

# / Avnet / IOTCONNECT Solutions Suite

Manage, Secure, Deploy

June 2026

AVNET®



# / About Avnet

Avnet is a global leader providing technology solutions to meet today's challenges

## Quick facts

- Founded in 1921
- Headquartered in Phoenix, Arizona
- AVT listed on the NYSE since 1960
- AVT listed on NASDAQ since 2018
- #181 on FORTUNE 500 (US) in 2025

**14,500+**

Employees  
worldwide

**2,000+**

Engineers around  
the world

**3.3M+**

Engineering  
community members

**450K**

Customers in  
140 countries

**250+**

Locations  
globally

**\$22.2B**

FY25 Revenue

# / Avnet as an AWS Partner

## Quick facts

- SaaS - IoT/ Edge AI accelerator platform - /IOTCONNECT built on AWS
- Differentiated professional service offerings
- Leader in global technology distribution and expertise



100+

AWS trained and certified professionals

30+

Years partnering with hyperscaler's

5+

AWS APN Partner Programs

20+

Marketplace, SaaS & Professional Service Listings

15+

AWS Qualified Hardware Devices

140

Countries served globally

# Avnet Investments

**AVNET**

CORE SEMI

**softweb  
solutions**

AN AVNET COMPANY

CLOUD APPLICATION DEVELOPMENT

**TRIA**  
AN AVNET COMPANY

EMBEDDED MODULES  
& BOARDS

**/IOTCONNECT**

IOT PLATFORM  
FOR OEMS

**W**  
**Witekio**

AN AVNET COMPANY

EMBEDDED SOFTWARE  
DESIGN SERVICES

**A**  
DESIGNED BY AVNET

SOLUTIONS DEVELOPMENT:  
ADVANCED APPLICATIONS GROUP



## IoT Sales Team

A global specialized IoT team focused on providing unique hardware, software and cloud expertise to OEMs



## Extensive line card

Semiconductors, IP&E, embedded systems, software and cloud



## Hardware Edge Design

Technology selection and support provided by 800+ Field Application Engineers



## Embedded Software Design

Design, develop, and integrate embedded OS, firmware, and application software



## Cloud and Digital Design

Complete IoT solutions (cloud, apps, data insights) built on IoTConnect



## Supply Chain and Logistics

Supply chain models to address each customer's priorities



## Lifecycle Management

Digital Managed Services, OTA updates, post sales support



# / The IoT Challenge

## DEVICES



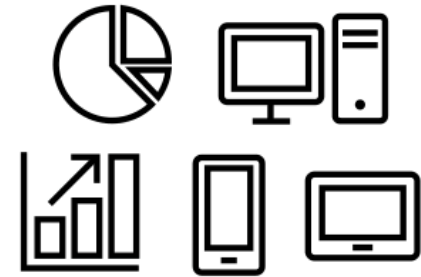
## GATEWAY



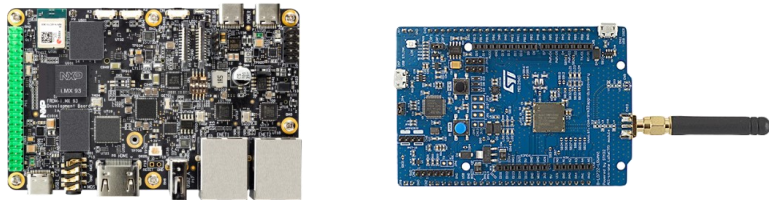
## IoT CLOUD PLATFORM



## DASHBOARDS & DECISIONS



## Hardware & Firmware



## Cloud



## Back-End & Experience



IoT solutions require skills across multiple engineering disciplines

# / The IoT Challenge

DEVICES



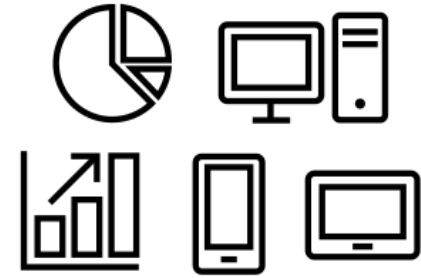
GATEWAY



IoT CLOUD PLATFORM



DASHBOARDS & DECISIONS



Hardware & Firmware

Cloud

Back-End & Experience

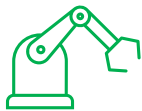
← / IOTCONNECT<sup>®</sup> →

IoT solutions require skills across multiple engineering disciplines

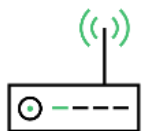
/ IOTCONNECT®

# /IOTCONNECT<sup>®</sup>

## Things



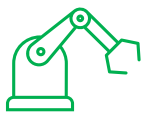
Connected  
Manufacturing



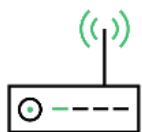
Industrial  
Gateway

# /IOTCONNECT<sup>®</sup>

## Things



Connected  
Manufacturing



Industrial  
Gateway

extracts

## Business Insights



Site  
Monitoring



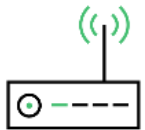
Predictive  
Maintenance

# /IOTCONNECT<sup>®</sup>

## Things



Connected  
Manufacturing



Industrial  
Gateway

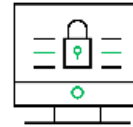
## Single Pane of Glass Web Experience



Manage your  
devices



View and analyze  
device data



Secure data  
and devices



Amazon  
QuickSight



Amazon Simple  
Storage Service



Amazon  
EventBridge



Amazon  
Relational  
Data Storage



AWS IoT  
Greengrass



AWS IoT  
Core

## Business Insights



Site  
Monitoring

















Predictive  
Maintenance

# /IOTCONNECT™

SaaS IoT Development Platform, built on AWS



- Amazon QuickSight 
- Amazon SageMaker 
- Amazon Kinesis 
- Amazon EventBridge 
- Amazon Managed Grafana 
- Amazon DynamoDB 
- Amazon Relational Data Storage 
- AWS IoT Device Management: Managed Integrations 

