

IMC RFP Project

Vendor Validation for
IoT Software Platforms



IMC RFP Project Overview

The IoT M2M Council is developing template RFP documents to be used by IoT Adopters inside (and outside) of its membership to source IoT software, complete with lists of vendors that meet the RFP criteria. Development of these documents is managed by Beecham Research, and includes these project tasks...

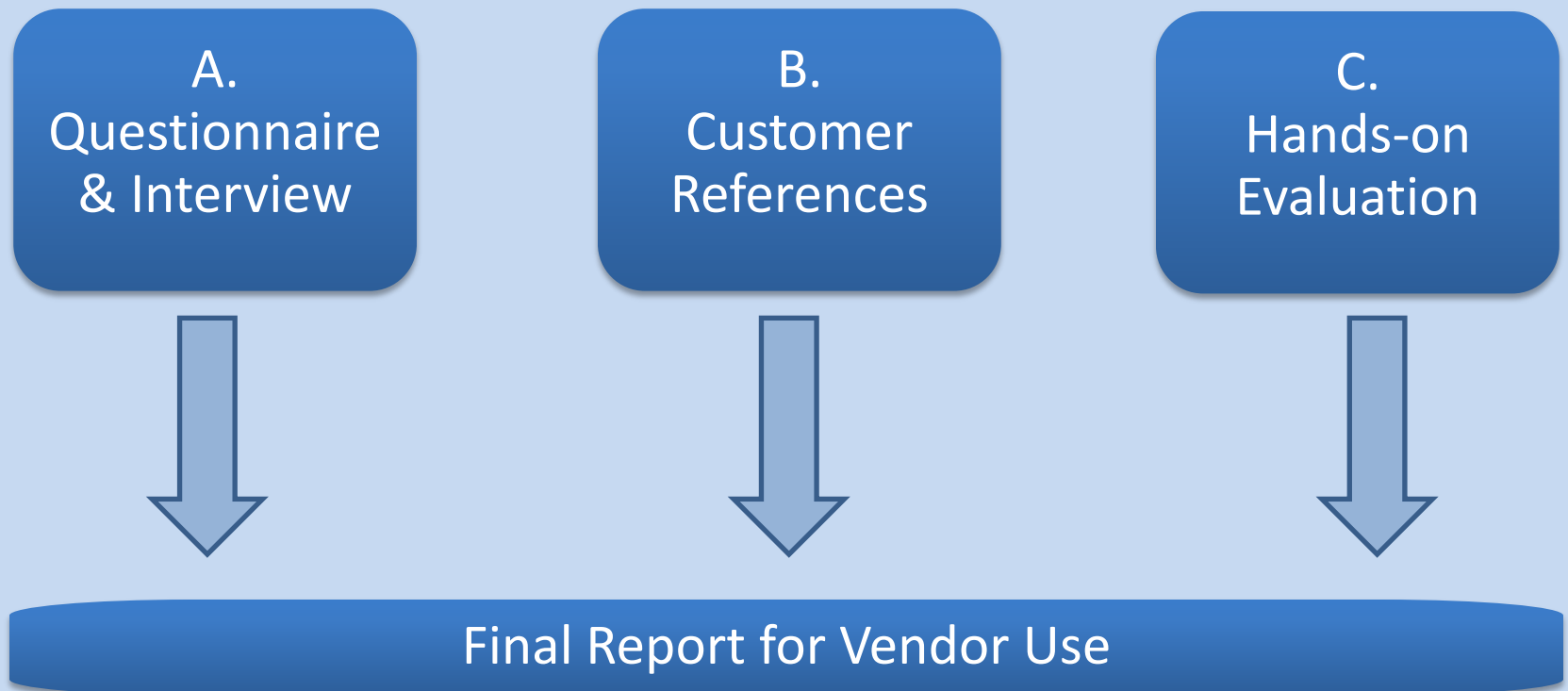
Development of RFPs – largely completed by July 2017, documents developed in an open-source process with input from numerous vendors and users on wiki platform (www.imcrfps.wikispaces.com).

Validation of Vendors – ongoing, participating IMC Sustaining companies and non-member vendors are evaluated by Beecham, receiving an independent report and inclusion in the finished RFPs.

Distribution of RFPs / Vendor Lists / Reports – commencing September 2017, distributed to 20,000 self-identified IoT buyers on IMC member rolls, and promoted with large-scale efforts outside of IMC membership. Vendors are licensed/encouraged to use their evaluation reports as they see fit for their own sales pipelines.

