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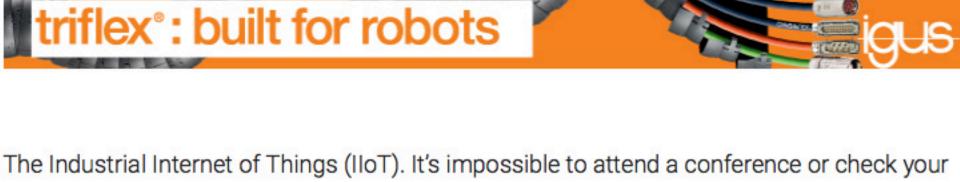
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IIoT-ready Human Machine Interfaces (HMIs) allow manufacturers to take data from the floor and share it with a local or cloud-based server, where it can be used company-wide, regardless of the user's location. The translation of machine data to actionable information allows companies to make cost-saving decisions and allocate resources more appropriately.

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Contributed by I Maple Systems 05/11/17, 08:32 AM | Automation & Networking, Design & Development | Maple Systems, Inc. | Analysis and Trends, IIOT

Top Misconceptions About the IIoT



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But many OEMs are hesitating to implement, not taking advantage of the available technology. Even if customers are not ready to integrate their systems right away, they will want to implement an IIoT strategy to keep up with their competition. When customers decide to implement the IIOT concept, your machine should be ready without the need for downtime and replacements.

of the most common misconceptions, are they stopping you from valuable upgrades? Misconception 1: Implementation is extremely costly.

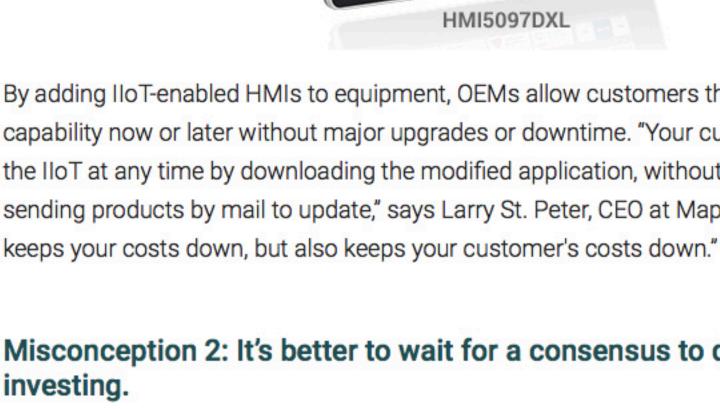
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machines that need more robust systems.

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communication protocols.

prepared.

with cloud compatibility. Paired with an IIoT-ready HMI, MQTT enables secure communication with a wide array of PLCs, sensors, and more, regardless of the device's

MQTT, in particular, is a versatile tool; it is an emerging "lightweight" messaging protocol

As Lanette Mannon, Maple Systems Marketing Manager, explains, "Some OEMs are being

conservative, seeing what others are doing before jumping onboard." While the mindset is

understandable, there are HMIs that offer you flexibility by supporting a variety of

remain flexible.

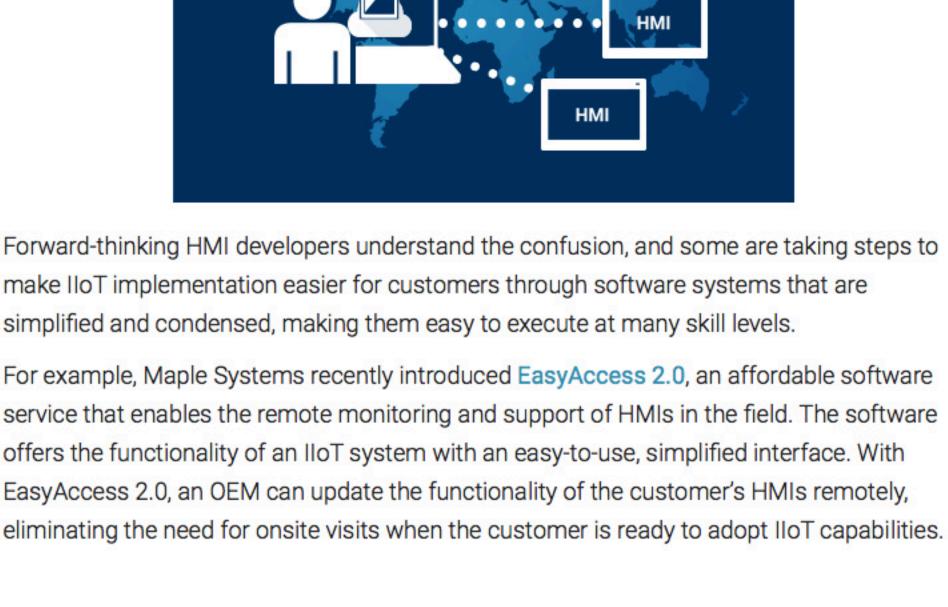
The IIoT concept is to use connectivity to get more out of your machines and make better business decisions. With IIoT-ready HMIs, there are numerous benefits for both the OEM and customer: The customer can take a more proactive sales stance with data on trends, users, and

orders. This may help them to predict inventory needs more accurately and be better

where it struggles. Knowing how customers actually use their machines allows them to better understand their customer and highlight popular features in marketing materials.

according to data collected on how each feature is used, where the machine shines, and

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can be competitive when the time is right.