-  AWS IoT Core
-  AWS IoT Core for Sidewalk
-  AWS IoT Core for LoRaWAN
-  AWS IoT Greengrass
-  AWS IoT Greengrass nucleus lite
-  Amazon Simple Storage Service
-  FreeRTOS
-  AWS Lambda

# /IOTCONNECT<sup>®</sup>



One interface for AWS  
IoT services

# Customer Case Studies

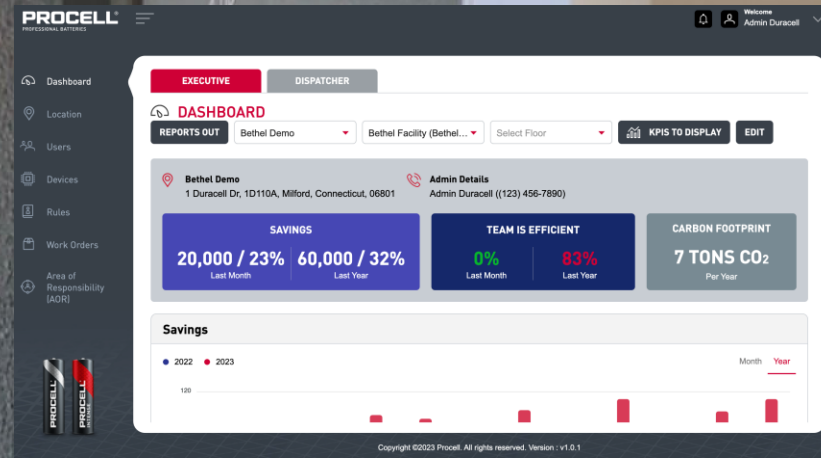
# Enabling battery powered OEMs

## SITUATION:

A professional battery OEM, which designs batteries and power solutions specifically for the needs of professional devices and industries. While other battery brands serve both retail and professional customers, our customer solely focuses on the professional market in order to guarantee products and services specifically designed for professional usage. As a result, Alkaline batteries are used by millions of professional end-users and leading professional OEMs around the world for its quality, reliability, performance and service.

## VALUE PROPOSITION:

- Common platform with other building management devices.
- Accurate fuel gauging insights based on device specific modeling.
- Centralized dashboard for device management
- Proven reference design with Firmware example code.
- Shortest time to market with lowest risk



→ [READ MORE](#)

## DEPLOYING IOT WITH AVNET HAS ENABLED:

Data science and IoT-enabled solution that provides information remote monitoring and actionable insights for facility management

Monitor all major battery-operated device types, while maintaining high customer satisfaction

Ability to find improvement opportunities in labor and asset dollars within facilities

## Strategic Opportunity to Provide OEMs Reference Designs to Integrate into Following Asset Types:

- Janitor / Sanitation (Paper Towel/Soap/Etc)
- Hospitality (Door Locks/Smoke CO2)
- Healthcare (PulseOx/BloodPressure/Therm)

# Restoration Monitoring Solution

## SITUATION:

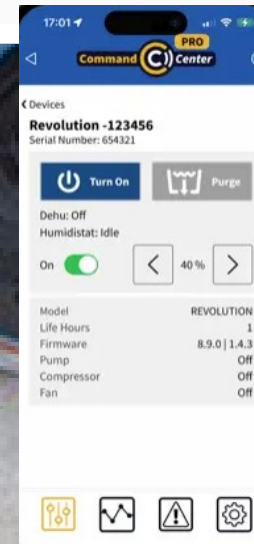
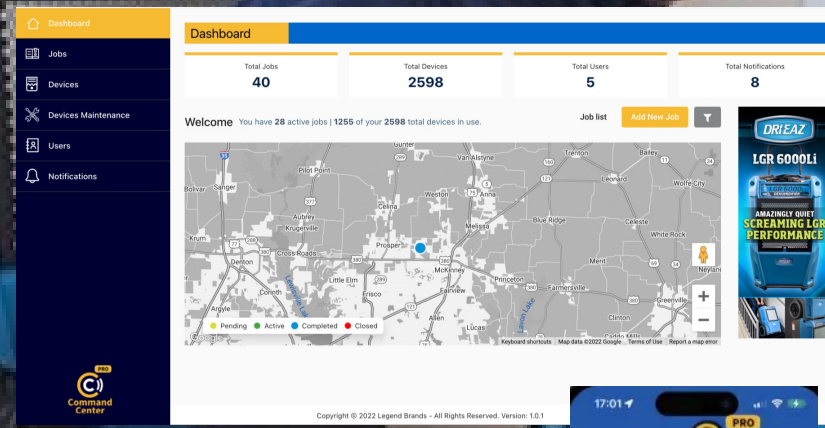
More than 50 years of providing innovative solutions for professional cleaners, restorers and facility managers. Legend Brands has been pushing the boundaries of innovation to provide cleaning and restoration professionals with cutting-edge equipment and chemicals. Our products are the go-to choice for professionals and consumers who want the best cleaning and restoration results.

## RESULTS:

- Ability to report actual usage for recent insurance mandated reporting
- Improved unit up-time for service providers
- Service tech able to manage multiple sites at the same time
- Utilizing BLE + WIFI multiple units remote or local cell phone monitoring
- Automated usage tracking and reporting
- Real-time maintenance notification filter replacement or unit malfunction

## Command Hub

Digitally connected, remotely monitored restoration equipment



→ [READ MORE](#)

## DEPLOYING IOT WITH AVNET HAS ENABLED:

Instant access to critical job data onsite on the Command Hub screen or remotely using the Command Center Pro app.

Monitor job trends performance graph displays up to 30 data points since the start of the job.

