

# Internet of Things



*With continuously improving connectivity infrastructure and the emergence of technologies such as 5G, the Internet of Things (IoT) is experiencing unprecedented growth – the worldwide number of IoT-connected devices is projected to increase to 43 billion by 2023, an almost threefold increase from 2018, according to McKinsey.*

While adoption of IoT devices is growing exponentially, so is the range of real-life use cases, creating truly life changing results. Although the potential is great, there is a hesitancy amongst organisation to take the leap to implementing their own applications.

How can FarrPoint help?

Farrpoint is able to provide an outside, independent perspective of current operations and working practices, challenging current thinking within organisations in order to develop business outcome focused strategies based on our deep understanding gained from working with a wide range of public sector organisations over a number of years.

From planning the viability of your project to assisting with the final procurement of the implementation, our Consultants can help you navigate every step of your IoT journey.

## Services we offer

Our team of Consultants can help in various ways to help with IoT Strategy and Implementation, including: Digital Policy, Strategic Planning, Technical Advice, Commercial Advice, Procurement Advice & Data Analysis.

**1**  
**IoT Strategy**

**2**  
**IoT Implementation**



# 1. IoT Strategy

## Overview

Our strategy service helps organisations cut through the hype and identify the IoT applications that can deliver tangible results. This is a bottom-up approach; by identifying the requirement, use cases and applications ahead of technology, we aim for a solution that brings real benefit. We work closely with clients to develop a business case to demonstrate the value IoT will deliver to the organisation and the wider community and provide a roadmap of the steps required to realise this value.

### Estimates Engagement Duration:

2-3 Months

## Project objectives

- To work with you to help understand the realistic benefits that IoT can offer, backed up by use cases from organisations similar to yours.
- To identify all services offered by your organisation and investigate the areas IoT can be applied too to deliver the most benefit.
- Explain how an IoT plan can help you align with your organisation’s wider digital and business goals.
- Map current digital infrastructure in your area of interest to determine if IoT can be supported and deliver effective services.
- Provide a detailed roadmap identifying your next steps to achieving this change.

### Your challenge

### How FarrPoint can help

Struggling to see past the ‘hype’ and understand if IoT has true potential to deliver more effective services in your organisation.	We will provide a detailed review of use cases where IoT services have been successfully implemented in organisations like yours.
You know IoT can be used to deliver improved benefits to your services, but you are unsure which services will benefit most.	We will work closely with you to map the current high-level services your organisation already has in place and identify where IoT can deliver the most benefit.
You have an uncertainty that IoT will not deliver the benefits promised.	We will help you discover every way in which IoT could enhance your services but remain focused on what is realistically achievable and has the highest chance of delivering the most benefit to you and your users.
You are unsure if your area of operation has adequate infrastructure to support IoT solutions.	FarrPoint will work with you to produce a detailed map of digital infrastructure provision in your area using our bespoke GIS mapping platform.

### Project phases

<b>1</b> Understand business objectives, existing infrastructure and coverage.	<b>2</b> Develop bespoke Use Cases that align with organisations’ digital goals.	<b>3</b> Produce strategy documentation, including in-depth reporting and analysis focusing on solutions that are both realistic and achievable.
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## 2. IoT Implementation

### Overview

Our implementation services assist organisations planning an IoT roll-out. This can include developing coverage maps to determine the optimum location for gateways, planning backhaul, and evaluating the supplier marketplace and technology options to ensure the most appropriate solution is deployed. This would typically include for example, formulating a network design around existing client assets, thereby maximising value for our customers.

### Estimates Engagement Duration:

1-2 Months

### Project objectives

- To help you understand and visualise the extent and impact of an IoT network in your area.
- Advise on where and how your IoT network would provide best coverage for your area and identify optimal locations for deployment.
- Support you in understanding what associated equipment would be required to allow you to set up an initial IoT network without necessarily having to deploy a fully blown solution.
- Offer advice on how to connect Gateways and Sensors centrally so that you can collate and analyse the data captured
- Explain the security and hosting requirements to ensure that you operate a compliant and secure IoT network.

### Your challenge

You're not sure what a "good" IoT network would look like for your area,

You're not sure where to locate IoT Gateway (base station) equipment.

Never having been involved in setting up an IoT solution, you're unsure of what equipment would be required.

You need some help to understand how the various components and equipment would work together.

### How FarrPoint can help

In-house resource that can design and plot a graphical representation of how your network would look which would include details of coverage and signal strengths.

FarrPoint can assist in understanding your available assets which could be used to host IoT Gateway locations such as buildings and land.

Providing advice on the type of equipment required across the network and help demystify the complexity to ensure you know what equipment would work for your initial and ongoing requirements.

FarrPoint can offer advice on how best to set up the equipment and sensors so that they gather and store information in a form that can easily be analysed.

### Project phases

**1** Understand client requirements and vision for IoT Networks.

**2** Identify and evaluate potential solutions from technical, commercial and procurement perspectives.

**3** Develop clear plan for implementing the strategy, technology, procurement, service users and operational impact.

For more information  
**farrpoint.com**

