

# Actility Enterprise Channels Webinar

October 2020



**Actility**  
Connecting with intelligence

# Agenda

Shmuel Solomon



# Webinar Meeting Agenda

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- Webinar Introduction
- What is new on ThingPark Enterprise Product?
- The Channel Portal
- The solution process
- A partner success story - Leveraging ThingPark Enterprise and LoRaWAN
- Summary and Q&A

# Introduction

Shmuel Solomon



# Webinar Introduction

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- Welcome!
- Meet your Actility team.
- Why ThingPark Enterprise Channels Webinar?
  - Establish an open dialogue and a bi-directional communication path.
  - It's all about relationships – get to know each other.
  - Listen, acknowledge and react – respond quickly to your technical and business challenges.
  - Stay up to date with the latest developments you could offer to your customers.
  - Walk you through show cases, sales best practices, training and support.
  - We want to maximize our total partnership potential.



# What's New? ThingPark Enterprise Product

Lode van Halewyck



# ThingPark Enterprise

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ThingPark Enterprise is tailored to the **Enterprise needs** :



- **Low touch product**, easy to set-up and use with intuitive UX, designed for efficiency via integrated network & device management.



- **Full Flexibility** in terms of deployment model (SaaS, Private Cloud or On Premise), Gateway vendor, ISM bands and Application Server integration.



- **Easy Integration** to IoT application platforms through device drivers and multiple Cloud Connectors (e.g. Azure IoT, AWS IoT, Cumulocity...).



- **State-of-the-art** solution from the market leader with guaranteed product evolutions and professional support & maintenance.

# What's new in TPE 6.1? (1/3)

- **Payload drivers:** deliver ready-to-use sensor data to Applications

- **TPE-SaaS & TPE-OCP:**



Model Identifier:  
Protocol Identifier:  
Driver Identifier:

abeeway:indus-tracker:2  
abeeway:asset-tracker:2

Decoded Payload:

RAW PREVIEW

```
temperatureMeasure: 22.8  
onDemand: false  
appState: 0  
messageType: "HEARTBEAT"  
ackToken: 0  
payload: "058092840040"  
batteryVoltage: 3.6  
periodicPosition: false  
trackingMode: "ACTIVITY_TRACKING"  
resetCause: 40  
dynamicMotionState: "STATIC"  
sosFlag: 0
```

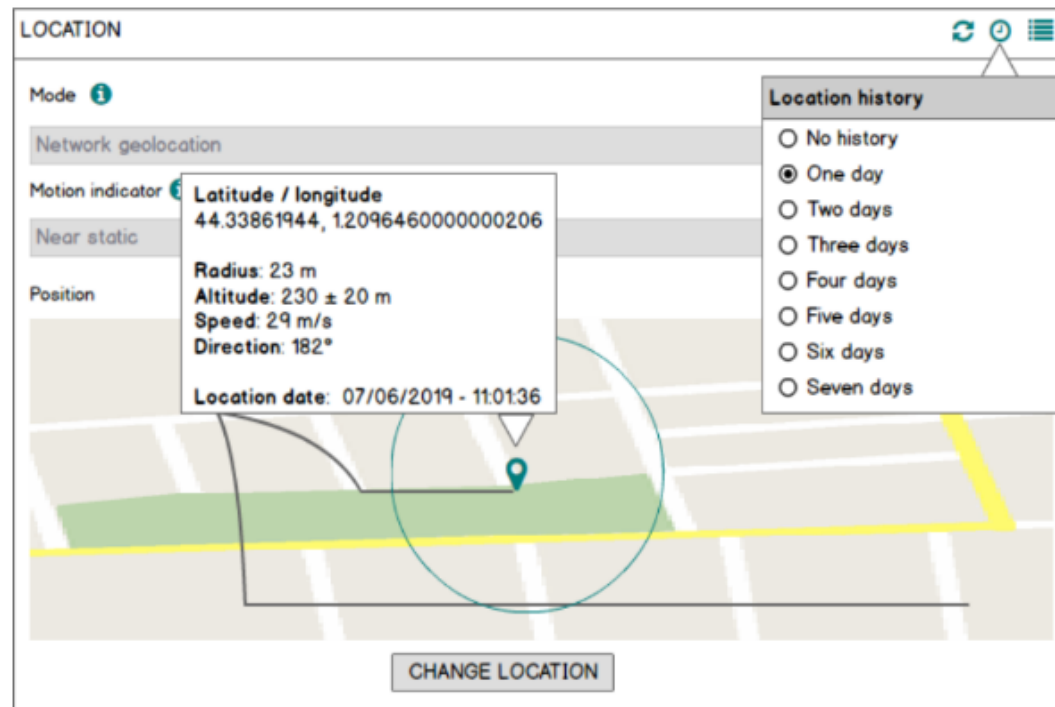
- **TPE-SaaS only:**





## What's new in TPE 6.1? (2/3)

- **Network geolocation:** The device location is dynamically calculated using sophisticated geolocation algorithms combining **TDoA** (Time difference of arrival) and **RSSI**.