Built-in Bluetooth and Wi-Fi for onsite and remote management of jobs - seamless integration with Command Center Pro app.

Achieve ULTIMATE efficiency - integrates with Next Gear's MICA Mobility app for instant, accurate job data capture.

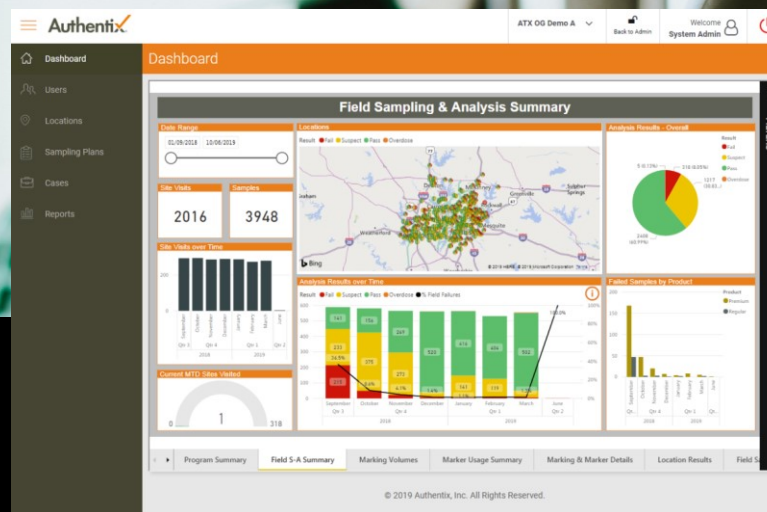
# Safeguarding the integrity of global commerce

## SITUATION:

Our Customer helps organizations to thrive in supply and distribution chain complexity. They provide advanced authentication solutions for governments, central banks and commercial products, ensuring local economies grow, banknote security remains intact and commercial products have robust market opportunities.

## VALUE PROPOSITION:

- Complete visibility on demand and supply pattern
- Identify the access points of the illegal product
- Advanced analytics and detailed reports with time stamps
- Actionable safety information and intelligence on demand
- Accelerate decision making process with complete visibility into supply chain performance
- Gain competitive advantage



## PRODUCTION IMPROVEMENTS:

- 21 assets made connected and smart
- 17% increase in productivity
- 20% decrease in downtime
- Overall profitability increased to 10% in just 6 months of implementation.

→ [READ MORE](#)

## DEPLOYING IOT WITH AVNET HAS ENABLED:

Data science and IoT-enabled solution that provides information of all distribution points

Monitor all major supply chain functions with sophisticated time-stamps ledger

Anomaly detection to improve your supply chain

Ability to find improvement opportunities in the supply chain with the facility to generate the report for sampling status to meet governance and compliance

# Next Steps

## Edge to Cloud IoT & Edge AI Solution Enablement

### Challenges

#### The Hidden Factors Slowing IoT Development for OEMs

Bringing an IoT solution to market is more complex than it first appears—and many OEMs quickly run into the same roadblocks. Building and retaining the specialized expertise required to support end-to-end IoT—across edge devices and sensors, secure connectivity, cloud integration, and platform management—is both difficult and resource-intensive. At the same time, navigating the IoT and edge AI ecosystems can feel overwhelming. With so many technologies, architectures, and vendors to choose from, it's not always clear how to move forward or who to trust. Engaging the wrong partner can lead to delays, increased costs, or solutions that fall short of expectations. OEMs are left trying to balance speed, scalability, security, and cost—often without the internal resources or guidance needed to get it right the first time.

### Avnet /IOTCONNECT Solution

#### Providing IoT expert professional services, software, hardware, and resources where and when customers need them

To address these challenges, OEMs need more than individual components—they need a partner who can help simplify complexity and move projects forward efficiently. At Avnet, we support IoT initiatives at any stage, whether that means filling specific gaps or helping guide a full solution. Our team works with you to select, design, and securely connect edge devices to the cloud, backed by experienced, cloud-certified engineers. Avnet also handle more complex aspects of IoT development, such as training AI models at the edge and implementing secure over-the-air (OTA) updates so devices remain protected and up to date throughout their lifecycle. At the center of this approach is the /IOTCONNECT SaaS platform, which helps streamline IoT solution development. It simplifies device onboarding and management, supports scalable cloud applications, and integrates built-in security. Built on AWS, /IOTCONNECT provides a flexible foundation that helps reduce development time and bring secure, scalable solutions to market more efficiently.

Accelerate your IoT project completion and have peace of mind that your solution is scalable, robust, secure, and flexible for your IoT projects and needs. Edge-to-cloud disciplines are all available from one partner, Avnet

#### Edge device component and hardware design expertise

For 100+ years Avnet has been a leader in providing hardware solutions for our customers. We'll help you design, source, and customize far edge and gateway devices. We're a trusted experienced partner you can rely on.

#### Peace of Mind

With Avnet, you can be confident your IoT solution will be scalable, secure, and built for real-world performance. /IOTCONNECT is a managed, proven SaaS platform—that means less time spent managing infrastructure and more time focused on delivering value to your customers.

#### Cutting edge embedded software, device connectivity, and secure connectivity services

In 2019 Avnet acquired Witekio to cement our leadership in the embedded software design space. We now have 120+ Embedded Software focused engineers on staff worldwide.

#### Help at any stage of your project

Whether you're at the very beginning or already in progress, we meet you where you are in your IoT journey. From initial planning and business case mapping to full solution delivery, we support at any development phase along the way.

Contact our IoT experts — [mailto:iot@avnet.com](mailto:mailto:iot@avnet.com)

## End-to-end IoT enablement

Hardware, software, IoT SaaS, cloud, expertise in a single platform, Avnet's deep experience to development and eliminate multiple vendors.

