual savings}$

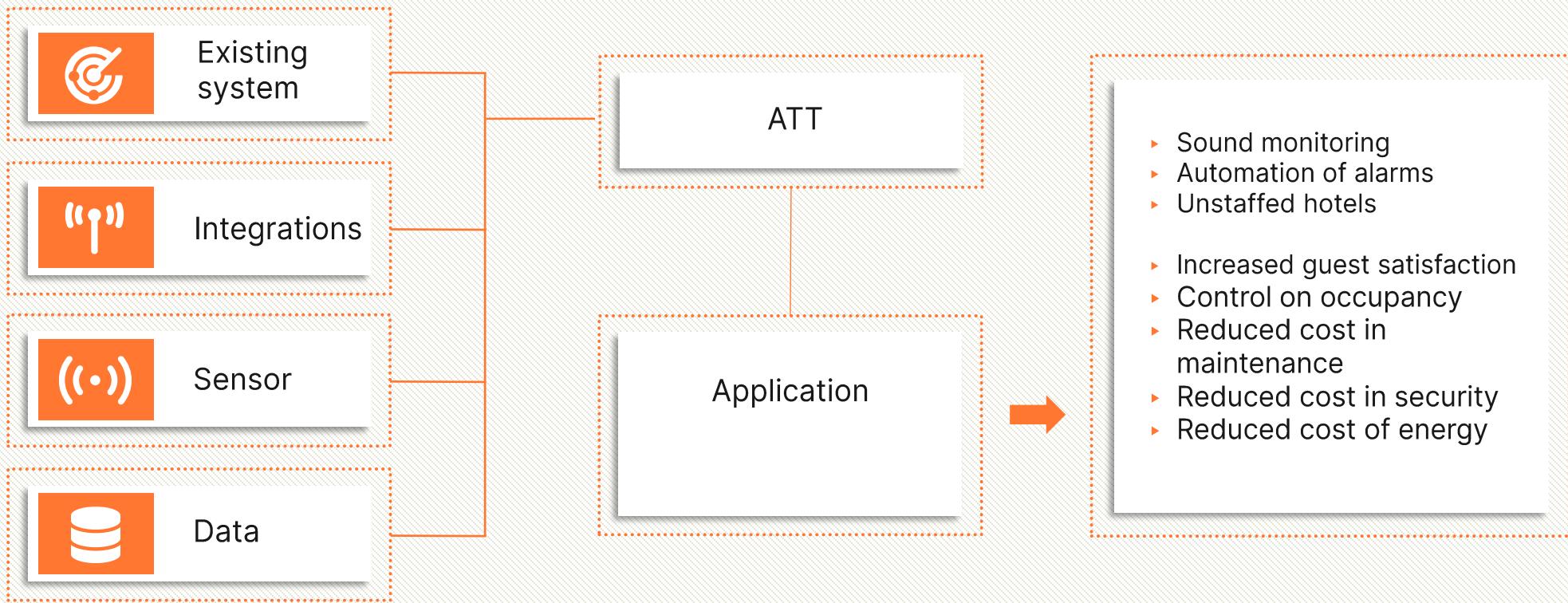
Building

- ▶ 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.



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