Altitude above sea level <i>i</i>	<input type="text"/>	m	<input type="button" value="edit"/>	Height above ground level <i>i</i>	<input type="text"/>	m	<input type="button" value="edit"/>
Cable delay <i>i</i>	<input type="text"/>	ns	<input type="button" value="edit"/>	GPS cable delay <i>i</i>	<input type="text" value="0"/>	ns	<input type="button" value="edit"/>
Fine timestamp decryption key <i>i</i>	<input type="text" value="00-00-00-00-00-00-00-00-00-00-00-00-00-00-00-00"/>						<input type="button" value="edit"/>

# What's new in TPE 6.1? (3/3)

- Seamless integration with AWS through Cloud Formation Templates



## Amazon AWS IoT

Enables device synchronization and bidirectional messages between a ThingPark Enterprise account and an AWS IoT account. Supports topic-based and shadow-based synchronization. You may create the connector manually using this form, or automatically setup all resources in your AWS IoT account as well as creating the ThingPark Enterprise connector from your AWS console using this [AWS Cloud Formation Template](#).

- User Interface / User Experience enhancements

## Alarm history

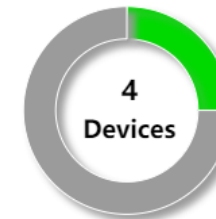
Alarm Name: Base station connection status

Base Station Name:

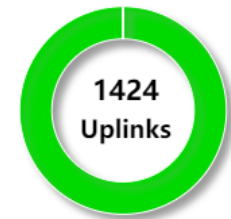
State	Alarm state message	Creation Date	Clearance Date
CRITICAL	The base station is no longer connected to the network server.	Today - 17:45:11	Today - 17:45:27
CRITICAL	The base station is no longer connected to the network server.	Today - 17:19:40	Today - 17:20:02
CRITICAL	The base station is no longer connected to the network server.	Today - 16:33:09	Today - 16:33:27

## METRICS

Active Inactive



Successful Failed



# TPE User Guide is online

- Public documentation available at:  
<https://docs.thingpark.com/thingpark-enterprise/Content/Home.htm>
- Authenticated access for Partner-specific documentation:  
<https://docs.thingpark.com/authenticated/thingpark-enterprise/>



# TPE Roadmap

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April 2021 - TPE 7.0

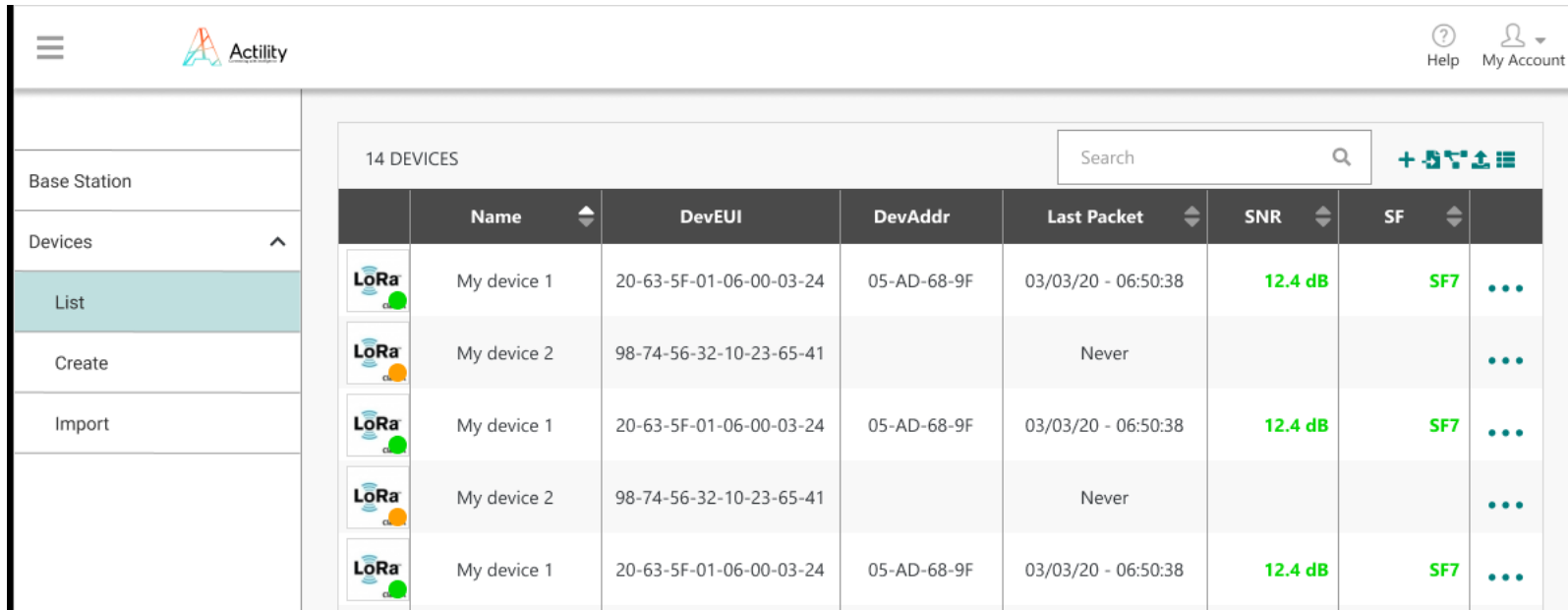
- Multicast
- Passive Roaming
- UI/UX enhancements:
  - Object tagging
  - Search & cartography
- Low-touch device provisioning
- Zero-touch Base Station bootstrapping
- Enrichment of Payload driver catalog

