

exceet delivers IoT solution for digital transformation at Parker SensoControl

- Development of a sustainable digital business strategy
- Expanded digital portfolio for industrial measuring devices

Rotkreuz, Bielefeld, July 25, 2016 – As part of a development project in the field of diagnostics and predictive medicine, exceet Secure Solutions, a member company of exceet technology group, successfully supported a business segment of Parker Hannifin Corporation, the Parker Tube Fittings Division Europe (product sector SensoControl), in achieving digital transformation from product maker to service provider. The IoT (Internet of Things) and IT security specialist has thereby set the stage for further collaboration in the future.

Under the brand name SensoControl, the Bielefeld-based Tube Fittings Division Europe, a business segment of the internationally operating Parker Hannifin corporation, provides intelligent solutions for industrial monitoring and maintenance. The company offers test points for hydraulics systems and measuring devices for stationary and mobile use, as well as supplementary services. To expand this service business, Parker SensoControl collaborated with experts from exceet Secure Solutions in a joint development project. Parker's aim was to leverage IoT features to realize new services in the field of diagnostics and predictive maintenance.

“Addressing the great complexity of IoT presented a major challenge”, explains Jürgen Seiler, PU Mgr SensoControl at Parker Hannifin GmbH in Bielefeld. “exceet’s 360° approach helped us understand what digital transformation means to our enterprise and what consequences it will have for core aspects such as strategy, performance and organization. With its holistic Value Engineering Workshops, exceet set things in motion at the management level and supported us in efficiently orchestrating the entire project.”

From Idea to Business Model

The project partners closely examined the concrete, on-the-ground benefits of IoT technology to gain a basis for an end-to-end digitization strategy. exceet and Parker SensoControl then successfully tested this strategy on the market. “With our Live Demonstrator, we were able to provide Parker with a valuable tool for promoting and strengthening transparency and acceptance, both internally and at the end customer level”, says Björn Peters, Head of Segment M2M/IoT at exceet Secure Solutions in summarizing the project result.

With this new strategy, Parker SensoControl can now offer new services and smart products via a direct digital interface to its customers. To implement the IoT solutions, Parker SensoControl relies on the IoT platform of the provider Exosite. exceet Secure Solutions is a founding member of the Exosite IoT Alliance and preferred IoT partner of Exosite in Europe. Together with the first successful development project with Parker SensoControl, this lays the foundation for further collaboration.

To download the full project success story, please visit:

http://www.exceet-secure-solutions.de/fileadmin/exceet/downloads/ess/Downloads/exceet_Success-Story_Parker_ENG.pdf

Image material available on request

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About exceet Group

exceet is an international technology corporation specializing in the development and manufacture of intelligent, complex and secure electronics.

About exceet Secure Solutions

exceet Secure Solutions specializes in secure connectivity solutions and offers consulting, hardware, software and services in this field. The company focuses on M2M solutions and IT security, with special expertise in industry and health. The portfolio also extends to HSMs, PKI solutions as well as products and services for qualified timestamps, including Trust Center operation.

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