Use Cases & Sales Battlecards

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Use Cases of OEMs, system integrators and distributors
Ushering a new level of data security & significantly reduce time-to-market

Connecting & Securing Infrastructure/Assets

- Remote monitoring & management
- Retrofitting IoT/OT assets
- Securing critical infrastructure

Backbone for Secure & Smart Devices

- Out-of-the-box connectivity, data management, configuration & security for the next gen of secure & smart devices
- Trustworthy data of devices as foundation for new business models & services
- Adding a product passport to devices fulfilling new regulations

Backbone for AI/ML models, platforms & data services

- Prevent data poisoning of training data pools and decision-making
- Significantly reduce time-to-market when developing new AI/ML models, platforms, or data services
- Standardized & automated data integration reducing complexity

Securing Transaction/Streaming Data

- Selectively share & secure transaction data between stakeholders
- Secure streaming data between devices, applications or platforms

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Sales battlecards
Connecting & Securing Infrastructure/Assets

- Do you need to make business-critical decisions based on data from your OT assets?

- Do you want to monitor the condition of critical infrastructure or business-critical OT assets remotely?

- Do you have existing business-critical assets that you want to connect and collect data?

- Do you want to manage and configure your business-critical OT assets remotely?

- Can you detect poisoned or broken data that is sent from your business-critical assets?

Sales battlecards
Backbone for Secure & Smart Devices

- Do you plan to develop a new, smart generation of your product?

- Do you plan to take business-critical decisions based on the data of your next-gen smart product?

- Do you want to collect data of your product in-use to offer additional services?

- Do you need to reduce time-to-market of your new product?

- Do you want to manage and configure your smart products remotely?

- In what environments will your product be used? (e.g. rural areas, extremely hot temperatures, basements, construction sites, etc.)

- Can you detect poisoned or broken data that is sent from your new smart product?

Sales battlecards
Backbone for AI/ML models, platforms & data services

- Do you plan to build a platform/service that relies on data for making business-critical decisions?

- Can you detect poisoned or broken data that would influence the decision accuracy of your platform/service?

- Do you need to reduce the time-to-market of your platform/service?

- Do you need to integrate a variety of different data sources for your platform/service?

Sales battlecards
Securing Transaction/Streaming Data

- Do you rely on transaction/streaming data for billing of your customers?

  If so, can you detect poisoned transaction/streaming data?

- Do you need to verify the origin and integrity of transaction/streaming data?

- Do you need to share transaction/streaming data between devices, applications, or platforms?