September 2021 - TPE 7.1

- Segregated role management
- Alarm notification enhancements
- UI/UX enhancements

# TPE All-in-One

- Light-weight TPE version with NS embedded in the gateway.
- Limited functionalities, suitable for low-end market segment.
- Technical migration path towards standard TPE-SaaS/OCP.
- Ready for PoC: End of Q4-2020 – Ufispac gateways.

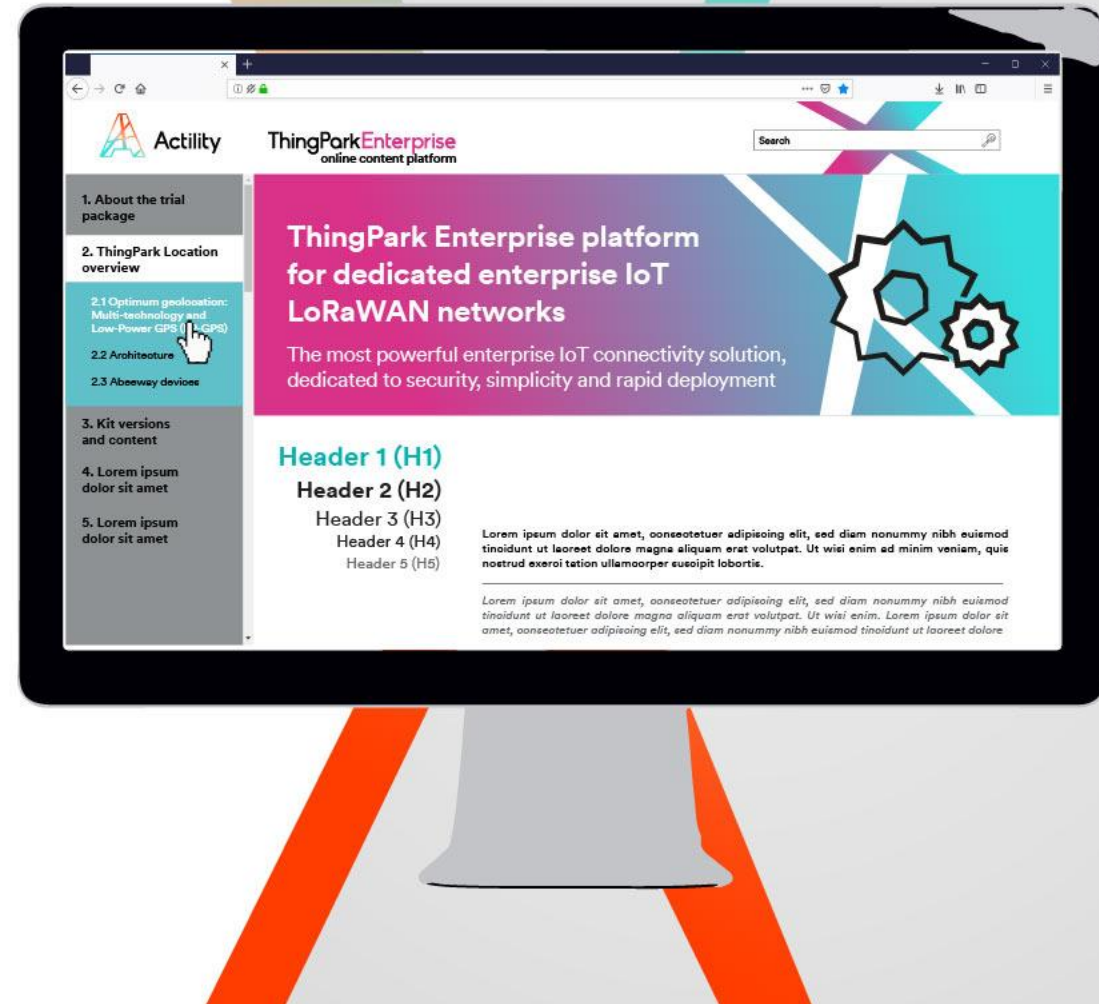


The screenshot displays the Activity TPE All-in-One web interface. On the left is a sidebar with a menu icon, the Activity logo, and navigation options: Base Station, Devices (expanded), List (selected), Create, and Import. The main area shows a table of 14 LoRa devices. The table has columns for Name, DevEUI, DevAddr, Last Packet, SNR, and SF. The first three rows of data are visible, showing devices with names like 'My device 1' and 'My device 2', their respective DevEUI and DevAddr, and last packet timestamps. The SNR is 12.4 dB and SF is SF7 for the active devices. The interface also includes a search bar and action icons at the top right of the table.