## Architecture & control

Abstracts complex, giving you a secure, managed, connect, monitor, and while streamlining

## Capabilities on AWS

Features like device and, real-time and historical, zation, and secure OTA, scale quickly and focus, less challenges.

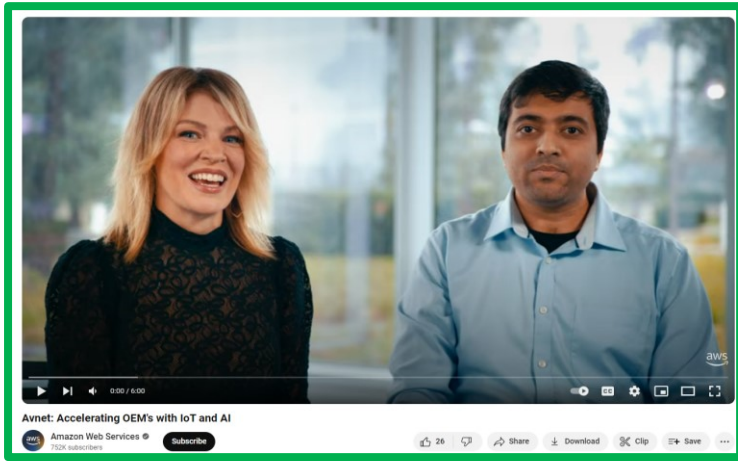
Available for a free trial on [HERE](#)

Qualified Software

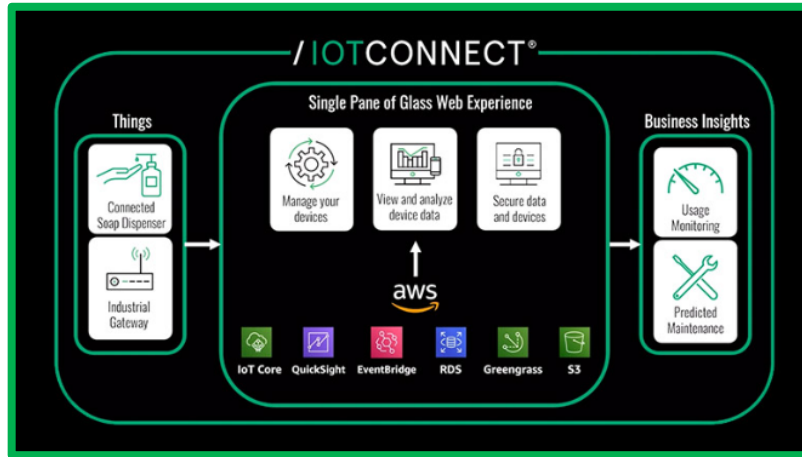
Contact us!

Learn more

# /Resources



[Avnet and AWS:  
This is My Architecture](#)



[Avnet  
/IOTCONNECT Webinar](#)



[/IOTCONNECT Quick Start  
Development Kits](#)

# /IOTCONNECT Quick Start Enablement

IoTConnect Guides are available today on the following development kits:

- 1** **ST Discovery Kit for IoT node with STM32U5 series**  
This development kit features Wi-Fi, Bluetooth, a number of sensors and support for expansion through Arduino, STM32 and Proton™ interfaces. Engineers can use this kit to develop connected devices such as wearable sensors, as well as smart home or smart industry applications.  
[LEARN MORE](#)
- Microchip WiFi32-IoT Development Board**  
This development board features the PIC32MZ101 WiFi module with PCB antenna and TrustZone hardware security engine. Additional interfaces, including MicroBUS™, enable the developer to quickly add sensors, a perfect IoT development platform. Get started with a smart monitoring solution using the on-board temperature and light sensors.  
[LEARN MORE](#)
- Avnet MaaXBoard SBC based on NXP i.MX 8M**  
Based on NXP's i.MX 8M processor based single board computer, this kit is perfect for smart devices at the edge. It offers the power to process both video and audio locally and run high level operating systems (Android, Windows, IoT Core, Linux).  
[LEARN MORE](#)
- Renesas CK-RX65N Cloud Kit Based on RX65N MCU Group**  
This kit combines the RX65N MCU with an LTE Cellular CAT-M1 module and Ethernet connectivity. With IoTConnect support, you start capturing data in the field and send to the cloud in minutes.  
[LEARN MORE](#)
- Infineon XENSIV Kit with PAS CO2 sensor**  
The XENSIV™ connected sensor kit is ideal for battery-powered IoT devices. Its small size hides a lot of performance. With both Wi-Fi and Bluetooth connectivity, the kit includes a CO2 sensor and the OPTIGA™ Trust M security device. The kit works with IoTConnect's Secure Device Management features to provide IoT connectivity with total end-to-end security.  
[LEARN MORE](#)

**Pick a Board**

Access our quick start landing page to look at the variety of developer board options that we have enabled. Select which board fits your need.

**2**

## IoTConnect SDK for STM32-U5 based on X-Cube-Azure

SDK and sample application to connect [STM32U5 IoT Discovery Kit](#) to IoTConnect.

The QuickStart Guide below provides a binary image to program the board for quick evaluation of the sample application.

- [QuickStart Guide](#)

Use this Developer Guide to setup the project and modify the source to further develop using the sample application.

- [Developer Guide](#)

The BG96 Module from the [P-L496G-CELL02 Combo](#) is also supported by this project. To run your board with this module, follow the respective BG96 sections linked in the Developer or QuickStart guides.

**Access GitHub**

Click the GitHub link to see the sample code we have created for each of these developer kits. These include templates and dashboards.

**3**

## Select a Personal Plan

Test Drive

### 2 Months Free

- Messages **30K (Max)**
- Devices **5 (Max)**
- Users **5 (Max)**

**SUBSCRIBE NOW**

*No Credit Card Required.*

**Sign up for Free Trial**

Using the provided link from the quick start guide, sign up for a free /IOTCONNECT account and demo all of the design acceleration features.

