niris

Data **engineering** down to the edge

HIRIS.IO

Professional Data Platform to collect, analyze and automate data processes from databases to sensors and new devices. Every source that generates data can be easily connected to help organizations to automate their business processes.

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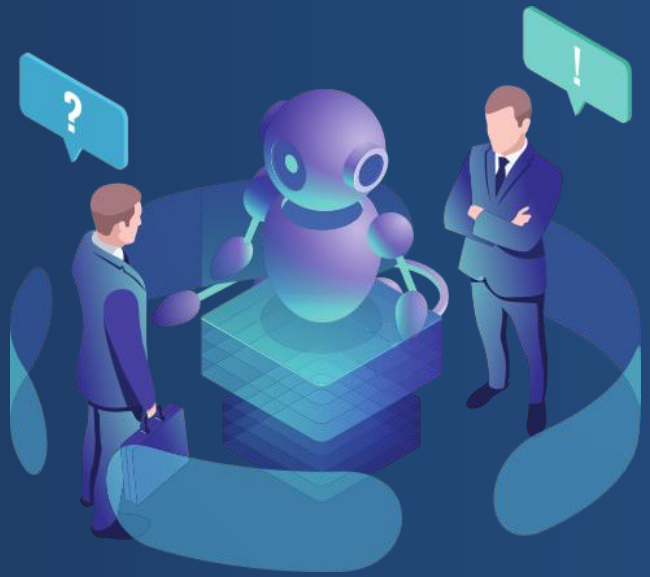
01

PROBLEM

We describe the problem we encountered



01
PROBLEMS

IoT Sensors

Heterogeneous and with different protocols

Business Assets

Heterogeneous and hard to connect

Process Automation

Organized on a time basis rather than on events (data) and monitoring

Expertise & Skills

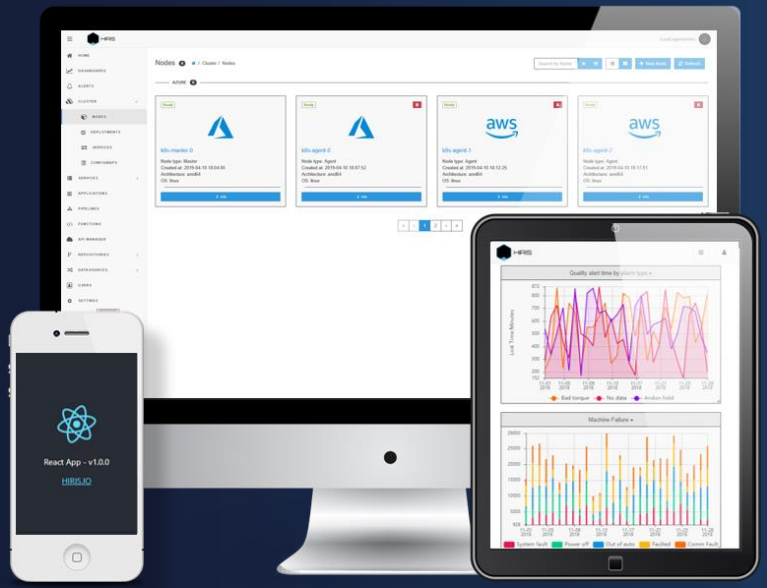
Difficult to transfer between people

02

SOLUTION

The solution we have developed

02
SOLUTION



One solution to:

1. CONNECT DATA SOURCES
2. GET DATA ANALYTICS
3. ADD INTELLIGENCE
4. MANAGE RESOURCES THROUGH UI

HIRIS.IO comes with a responsive web interface to easily manage and control heterogeneous data assets providing battle tested tools for Data Analytics, DevOps Automation and Intelligence.

03
MARKET

Description of needs and markets

03
MARKET

Growing Needs About IoT, Data Visualization and Digital Process Automation

Connect
Data Assets

Organize
Big Data

Manage
Infrastructure

Apply
Intelligence

Global IIoT Market

2016	2023
115 BL USD	197 BL USD

7.5% CAGR

Source:

Global Data Visualization Market

2017	2023
4.51 BL USD	7.76 BL USD

9.47% CAGR

Source:

Digital Process Automation Market

2018	2023
6.77 BL USD	12.61 BL USD

13.3% CAGR

Source:

04

BUSINESS MODEL

How we monetize our product

04
BUSINESS MODEL

SMALL MEDIUM BUSINESS

Shared and managed environment on public cloud

Pricing model:

- ✓ Recurring payments based on number of users and resource usage

ENTERPRISE

Private platform deployed on target environment

Pricing model:

- ✓ Installation fee (una tantum)
- ✓ Standard use license (recurring or perpetual based)
- ✓ Support plan (recurring starting: 5 users and 6 VMs)

05
COMPETITORS

Competitors & Positioning

05
COMPETITORS

QLIK View
Qlik View is an interesting product limited to data visualization and datasources connection

PUBNUB
PubNub offers an high speed data hub only

TABLEU
Tableau is limited to dashboarding

CONFLUENT
Concentrated on data ingestion

HEROKU
Focalized on microservices management

06

ADDED VALUES

Our peculiarities

06
ADDED VALUES

- ✓ Single solution for multiple data sources
- ✓ Unified data model
- ✓ No Cloud Provider Lock in
- ✓ Internal Alerting system
- ✓ Less development and maintenance time
- ✓ Less IT skills and time needed due the convergence of infrastructures and technologies, maximization of savings
- ✓ Integrated Application monitoring tools (AMS) , down-time reduction and SLA maximization
- ✓ Increased security by maintaining data on private systems (also offline), without renouncing the redundancy of clouds

07

CLIENTS

Who already chose us

07
CLIENTS

Fiat Chrysler Automobiles S.p.A.

Gen 2018 – mar 2019

#industry #IoT #cloud #machinelearning

Nanoprogress r.o.

Nov 2019 – Today

#IIoT #industry #dataingestion

Elettric80 S.p.A

Gen 2019 – Today

#private #cloud

08

PARTNERS

Partnership to enrich our business and increasing ROI

08
PARTNERS

Aitek S.p.A.

#transportation #logistic #videosurveillance #security #machinelearning

COMMERCIAL

Alleantia S.r.l.

#IIoT #industry #dataingestion

PRODUCT

Netalia S.r.l.

#private #cloud #pubblicadministration

COMMERCIAL SUPPLIER

Microsoft S.p.A.

#cloud

COMMERCIAL SUPPLIER

Integrated Solution S.p.A.

#hardware #system #integrator #software #fca

COMMERCIAL

Tech Data S.p.A.

#microsoft #azure #cloud

COMMERCIAL SUPPLIER

THANKS

https://hiris.io

Does anyone have any questions?

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