	Name	DevEUI	DevAddr	Last Packet	SNR	SF	
LoRa	My device 1	20-63-5F-01-06-00-03-24	05-AD-68-9F	03/03/20 - 06:50:38	12.4 dB	SF7	...
LoRa	My device 2	98-74-56-32-10-23-65-41		Never			...
LoRa	My device 1	20-63-5F-01-06-00-03-24	05-AD-68-9F	03/03/20 - 06:50:38	12.4 dB	SF7	...
LoRa	My device 2	98-74-56-32-10-23-65-41		Never			...
LoRa	My device 1	20-63-5F-01-06-00-03-24	05-AD-68-9F	03/03/20 - 06:50:38	12.4 dB	SF7	...

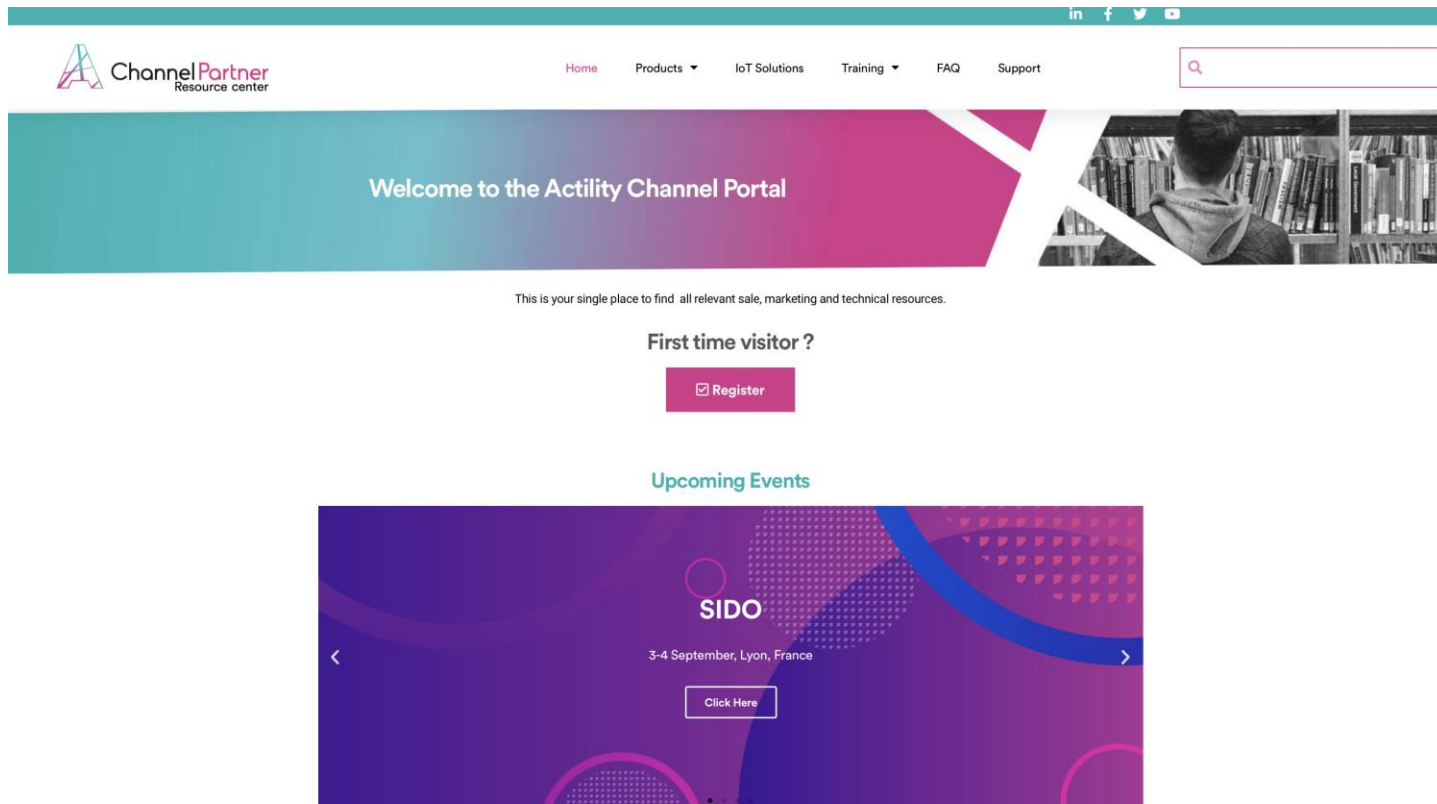
# The Channel Portal

Aymeric Rambaud





# Actility launches its Channel Partner Portal



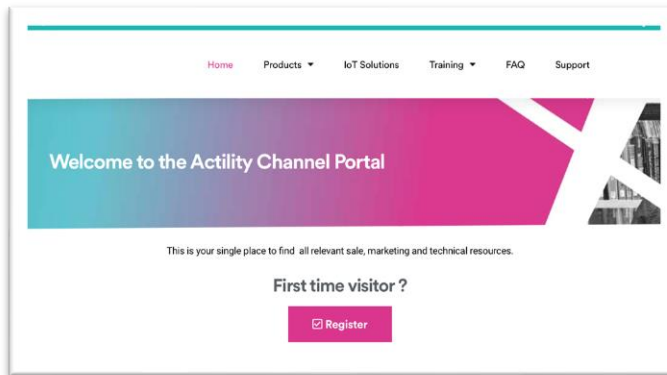
This is your single place to find all relevant sale, marketing and technical resources.

<https://channel.actility.com>

# How to get started



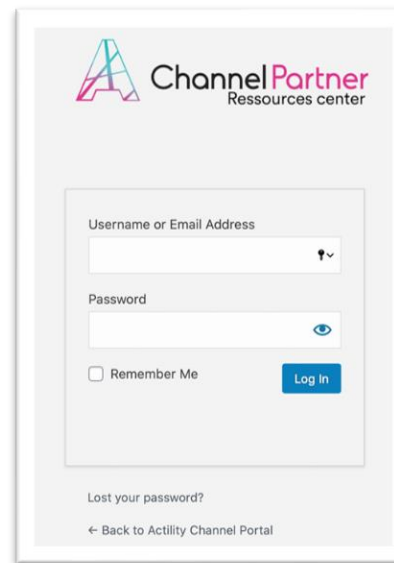
Register your account



- Provide us with your contact details : we'll create your account after approving your request.
- Use the same credentials that provides you access to online documentation & online training



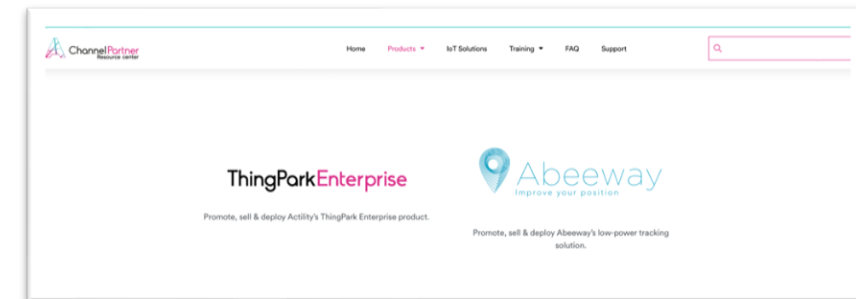
Login



<https://channel.actility.com/wp-login.php>



Enjoy the content!



Get access to:

- Marketing collaterals
- Technical documentation
- Online training

# Give us your feedback !



Home Products ▼ IoT Solutions Training ▼ Support ▼

FAQ

Give us your feedback!

## Give us your feedback!

Activity Channel Portal has been designed for you to make your partnership with Activity more productive.

You're missing a key information? Let us know by filling this form.

Fields marked with an \* are required

**Name**

My name is...

**Company**

I work for...

**Contact Email \***

You can contact me with the following email...

**Are you happy with the content available on Activity Channel Portal ?**

☐ Very Satisfied

☐ Satisfied

☐ Unsatisfied

☐ Very Unsatisfied

