Solace IoT Solution Program

Partner Program for Technology, Platform, and System Integrators.

solace.com/partners/iot

Mission

Work with top technology providers and system integrators to create pre-integrated solutions to the most challenging IoT problems.

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Focus Use Cases

IoT projects where an industrial-grade messaging backbone is critical

- Globally distributed devices and services

- Very large volumes of events and data

- Diverse cloud and on-premise environments

Automotive

- Connected vehicle
- Digital services

Energy

- Smart metering
- Smart grid

Government

- Traffic management
- Road pricing
- Waste management

Manufacturing

- Factory optimization
- Predictive maintenance
- Asset tracking

Transportation & Logistics

- Fleet management
- Track & trace
- Train operations

Building Operations

- Escalators & Elevators
- HVAC

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Technology Landscape

Business Applications	Maintenance	Optimization	ERP	SCM	MES	...
Integration & APIs	Integration	API Management	Streaming APIs			
Data Infrastructure	Reference Data	Time Series Data	Streaming Analytics	Machine Learning	Reporting	Data Services & Packaging	Location Services
Management Infrastructure	Remote Management	Security & Access	Identity & Entitlements	Device Shadow	Asset Monitoring & Management		

How can I stitch all this together?
Across geos, across clouds, at scale, in real-time?

IoT Frameworks & Protocols	Eclipse	EdgeX	OPC-UA	...		
Connected "Things"	Vehicles	Elevators, Escalators, HVAC	Equipment, Machines & Tools	Factories, Robots, Control Systems	Edge Gateways	Micro Controller Units	Track & Trace Devices

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Management Infrastructure	Remote Management	Security & Access	Identity & Entitlements	Device Shadow	Asset Monitoring & Management	
Solace PubSub+ Event Broker	Connectivity Management	Data & Event Distribution	Enforcement of Security & Access	Enforcement of Entitlements		
IoT Frameworks & Protocols	Eclipse	EdgeX	OPC-UA	...		
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Location Services

Track & Trace Devices

Hybrid IoT Event Mesh

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Partner Categories

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 many 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.

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Partnership Benefits

Solace offers three partnership models:

- Referral
- Fulfillment
- OEM

Increase Awareness

- Press release announcing the solution

- Supporting 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

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Technology Partners

We are looking for application and infrastructure software with which we can create pre-integrated solutions at the various layers of the IoT

- **Frameworks & IoT Protocols**
  Frameworks and gateways that connect 'things' and stream sensor data and alerts via MQTT to Solace and receive commands via MQTT/Rest.

- **Device Management**
  Device provisioning, security, access management, and data/command routing.

- **Identity & Entitlements**
  Management of identities of devices, orgs, owners and their entitlements at large scale

- **Security Infrastructure**
  Certificates management at large-scale

- **Reference Data**
  In-memory data grids and time series databases integrated with Solace streaming & request protocols

- **Streaming Analytics**
  high-volume and scalable integration of data streams

- **Machine Learning**
  AI/ML engines for training and run-time analytics

- **Reporting & Analytics**
  Reporting tools and dashboards

- **Location Services**
  In-door and out-door location services for asset tracking and quality monitoring

- **Integration**
  Tying integration platforms and ESBs to business applications and legacy systems with streaming data

- **API Management / Streaming APIs**: APIs that are able to expose real-time events and streaming data

- **Business Applications**: Integration of applications for predictive maintenance, factory optimization, etc.

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IoT Platform Partners

There are three ways Solace can help platform providers unlock more scale and evolve from batch oriented to real-time streams of data and events

Use PubSub+ to create a hybrid IoT event mesh to connect millions of devices and manage large volumes of events across a global deployment

Embed Solace as the internal event broker within the platform itself

Use Solace as a 3rd-party / customer application event-streaming API end-point

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Services Partners

Solace can be the foundation to create a robust, low TCO, and future proof event and data distribution mesh for these bespoke solutions.

- SI's and other services providers and System Integrators are often tasked with creating custom IoT solutions for their customers

- With Solace and our technology partners SIs can use pre-integrated tools and technologies, reducing delivery time and risk

Enables easy starts and exponential scalability

- Pilots and PoCs built with Solace let you scale to production volumes without re-architecting your system or re-writing services and applications

- Easily re-evaluate and change deployment decisions (on-prem, private cloud, public cloud, hybrid) at each phase of the project

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Getting Started

- **Visit solace.com/partners/iot**

- **Submit a short description of your partnering idea.**

- **We'll contact you to discuss next steps.**

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