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AVSYSTEM RATED AS A LEADING VENDOR IN MACHNATION'S 2018 IOT DEVICE MANAGEMENT SCORECARD

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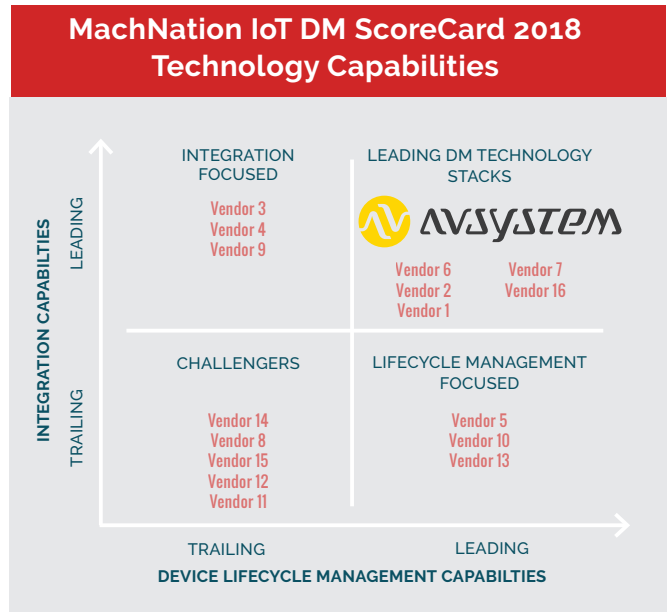# AVSYSTEM RATED AS A LEADING VENDOR IN MACHNATION'S 2018 IOT DEVICE MANAGEMENT SCORECARD

Introduction

The IoT device management (DM) space is one of the most important and complex technology areas of the Internet of Things (IoT). According to MachNation forecasts, worldwide IoT application enablement and device management revenue will be USD 3.3 billion in 2018 and will grow to USD 64.6 billion by 2026 at a compound annual growth rate (CAGR) of 45%. Enterprises realize that support for IoT devices in a heterogeneous environment enables them to launch new services, create revenue opportunities, and minimize solution support costs.

IoT Device Management Platform (DMP)

An IoT device management platform (DMP) is an offering that provides device lifecycle management functionality associated with the deployment and management of IoT assets. Typical IoT assets include IoT gateways, retrofitted and new industrial equipment, and Linux-based devices like a Raspberry Pi. Typical DM functionality includes asset provisioning, firmware upgrades, security patching, alerting, and reporting on specific metrics associated with IoT assets.

MachNation rated the IoT device management vendors across a set of requirements spanning four distinct categories. The four categories of requirements consist of 18 sub-requirements which are the underlying basis of MachNation's evaluation.

MachNation IoT DM ScoreCard 2018 Technology Capabilities

The four categories are:

- Integration
- Lifecycle Management
- Architecture and Security
- Business and Strategy

Based on MachNation's in-depth analysis of 17 IoT device management vendors, MachNation rates AVSystem as a leading IoT device management vendor.

Below, we describe some of AVSystem's unique strengths and differentiators cited in MachNation's ScoreCard.

AVSystem Overview

AVSystem, founded in 2006 and based in Krakow, Poland, is a technology provider of large-scale device management in both emerging and developed markets. AVSystem's Coiote IoT portfolio is based on cloud and on-premises deployments of telco-focused device connectivity and management solutions. The main components of Coiote IoT, Coiote IoT Device Management and Coiote IoT Data Orchestration, offer support for both device and data management. Coiote IoT is complemented by Anjay, an open source client-side LwM2M SDK. As an evangelist for the LwM2M protocol, AVSystem provides full support for the newest version of LwM2M and serves on the OMA advisory board for the LwM2M standard.

AVSystem has a particularly strong offering in the growing IoT device management ecosystem. MachNation believes this strength comes from a variety of fully productized interfaces, at-scale bulk device management capabilities, highly capable and extensible actions system, and rich LwM2M support. In particular, MachNation cited AVSystem's unique strengths in the following areas:

AVSystem provides a variety of fully productized interfaces to the platform suited for both service providers and enterprise customers. With distinct administrator, operator, and user interfaces, AVSystem provides a comprehensive suite of methods to interact with Coiote IoT. Administrator interfaces are focused on advanced platform management and bulk configuration of devices. Operator interfaces are designed for help-desk or other support teams to quickly access needed monitoring views and device actions. End-user or enterprise-user interfaces provide customizable dashboards, monitoring plots, and use case specific actions. These interfaces allow service provider and enterprise customers to rapidly deploy the platform's device management capabilities without investing additional resources into front-end interface development.

Coiote IoT Device Management enables at-scale bulk device management suitable to service providers. With support for statically and dynamically defined hierarchical groups, bulk device actions, and easy provisioning for large quantities of IoT devices, Coiote IoT Device Management provides customers all the tools needed to manage tens or hundreds of thousands of deployed assets. In addition, monitoring and operations views support customizable filters and the on-platform actions system is fully integrated with device group management. Many typical device management platforms perform well for deployments of several thousand devices but fail to provide interfaces and capabilities designed for very large IoT deployments. These typical shortcomings may force customers to develop their own API-driven workflows to accomplish bulk device management. By providing productized, at-scale device management, AVSystem ensures that customers of any size, even large service providers, can quickly deploy and implement device management functionality without costly or complex custom development investment.

Coiote IoT provides a highly capable and extensible actions system. Offering a powerful combination of platform-hosted actions and tasks, Coiote allows administrators and operators to define complex workflows triggered by device state, ingested device data, or flexible administrator-defined criteria such as schedules. These actions enable both device management tasks such as firmware upgrades or southbound device commands as well as data management operations such as normalization, transformation, and integration with third-party platforms. In addition, tasks support both declarative and programmatic definitions, allowing easy creation and deployment of complex application logic. By providing the tools needed to automate device management capabilities (as well as providing application enablement), customers are able to quickly implement large-scale IoT deployments that require sophisticated device management logic. From selective action execution after firmware upgrades to automatic diagnostic routines, Coiote allows enterprises and service providers to quickly implement advanced logic within their device management solution.

Conclusion

Based on MachNation's in-depth analysis of 17 IoT device management vendors, MachNation rates AVSystem as a leading IoT device management vendor.

MachNation is the only insight services firm exclusively dedicated to covering the future of Internet of things (IoT) middleware, platforms, applications and services. MachNation specializes in understanding and predicting these technology sectors including their impact on digitization, hardware, communication services and support tools. MachNation specialists have provided guidance to the majority of the world's leading IT and communications firms.