**How could we make Activity Channel Portal more valuable to you ?**



This is your portal: Tell us what you would like to find here?

Ask for additional material, report wrong information,...

# The Solution Process

Aymeric Rambaud



# Driving Industrial IoT adoption through a strong ecosystem

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Technology is now mature to power that digital twin revolution, but Industrial IoT adoption is slowed down by complexity.

- Finding the right Device – Connectivity- Application assembly to power a specific use case is not obvious.
- Leveraging digital twins to transform into business outcome takes time & resources, impacting project ROIs.



Adoption is tied to our ability to bring **qualified & operative IoT Solutions** to the market, that fully leverage digital twins to achieve **specific business goals**.



**Accelerate adoption** : Actility Ignite program aims at strengthening our ecosystem engagement to help our customers benefit from a cool technology and make it a real business asset.

**Drive growth** : ThingPark Ignite will help position ThingPark as the leading LPWAN enabler platform for IoT device and solution suppliers, through end to end validation, orchestration and monetization services.

# Actility Ignite Program

## What's in for you ?

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### Actility Ignite Program key outcomes

1

Qualified solutions...

2

Specific business use-cases

3

Clear go-to-market plan

Channel partners are the #1 lever to accelerate the adoption of those solutions

We make it actionable for you

- **Field ready sales kit**, incl. sales presentation, marketing collaterals.
- **Discovery kits**, providing HW & services to get you up to speed on the solutions.
- **Distribution agreement**, to make it easy for you to sell the solution.



