



Device As A Service (DaaS)



BENEFITS

- Enabled digital transformation of the OEMs business model and generated new revenue streams
- Local-global team facilitated quick scale-up of resources while controlling R&D costs
- Strong Agile and DevOps practice ensured delivery of high quality products

RESULTS



Customer has generated additional revenue of over \$ 1 Billion leveraging this platform

CUSTOMER CHALLENGES

Enabling New Revenue Streams

Customer : A global leader in Computing devices & peripherals headquartered in Palo Alto, California.

The customer was looking for a partner to

- Enable transition from **Selling PCs** to selling them as **"managed devices"**
- Deliver easy to use, scalable, cloud based device management solution

SCOPE

Design & develop easy to use, scalable, cloud based device management solution :

- The overall software Framework and analytics functionalities to enable DaaS scenario
- Integration with the Customer Support systems and Mobility solutions to provide real time hardware analytics

SOLUTION

Device to cloud engineering involving:

- Device Management Functions
- Security
- Identity Management
- Cloud Deployment
- Device Analytics
- Predictive Maintenance

FEATURES

- Analytics & Proactive Management
- Insightful Analytics reports
- Technologies:
 - AWS, Azure (MS recorded data), Google Cloud (Click Stream)
 - Clients: iOS, Android, Windows
 - Java/ J2EE tech, Spark, Scala, Python, C#, C++, Objective C, Jmeter, Selenium