**4**

Temperature: 30.979  
Pressure: 843.168  
Humidity: 14.748

Env Sensors

Time	Pressure	Humidity	Temperature
14:15 pm	843.168	14.748	30.979
14:30 pm	843.168	14.748	30.979
14:45 pm	843.168	14.748	30.979
15:00 pm	843.168	14.748	30.979
15:15 pm	843.168	14.748	30.979
15:30 pm	843.168	14.748	30.979
15:45 pm	843.168	14.748	30.979
16:00 pm	843.168	14.748	30.979

Device Command

Select Command:  Parameter Value:  **Execute Command**

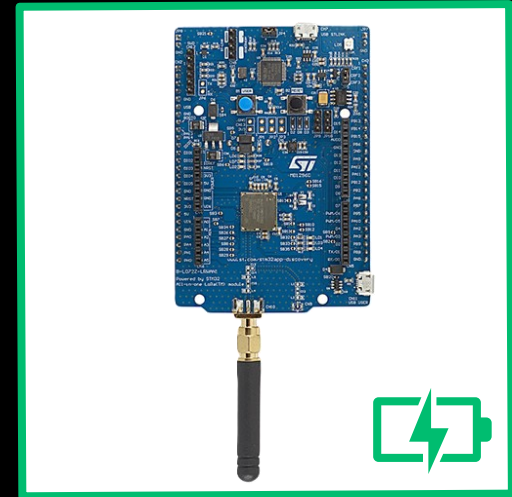
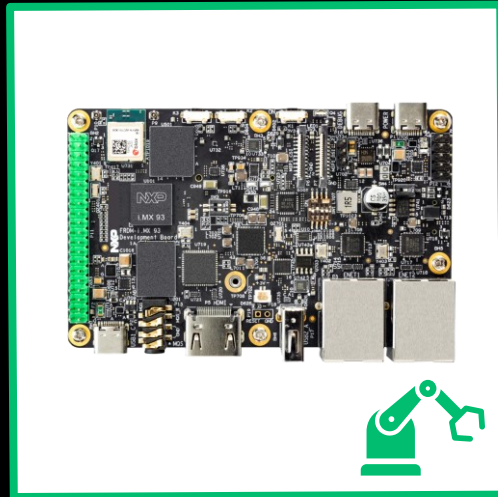
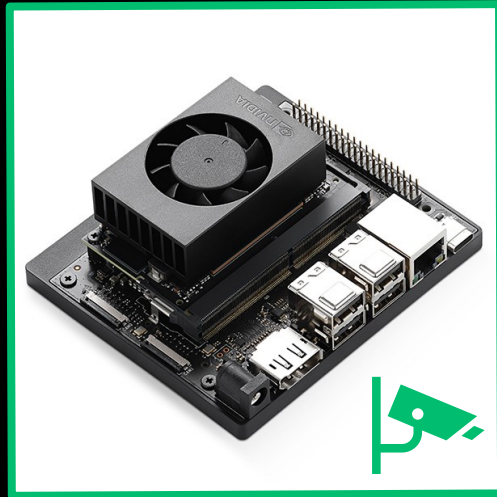
Command	Executed On (UTC)	Status	Executed Count

**Start Developing**

With dynamic dashboards and easy onboarding widgets, /IOTCONNECT makes designing for your application simple, secure, and scalable.

# Appendix

# /IOTCONNECT<sup>®</sup>



/IOTCONNECT is the simplest way to connect, manage, and securely deploy ALL device types

# /IOTCONNECT™ Supports All Devices



AWS IoT Core



AWS IoT Core for  
LoRaWAN amazon sidewalk



AWS IoT Greengrass  
+ Greengrass lite

Device  
Types



Connected  
Devices



Gateway &  
Child Devices



Private  
LoRaWAN  
Base Station



Private  
LoRaWAN  
Concentrator



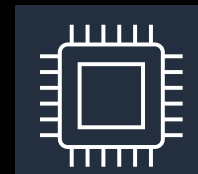
Public  
LoRaWAN  
Device



Amazon  
Sidewalk  
Device

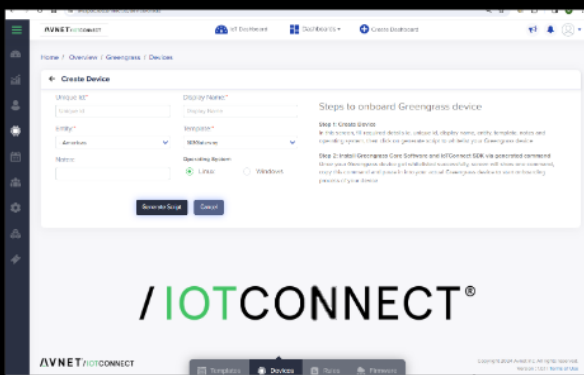


Edge Server  
or Gateway



Memory Constrained  
Edge Device

Device  
Enablement



AWS IoT  
Greengrass



/IOTCONNECT™ enables ALL devices types through a single pane of glass.