# Available solutions



## Proximity detection & contact tracing

*Powered by Actility, Abeeway & WMW*

*Available on ThingParkMarket*



## Energy Monitoring

*Powered by Actility, OPINUM & AdeunisRF*

*Contact: [Ignite@actility.com](mailto:Ignite@actility.com)*



## AI-based Predictive Maintenance

*Powered by Actility, NKE & WMW*

*Contact: [Ignite@actility.com](mailto:Ignite@actility.com)*



## AWS Evaluation kits

*Powered by Actility, AWS & Abeeway*

*Available on ThingParkMarket*



## Cold chain monitoring

*Powered by Actility, Mydevices & Laird*

*Contact: [Ignite@actility.com](mailto:Ignite@actility.com)*

More information on <https://channel.actility.com>.

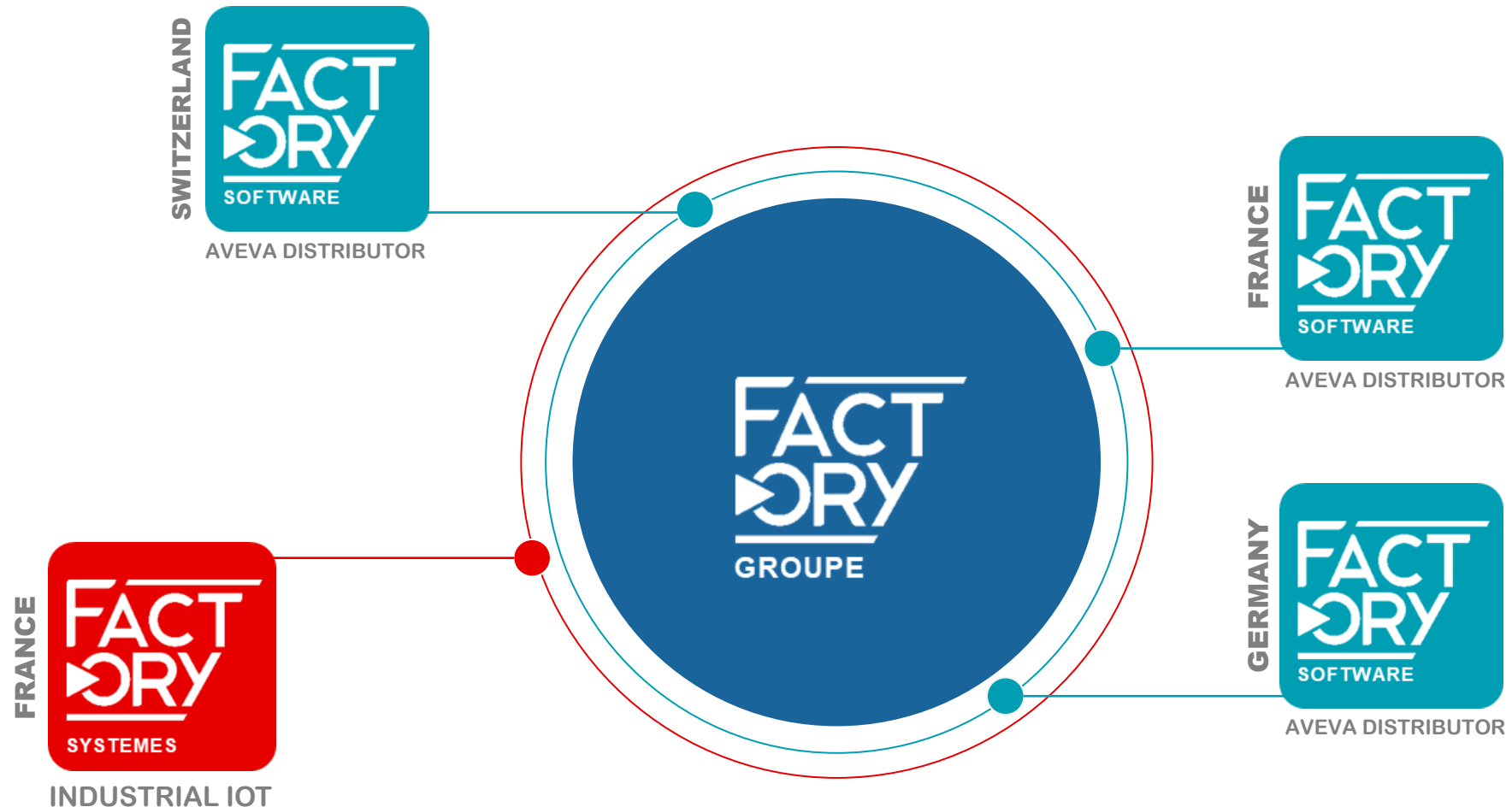
