

IOT ENABLEMENT FOR A LIFESTYLE PRODUCT



BUSINESS CONTEXT

The key business objectives of the customer were:

- Gather insights from energy consumption to build new offerings around household energy management.
- Influence consumption behaviour through self-learning algorithms.
- Empower the consumer to track consumption and not be surprised when the "Bill Arrives"

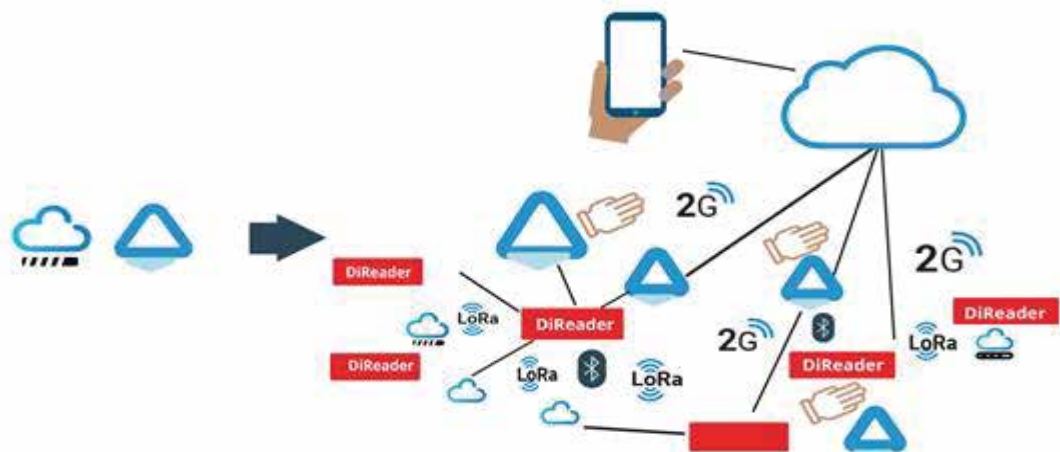
The request came with some constraints as well, like:

- No professional installation: not even a screwdriver.
- Create a remote node with a long service life & assure high performance.
- RF indoor communication with no further installation aids allowed.



ABOUT THE CUSTOMER

The customer is a consumer products company based in Milan, Italy. It aims to give the power to the consumer to know and manage energy consumption in each household. It leverages IoT and cloud analytics to help generate meaningful information that can also help generation companies and civic administration authorities.



SOLUTIONS/APPROACH

Bringing together a spectrum of cutting-edge technologies to deliver an IoT enabled life style product. The technologies used are:

- LoRa, for long distance, low energy, high penetration.
- Microchip Gestic to allow for enclosure in a gesture sensing product.
- BLE, for future expansion of scope of product
- Linux, for accelerated PLDC.



WHY EMA?

The key reasons why the customer chose to work with EMA were:

- The ability to apply the rigor of Automotive Electronics Product Development (V-Cycle) to any industry.
- EMA's credibility in the Italian Market and it's 15 year legacy.
- Ability to deliver across the PDLC : from concept to production.



VALUE AND BENEFITS

EMA helped develop a solution from a "one-line concept" from the customer to make a production ready product:

- Accelerated time-to-market (Delivery in 24 weeks).
- Lower cost (An agile, flexible team of core & non-core engineers enabling a pay-as-you-use model).

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