# / IOTCONNECT<sup>®</sup> SaaS Application in Action

Dashboard

Total Jobs: 40

Total Devices: 2598

Total Users: 5

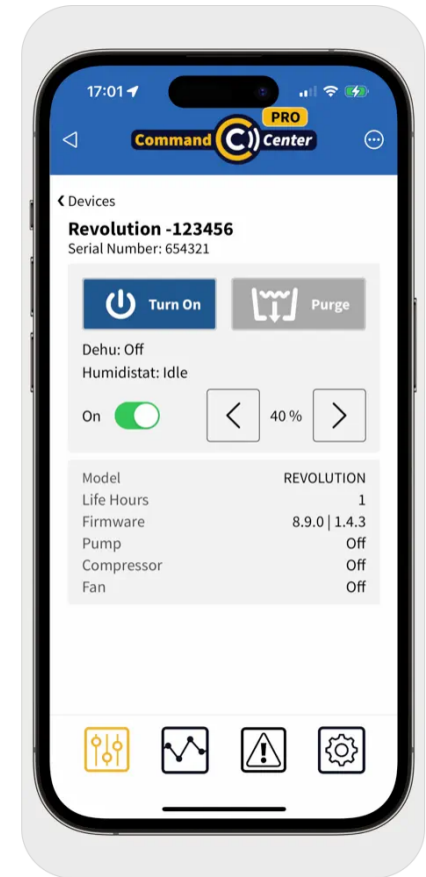
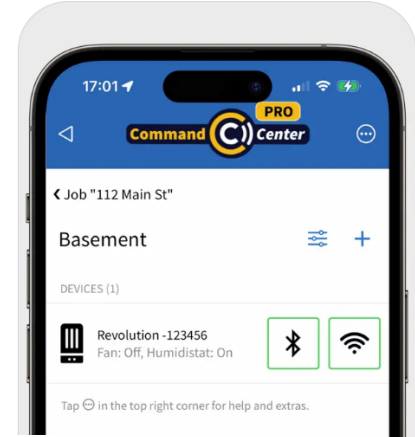
Total Notifications: 8

Welcome You have 28 active jobs | 1255 of your 2598 total devices in use.

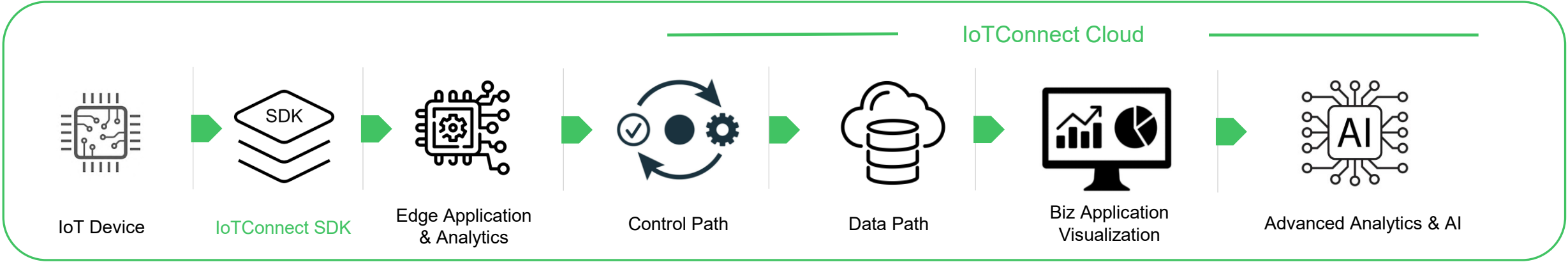
Job list Add New Job

Legend: Pending (Yellow), Active (Green), Completed (Blue), Closed (Red)

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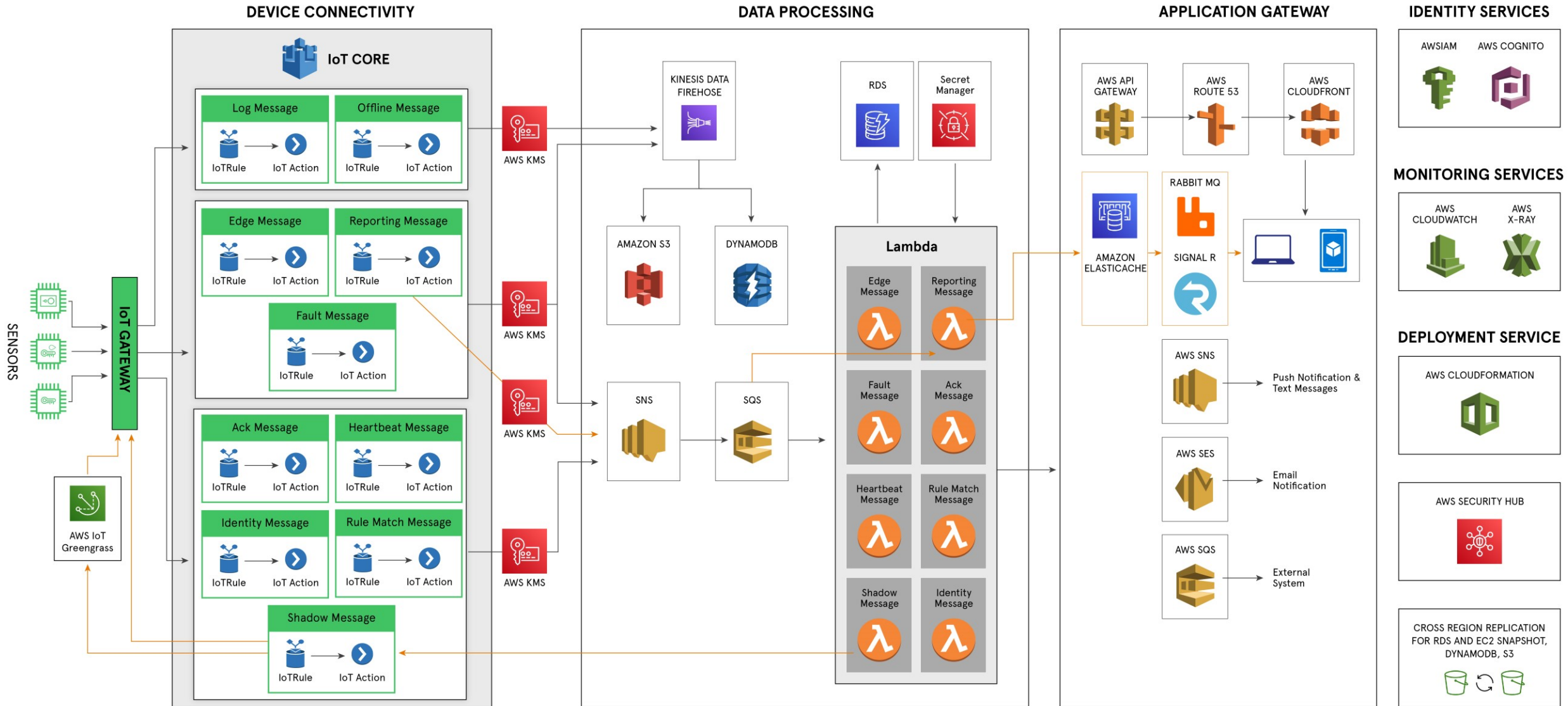