# A Success Story

Fabien SERRE, CTO, Factory Systems  
Shmuel Solomon



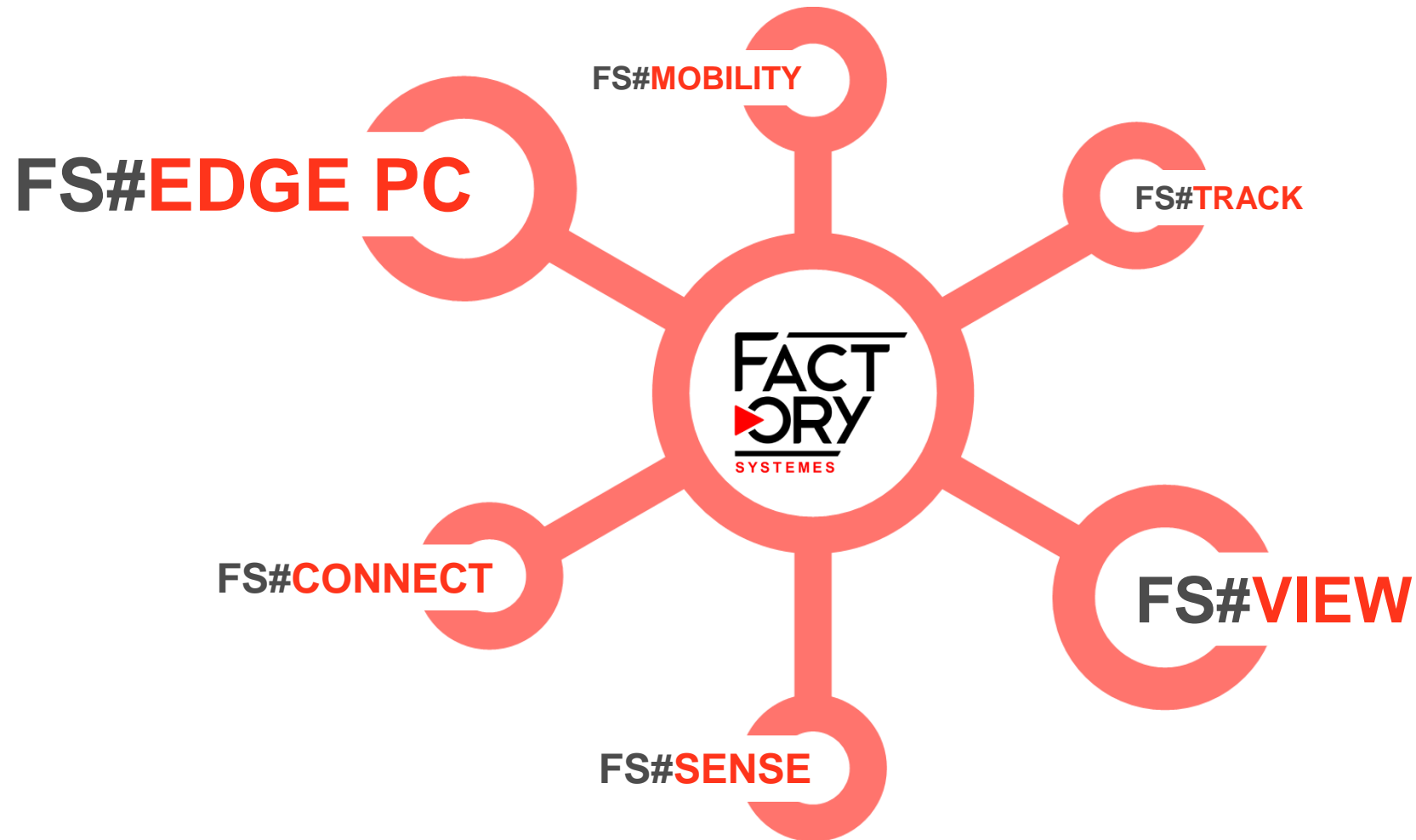
# About Factory Systemes Groupe

Driving Excellence with Efficient Industrial IoT Technology!



# Factory Systemes - Industrial IoT

A Global Product offering serving **Industry 4.0** challenges



# Use Case : Ressources monitoring

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- **Context**

- Jam production
- Industrial environment



- **Challenges**

- Energy monitoring
- Water consumption monitoring
- Deep Indoor coverage
- Data collection spread out over the entire site
- Rapid data collection with battery powered sensors
- Data integration with the industrial SCADA in place

