

## /IOTCONNECT®

## Edge to Cloud IoT &amp; 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.

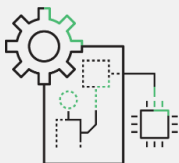
**Accelerate your IoT project completion and have peace of mind that your solution is scalable, robust, secure, and flexible for your IoT projects and needs. Edge-to-cloud disciplines are all available from one partner, Avnet**

**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.

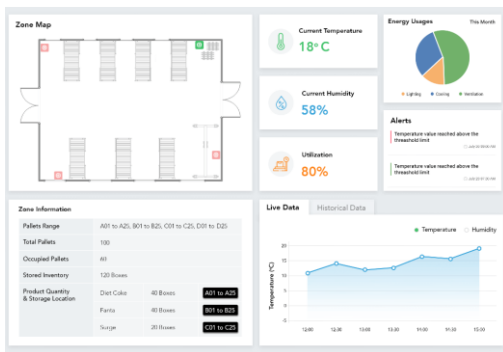
**Help at any stage of your project**

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.

# Avnet - Edge to Cloud IoT Solution Enablement

- Focus more on innovation and delivering meaningful business outcomes
- Reduce the complexity of building in-house expertise and sourcing specialized IoT resources

Avnet's integrated approach combines hardware, software, cloud technologies, and professional services to streamline IoT development—connecting you to a broad ecosystem of technology partners, suppliers, and engineering expertise across devices, connectivity, security, SaaS, and the cloud.



## Case Study

### Challenge:

- Limited real-time visibility across indoor assets, workers, and machines
- Complexity scaling across facilities (deployment, connectivity, data, security)
- High cost and effort to manage large device volumes while maintaining accuracy and compliance

### Solution:

- Real-time, high-accuracy indoor tracking for assets, workers, and warehouses
- End-to-end enablement with hardware, connectivity, cloud (/IOTCONNECT), and integration support
- Simplified deployment to scale IoT solutions without added complexity

### Results:

IOSEA, in partnership with Avnet, delivers real-time, inch-level visibility across assets, workers, and machines to improve efficiency, safety, and compliance—while enabling scalable, secure deployments with reduced complexity.

## Features

### 1. End-to-end IoT enablement

Combine hardware, software, IoT SaaS, cloud, and Mobile expertise in a single platform, backed by Avnet's deep experience to accelerate development and eliminate reliance on multiple vendors.

### 2. Simplified architecture & control

/IOTCONNECT abstracts complex infrastructure, giving you a secure, managed platform to easily connect, monitor, and control devices while streamlining deployment.

### 3. Built-in core capabilities on AWS

Access essential features like device and entity management, real-time and historical data capture, visualization, and secure OTA updates—so you can scale quickly and focus on solving real business challenges.

/IOTCONNECT is available for subscription and a free trial on AWS Marketplace [HERE](#)



Get started with Edge to Cloud IoT & Edge AI Solution Enablement with /IOTCONNECT

Contact our IoT experts – <mailto:lot@Avnet.com>