Vendor Validation Process

Three key elements conducted in parallel to minimise elapsed time.
Output from each element captured in Final Report





Benefits to Vendors & Adopters

- Quick response to RFPs – speeds up purchase decisions – shortens the sales cycles (*for Vendors*) and time to implementation (*for Adopters*).
- Vendor Lead Generation – IMC will integrate lists compliant vendors, then pass-along leads from qualified buyers that opt-in for RFP access.
- Open-Source Benchmarks – IMC RFPs are based on an open-source evaluation of needs – rightfully reinforces credibility of compliance.
- Customer in-field usage references – will be anonymised – provides Adopter assurance, differentiates Solution Providers.
- Hands-on evaluation by third party – independent review provides further credibility, differentiation in a crowded market.
- Opportunity for frequent updates – evaluation of implemented software changes can highlight recent vendor developments.

A. Questionnaire & Interview

- A detailed questionnaire directly related to the RFP to be completed by IoT Platform vendor. Approximately 100 questions covering:
 - General functionality of the platform
 - Specific service offerings available on the platform
 - Customer Interface & Usability
 - Service Levels (Tariff structure, Billing, QOS commitments, Help Desk)
 - Security Provisions
 - Standard Compliances
- A follow-up interview with the vendor may be required to cover specific points arising from the questionnaire response.
- Provides a ready response to Adopters putting out an RFP.
- Vendors benefit from periodic updates to the Validation Process.

A. Questionnaire/Interview Output

Output/Deliverables will be a Summary ‘Heat Map’ (following slide) that shows evaluation results...

- Aims to help adopters to identify the key criteria important to their needs.
- Focuses on platform categories – connectivity management, device management, application development, data management, analytics, plus security.
- Can be updated at any time – provides vendors with opportunity to highlight recent improvements in their offerings.

A. Questionnaire/Interview Heat Map

CRITERIA

NOTE: Evaluation criteria subject to change. More criteria probably required.

Connectivity Mgmt	Connectivity Type	Network Protocol Support	Coverage	Subscription Mgmt & Provisioning	Billing Rate & Usage Mgmt
Device Mgmt	Discovery Config & Settings	Device Health Monitor & Updates	Device Library Support	Scalability	Edge Analytics
Application Devel	Develop/Deploy Tools	Application API Mgmt	Cloud Services	Out-of-Box Modeling	Location-Based Devel Tools
Data Mgmt	Enterprise Software Integration	Protocol Support	Storage Capabilities	Alerts & Notifications	Workflow Handling & Management
Analytics	Data Storage	Data Mgmt/Integration	Analytics Reporting / Visualisation Tools	Predictive Analytics	Advanced Analytics
Security	Device Multi AAA Mgmt	Secure Edge / Gateway Mgmt	API Security Mgmt	Remediation Services	Threat Protection

LEGEND:

Extensive



Standard



Light



None





B. Customer References

Some criteria in questionnaire can only be verified by reference to actual use (for example, scalability, use of connectivity types, APIs used)...

- Vendors will be asked to provide customer references, to check out some of the RFP criteria in use – these will be under NDA and presented anonymously.
- Customer references will identify specific market sectors – market sector and applications will provide new visibility of the vendor’s experience relevant to adopter’s business.
- This is a key opportunity for vendors to establish the track record of their platform in the market, evaluated by an independent third party, with the customer’s identity remaining confidential.



B. Customer References Output

Output table to show:

- Summary of Main Purpose of IoT Solution
- Part Played by Platform
- Industry Sector
- Geographic Operation (*regional, national, international, etc.*)
- Number of Connected Devices, Growth of Deployment
- Connectivity Types Employed
- Use of APIs
- Other parameters to be confirmed. . .

Customer identities with not be disclosed, unless specifically requested

C. Hands-On Evaluation

- On behalf of IMC, Beecham Research (in partnership with IoT Department at Birbeck, University of London) will conduct a structured hands-on evaluation of vendor platforms
- With access to the platform granted for test purposes, evaluations will be made on a number of criteria using only support documentation, including:
 - Customer portal ease of use
 - Adding/removing a connection/device/application
 - Key platform functions
 - Specific service offerings
 - Alarms & Notifications
- Emphasis is on ease of use, so measurements are mainly timings

C. Hands-On Evaluation Output

Proposed output is oriented to 'ease of use', so mainly timings:

Task	Platform #A	Evaluation
User Account Creation	1 minute	High Speed
Device Connection Creation	55 minutes	Medium Speed
Data Exchange Device- Platform	10 minutes	High Speed
Rules Creation	10 minutes	High Speed
Data Visualisation	10 minutes	High Speed
Device Data Reading	10 minutes	High Speed
Changing Settings	Immediately available	High Speed
Reporting & Analytics	Complex approach	Medium Speed

Final Report – Summary of Content

1. **Full RFP response**, showing fine detail of platforms capabilities.
2. **Full Heat Map evaluation**, showing quick graphical summary of key capabilities.
3. **Customer references table**, verifying key parameters in operation.
4. **Hands-on evaluation report**, including timings, description of each test and why these are significant.



Thanks for Your Consideration!

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