

IoT Solutions Program

Creating an ecosystem that leverages leading technologies to deliver industrial-grade IoT solutions

As the Internet of Things enters a phase of steady growth and main-stream adoption, organizations face the challenge of creating IoT-driven business models that scale while maintaining cost efficiencies.

At Solace, we believe industrialgrade event distribution enables the robustness, flexibility and agility it takes to achieve that goal.

That's why we're partnering with technology and solution experts to create pre-integrated, proven solutions to the most challenging IoT problems, helping companies quickly prove concepts with small-scale pilot projects and cost-effectively roll out global services.

Learn more at solace.com/partners/iot

IoT solutions are complex and diverse, and no single company can meet every customer need. We are committed to creating pre-integrated IoT solutions by partnering with companies who have proven their ability to enable IoT through technology, platform and services offerings.

The Solace IoT Solution Ecosystem

Technology

Software providers who provide IoT-related functionality such as device management, visualization and streaming analytics, API management and IoT security.

Platform

IoT platform providers who support global deployments ranging from thousands to tens of millions of concurrently connected devices, and very large data/ event volumes.

Services

Systems integrators who design and deliver custom IoT solutions with the agility and scalability it takes to successfully profit from entering the IoT economy.

Program Benefits

We offer three partnership models: referral, resale and OEM. Regardless of commercial model, as a Solace IoT partner you will be able to tackle even the most challenging event distribution requirements. Together we will create a go-to-market plan that drives awareness and develop materials that help salespeople open doors and close deals.

Increase Awareness

- Press release announcing the solution, supported by blog posts, webinars and event presence
- Web page featuring the joint solution

Drive Sales

- Joint go-to-market planning and active co-selling
- Education of sales and pre-sales
- A joint solution brief, reference architecture and demo

Example Use Cases

Automotive

- Connected vehicle
- Digital services

Manufacturing

- Factory optimization
- Predictive maintenance
- Asset tracking

Energy

- Smart metering
- Smart grid

Transportation & Logistics

- Fleet management
- Track & trace
- Train operations

Government

- Traffic management
- Road pricing
- Waste management

Building

- Escalators & elevators
- HVAC management