



We already integrated OT & IT...

...so you can focus on IoT value

Are you also excited about lifting the treasures of IoT but don't know to start nor how to get there? We believe in a fully integrated IT & OT, where users will have the right tools to simplify the use of technology and where field devices and cloud applications will be seamlessly connected. Value creation is around the corner, we have it ready!

Even better together! Our combined solution leaves you free to choose and pick the components you need to reach quick success with the greatest flexibility. The solution is composed of hardware, software, and an IoT cloud environment, that is already integrated. It wipes off the complexity of dealing with OT-IT integration yourself, so you can focus on what really matters: create value for your processes and manage your industrial assets.

An integrated IoT Solution that brings the best of both worlds!

Key Benefits:

- Quick & easy: Simple integration on both OT and Cloud sides, speeding up time to value
- Standardize: Acquire data from many OT sources and have one solution for all your sites
- Designed for our users: Cloud auto-sync with no data loss, multiple upload triggers, and local processing
- Flexible & scalable: A future-proof solution that will grow with your needs and adapt to your changes
- Rich IoT ecosystem: Benefit from various integrations, open source tools, and an active community

Go for IoT!

Too many roadblocks are standing in the way of your IoT dream? See how we remove them!

Challenge #1

The variety of OT devices and communication protocols, including legacy & serial ones

It is quite common that IoT projects are built on top of an existing installed base, build over time and the company history with a variety of legacy systems. The IoT project needs to consolidate data from so many different sources, how can I do that?

Challenge accepted!

The modular design of FlexEdge® allows connectivity through Ethernet, CAN, Profibus, and many other serial interfaces. The configuration software holds drivers to communicate with hundreds of devices over hundreds of OT protocols, including legacy ones.

Challenge #2

A Cumulocity IoT cloud driver is already present in the FlexEdge® configuration tool

The edge gateway comes with built-in support for OPC UA, MQTT, and REST API's, so what? You still need to understand how those work to know how to establish communication and push the data to the cloud, don't you?

Challenge accepted!

The Cumulocity IoT cloud is already part of the pre-installed software of FlexEdge® hardware. Setting up cloud uploads is a matter of simple configuration, no programming is required. You will even find tools, such as local buffering and independent upload triggers, to meet the specific needs of your IoT application.

Challenge #3

A strong preference for open systems, to avoid being locked with vendor-bound cloud solutions

Vendor-bound solutions are nice because they are fully verticalized and already integrated, ready to use. Yet, they often lack flexibility and the capability to interface with other systems easily and transparently, not to mention the service price or the data privacy conditions.

Challenge accepted!

Our combined solution is designed to keep you free with all your options open: Cumulocity IoT cloud software can be hosted or on-premise, it basically runs on the cloud of your choice and comes with many out-of-the-box features. It is scalable and expandable, to follow the evolution and the growing needs of your application, and it also connects easily with external solutions.

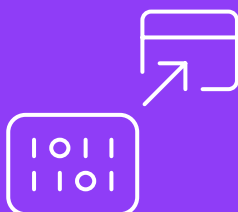
“ Once the data is in my cloud, all is fine, I can handle it. That's my expertise! What is usually a problem is what I meet on the OT side...”

— RL Partner, Industrial IoT architect & cloud solutions integrator

Simplify the value creation chain!

The key benefit of the Cumulocity IoT & Red Lion Controls solutions is the simplification of both system integrations and value creation. Let's see how and where we deliver:

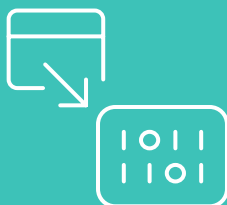
Step 1



Local OT data acquisition, pre-processing & presentation

With drivers to interface hundreds of OT devices, including legacy ones, in their native protocol, FlexEdge® brings here the first layer in the IoT value creation chain. It takes care of all OT aspects of the project: field data acquisition, preprocessing, presentation (local dashboards, reports, ...), local alarm triggers, ... and, of course, secure remote access for support & maintenance.

Step 2



Data upload to Cumulocity IoT cloud environment

The cooperation between Software AG and Red Lion Controls made it possible to create a Cumulocity IoT cloud connector and integrate it into FlexEdge® configuration software. This smooth integration, with lots of tools & features to meet the specific needs of many use cases, delivers a second layer of value, as it speeds up the project design and simplifies its future updates.

Step 3



IoT application development: value creation & distribution

Finally, Cumulocity IoT environment tops it off with a third layer of added value, as it comes with lots of ready-made tools for data processing, presentation and all sorts of analytics to get valuable insights out of the data harvested. It also offers connectivity to ERPs, ticketing solutions, and others. The software is scalable and runs on the infrastructure of your choice, hosted on a cloud or on-premise. Thus, your solution is future-proof and will grow with your needs while preserving your full independence and ownership of your data.

FlexEdge®: Industrial hardware for Edge applications

Designed as a ruggedized industrial platform FlexEdge® hardware meets more than the common industrial requirements (long term availability, industrial certifications, etc.). IT offers scalable & flexible communication capabilities, through sleds & inserts and supports legacy serial systems as well as modern communication methods.



WORKS WITH
Cumulocity IoT

Take the next step

Let's talk about your project!

Red Lion Controls | +1 (717) 767-6511 | info@redlion.net

Read more on www.redlion.net or contact us via www.softwareag.com

ABOUT RED LION

For over 50 years, Red Lion has strived to be THE Industrial Data Company™. The company empowers industrial organizations around the world to unlock the value of data by developing and manufacturing innovative solutions to access, connect and visualize their information. Red Lion products make it easy for companies to gain real-time data visibility that drives productivity. Red Lion is part of Spectris plc, the experts in providing insight through precision measurement.

For more information, please visit www.redlion.net



ABOUT SOFTWARE AG

Software AG simplifies the connected world. Founded in 1969, it helps deliver the experiences that employees, partners and customers now expect. Its technology creates the digital backbone that integrates applications, devices, data and clouds; empowers streamlined processes; and connects "things" like sensors, devices and machines. It helps 10,000+ organizations to become a truly connected enterprise and make smarter decisions, faster. The company has more than 5,000 employees across more than 70 countries and annual revenue of over €830 million.

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