# /IOTCONNECT Building Blocks w/ AWS



FreeRTOS	Python	Greengrass	IoT Core	RDS	QuickSight	SageMaker
C			EventBridge	S3 Data Lake	Grafana	
<b>Transport</b>			Kinesis	S3		
amazon sidewalk	LoRaWAN™ PRIVATE   PUBLIC		Lambda	DynamoDB		

# /IOTCONNECT Platform Architecture

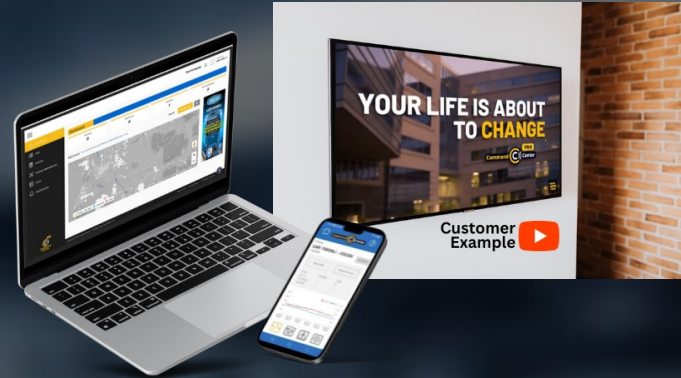


# //IOTCONNECT Developer Personas



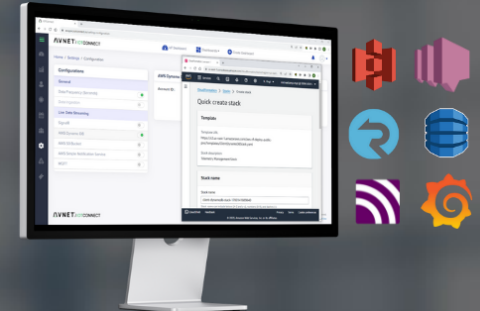
- Device, User, Roles, and Entity Admin
- Security manag
- Basic dashboarding
- Internal Ops

**Device Builders & Deployment Managers**



- RESTful API
- Predictable URLs
- Intelligent error handling
- OAuth 2.0 authentication
- Access to all IoTC functions

**Application & UX Developers**



- Dynamo DB, S3
- Signal R
- MQTT
- Grafana
- AWS SNS

**Cloud Developer & Data Science**

# //IOTCONNECT SDKs: Deliver a Positive Developer Experience



## Objectives:

- Deliver device-builders a positive developer-experience
- Integrate into the Avnet Supplier's development flow and ecosystem
- Provide confidence for a successful outcome at the onset of our customer's IoT journey



## Software Resources

- IoTConnect Enablement, Witekio, and Softweb service teams
- Access to global and scalable Avnet software services
- Skills: C, Python, Java, OS/RTOS, Applications, AI/ML



## Deliverables

- IoTConnect Library
- SDK (C / C# / Python / ...)
- Test Strategy
- Platform Targeted Samples
- Developer Guide
- QuickStart Experience

# / Device Enablement: SDKs

## Generic SDKs

Multiple Languages and Environments



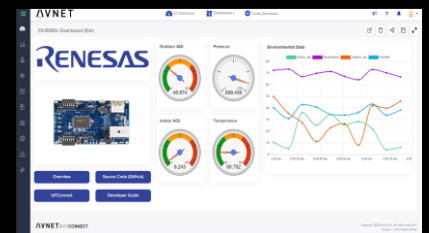
## Platform-specific SDKs

Development Boards and Embedded Hardware



 <https://docs.iotconnect.io/iotconnect/sdk/>

 <https://github.com/avnet-iotconnect/>



# /IOTCONNECT AWS Demo Examples



**Urban Sound Event Classifier**  
ML Acceleration Engine for Low-Power MCUs

1 - Audio Detection - 1 Device

Notifications

Date	Resource	Event Name	Condition	Severity
Jan 02, 2024 22:02:30	ml-ai-demo-01	Rule Matched	class == "Tupai"	

Sensor Location

Sound Generator (mciBMAX)

Audio Channel

CPU Usage

SENSOR 1 STATUS (S-1)

NO ACTIVITY

S-1 CONFIDENCE

AI/ML Audio Classification

**RENESAS** **EDGE IMPULSE** **SYNTIANT**

MCI-RASYN

Commands

UP

BACK OK SYNTIANT NEXT

DOWN

MESSAGE COUNT

Telemetry

Attribute	Time	Value
inferencelabel	2024-01-12 01:23:15	600
msgCount	2024-01-12 01:23:15	600
inferencelabel	2024-01-12 01:23:15	600

Command Usage (20-min)

Edge ML Voice and Motion Detection

**NINJA**

Grill State: ON

Grill Temp (F): 425

Temp Indicator

Even Cooking Surface

DEMO OVERVIEW

Temperature

Grill Movement and Position

Device Command (SINAMMCL01)

Command	Executed On (UTC)	Status	Executed Count
setTemp 600	Jan 12, 2024 07:16:36	Success	2
grill_unlock on	Jan 12, 2024 07:16:27	Success	1
grill_unlock on	Jan 12, 2024 12:02:00	Success	1
grill_unlock on	Jan 12, 2024 15:16:19	Success	2
grill_unlock on	Jan 12, 2024 16:16:19	Success	1

Consumer Indoor Grill

# Customer Solutions Library Examples



### People & Vehicle Monitoring

**Facility Management Company**

**Challenge**  
Needed to track vehicles and people entering/exiting multiple facilities in near real-time. Monitoring lobby occupancy and detecting unauthorized parking required constant manual surveillance.