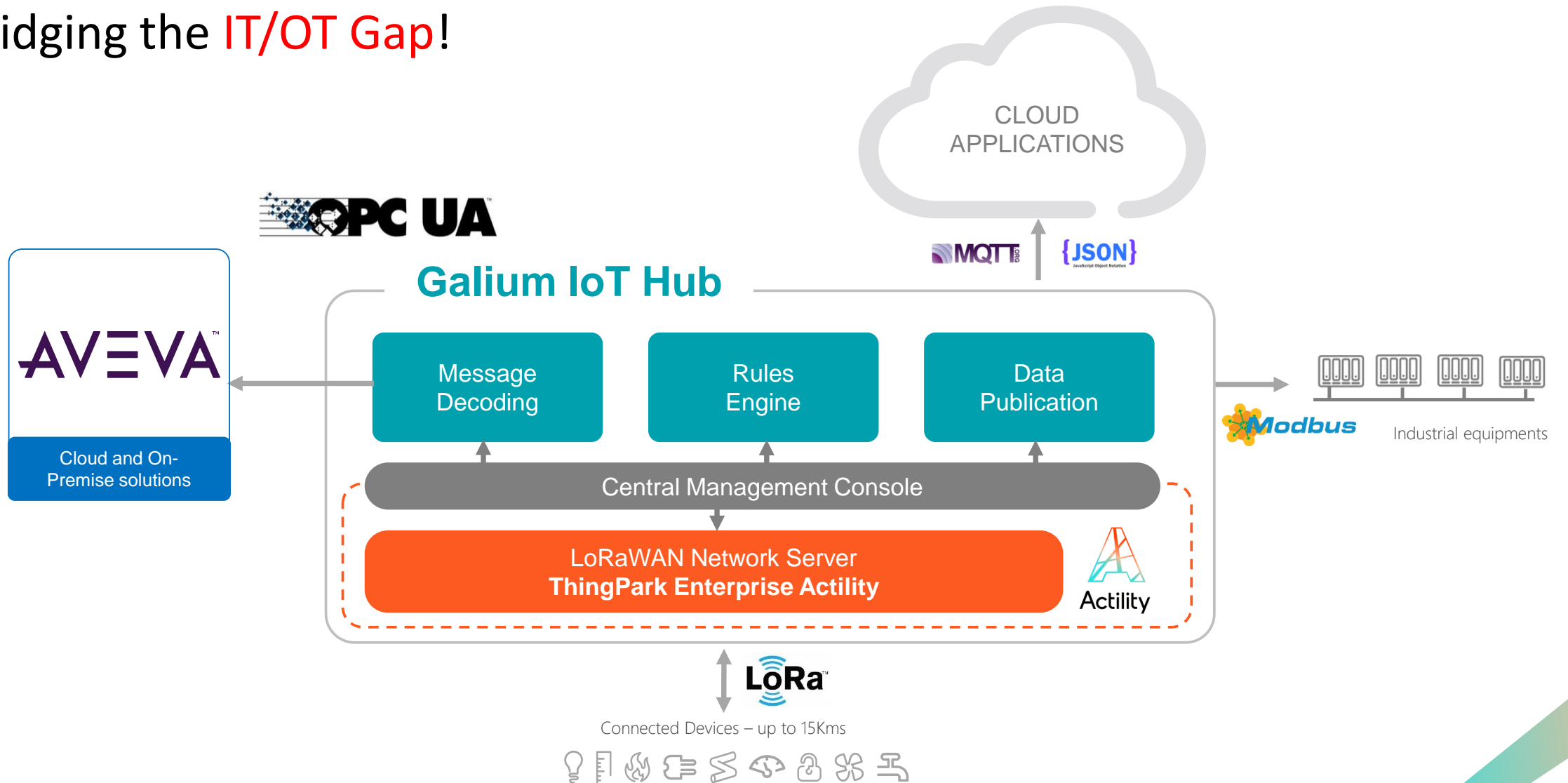


- **Solution**

- GaliumIOTHUB embedded with ThingPark Enterprise

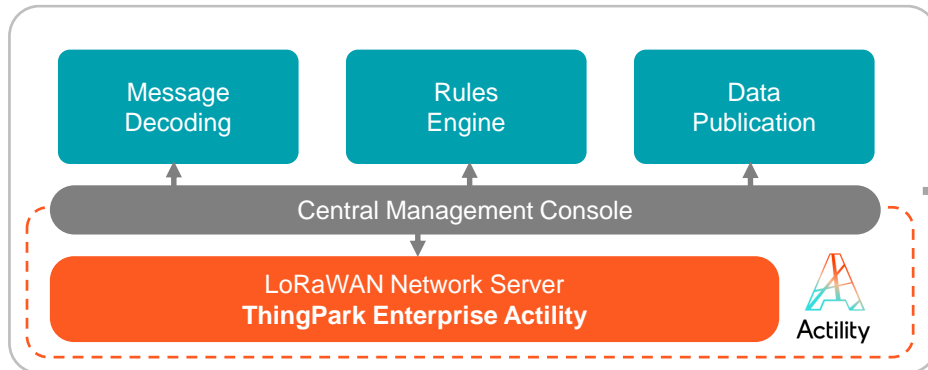
# GaliumIOTHUB

Bridging the **IT/OT Gap!**





# Project solution



Data analysis through SCADA application



## Key points :

- ~100 devices connected – majority of ATIM energy equipment supervision devices (impulse)
- Activity Ufi Macro GW with 9dBi Antennas
- 30min to 2h data acquisition period
- SF7 / SF8 coverage
- Customer is autonomous to deploy new sensors
- Future UC: Predictive Maintenance

# Thank You!

Continue the discussion and contact Actility technical and commercial experts at [channels@actility.com](mailto:channels@actility.com)

*Or directly at:*

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