Available in a range of sizes

Dual-Ethernet capability

that will allow you flexibility to work with a range of devices and best meet your needs? OEMs should keep the following key features in mind: Supports multiple communication protocols, including MQTT

later. But there are considerable variations across the market. How do you choose a system

- IIoT-Ready HMIs from Maple Systems

Ability to perform IIoT implementation remotely

SQL data storage during Internet access interruption

Dual-Ethernet HMIs

Maple HMIs support more than 200 different communication protocols, including MQTT for

secure communication. They also support Profinet, Ethernet IP, and other protocols that

With IIoT-ready HMIs in a range of size and features, Maple Systems has the flexibility to meet a variety of needs. Additionally, Maple Systems HMIs are capable of protecting you and your customers during interruptions in Internet access, storing data until connectivity is

restored. In real terms, the IIoT is just a fancy way of saying you're connected. Connected to machines, connected to data, and connected to the web-worldwide, instantaneously.

For more information on IIoT-ready HMIs or to research the ROI of an IIoT-ready HMI in your machine, visit http://www.maplesystems.com/IIoT/

email without seeing the term. Though the IIoT generates a lot of buzz, it's really a term that describes getting connected to the web.

Despite the benefits, OEMs may not recognize the full value of starting implementation early. Too often, they have fears about how difficult or costly the process is. Here are some There are ways of becoming IIoT-ready without major capital investments. For example, some IIoT-ready HMIs can range from \$299 for compact applications to \$1,990 for

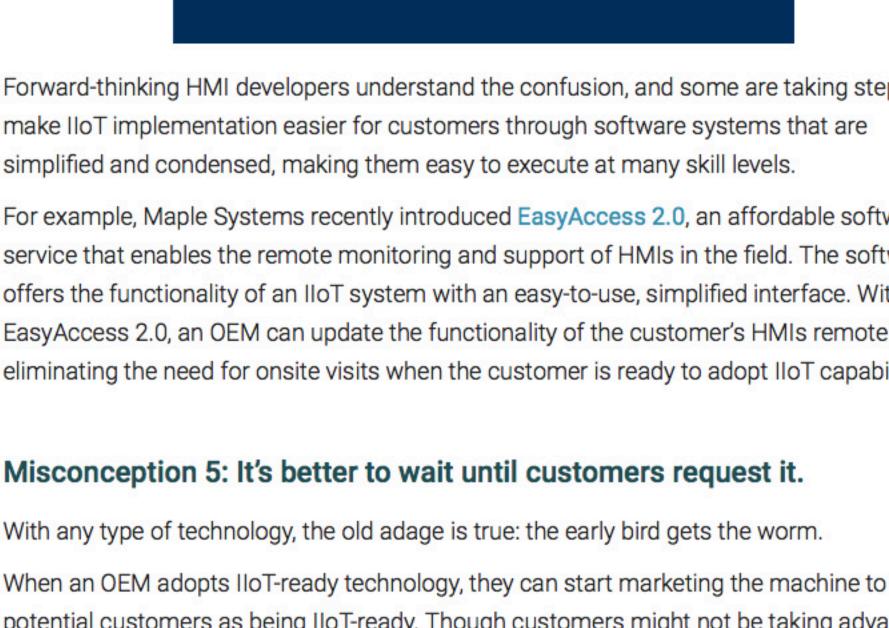
By adding IIoT-enabled HMIs to equipment, OEMs allow customers the flexibility to add the capability now or later without major upgrades or downtime. "Your customer can implement the IIoT at any time by downloading the modified application, without purchasing airfare or sending products by mail to update," says Larry St. Peter, CEO at Maple Systems, Inc. "This Misconception 2: It's better to wait for a consensus to develop before Some OEMs feel that if they start upgrading now, they won't be flexible in the future.

protocol. If your HMI supports many common protocols, you (and your machine) can

Misconception 3: The value of the IIoT doesn't measure up to the hype.

· Some HMIs can store data using a SQL format if access to the Internet is interrupted, to prevent data loss. Beyond the immediate benefits, OEMs gain insight, and can design future machines

Misconception 4: Adding an IIoT-ready HMI will be complicated. "In literature, there is generally a lack of concrete steps that companies can take. People don't know where to start," says Mike Sheldon, Applications Engineer.



potential customers as being IIoT-ready. Though customers might not be taking advantage of these features just yet, the functionality is there.

When customers decide they want to start reaping the benefits, it's as easy as downloading

an application. They don't have to order new hardware, make a service call or spend a lot of

money to make changes. As Sheldon, says, "If you have systems that are upgradable in the

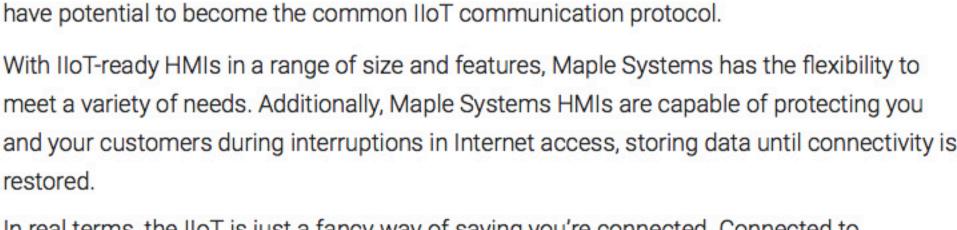
field, then you have the peace of mind knowing that when you're ready, you can keep up with

the competition." It's really important that OEMs stay ahead of the curve now so that they

Choosing the Right Solution With the far-reaching benefits of IIoT-ready HMIs, it makes sense to implement sooner than

- Remote functionality (alerts, monitoring, programming)
- Maple Systems has been a leading manufacturer of HMIs for over 30 years, specializing in

affordable, versatile HMIs that integrate with devices from a diverse set of manufacturers.



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Maple Systems HMIs can ensure an OEM's machines will be IIoT-ready today, when customers request this functionality today, tomorrow, and well into the future.

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