**Solution**  
Edge AI models processing RTSP camera streams for person and vehicle detection. Models converted for edge hardware compatibility. Meta-data pushed to IoT Hub with user notifications per use-case rules. Violation reporting dashboard with hourly, daily, weekly, and monthly analytics across all CCTV feeds.

**Key Results**

- Multi-camera real-time monitoring
- Automated violation alerts & notifications
- Rule violation analytics dashboard
- Edge-deployed AI model integration

### Smart Factory – Pharma Compliance

**Leading Global Pharmaceuticals Company – Title 21 CFR Part 11**

**Challenge**  
A leading, vertically integrated global pharmaceutical company needed an efficient way to adhere to stringent compliance requirements (Title 21 CFR Part 11) while monitoring the factory environment in real time to ensure optimum product quality across their manufacturing facilities.

**Solution**  
Connected 74 PLCs (Panasonic, Siemens, Mitsubishi, Allen-Bradley, Omron) via Masibus MINT Gateway 3003. Mobile dashboards enable factory floor supervisors and management to monitor the environment in real-time from anywhere. Machine learning enables devices to alter course without human intervention.

**Key Results**

- Mobile dashboards for real-time factory monitoring from anywhere
- ML-enabled autonomous device control — saving time and resources
- Wireless sensor continual monitoring of key environmental variables
- Cloud data analysis to identify areas for improvement
- Title 21 CFR Part 11 compliant

Hardware: 74 PLCs, Masibus MINT I/Os, Dell Edge Gateway 3003 | Connected to IOTCONNECT

### Water Metering & Lighting Solution

**CONFIDENTIAL** HPL APAC BUSINESS & VALIDATION

**Use Case Description:**  
HPL Electric & Power Limited is India's leading electric equipment manufacturer and pioneer in Smart Energy meters; now, they are getting into Smart water meters & Smart Lighting Solutions.

**Customer's pain point:**  
HPL is planning to enter the Smart water segment, and is targeting to install smart water meters as part of the overall smart city solution in India based.

**Solution proposed:**

- Supply of Kerlink Gateways
- IOTCONNECT with AWS IAS

**Critical success factors:**

- HPL is committed to Kerlink Gateways use case
- Cost optimization of IOTCONNECT for this infrastructure
- Large client of theirs needs AWS India

Internal / external eco-system involving HPL + Avnet + AWS + Kerlink

Way and have Smart Water Meter & Lighting for LoRA Module Basic Tier of scale

→ READ MORE

**DEPLOYING IOT WITH AVNET WILL ENABLE:**

- Stable platform to support scaling to few million devices
- Enhanced Device Management Insights and Gateway Visualization Health Dashboard
- End-to-end support

### Hand-Gesture Robotics Control (Qualcomm QCS6490)

This demo showcased real-time Vision AI inference running fully at the edge on Qualcomm QCS6490. Hand-gesture recognition was used to control both direction and speed of a robotic vehicle. ROS2 messages were generated from inference output and streamed to a live robotics simulation, while telemetry and inference metadata were securely ingested into IOTCONNECT.

**Target Hardware:**  
Tria Vision AI-KIT 6490 (Qualcomm Dragonwing™ QCS6490)

**Technologies Used:**  
AWS IoT Core, ROS2 (Jazzy), YOLOv5 Hands V2 Model, Qualcomm AI Stack, SMARC 6 Production Module

Vision-based Robotics Control

Updated with physical robotic arm – come see at EW – Abacus booth\*\*

ROS2 + IOTCONNECT

Buy from Newark

IOTCONNECT Quick Start

Robotic Car Demo

### AI-Powered Visual Detection System

**ASP** Advanced Sterilization Products

**Next Generation Connected Hospital Sterilization Solution**

**SITUATION:**  
Every day, millions of people around the world visit a healthcare facility. The care and handling of instruments used to treat patients is vital to their health outcome, and there is no room for error.

Advanced Sterilization Products is a leader in infection prevention, dedicated to creating the products, solutions, and processes needed by practitioners to protect patients during their most critical moments. Our ultimate responsibility is to the patient—it is our job to elevate the standard of care for patients everywhere, and we are committed to continuously advancing infection prevention technologies that healthcare depends upon.

**VALUE PROPOSITION:**

- ARR is expected to be \$325K
- Targeting 12 Customer Wins
- New Product Introduction
- 20K connected STERRAD devices current market
- New Platform Development, utilizing Green Grass via Container
- Nine (9) Full-Time Equivalent (FTEs) Engaged
- Solution Architect (1), Java Lead (1), Front/Backend Dev (3), QA/QC Automation Engineers (4)

WVS sellers can now drive customers to Software's SI services via our MP supporting downstream goals. Think SI, think Software: 20+ years of experience 500+ installed, with proven accelerators.

LAUNCHED

### Next Generation Connected Hospital Sterilization Solution

→ READ MORE

**DEPLOYING IOT WITH AVNET WILL ENABLE:**

- Avnet Connected Team Leading Development of Next Gen Platform
- Monitor all major assets within a facility to increase operational efficiencies
- Customized Experience with Avnet's Acceleration Frameworks
- Containerized approach to limit onsite installations
- Hire/promote Software as an SI!

Contact Us for Champion Case Studies Aligning with YOUR Customer Use Case!