

Making Money on the Edge

GO-TO-MARKET STRATEGY

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JABIL



The Jabil Value Proposition



accelerated **innovation** +

Disruptive experience design,
swift prototyping and speedy NPI

manufacturing **agility** +

Advanced Digital Manufacturing
enabled by Industry 4.0, Digital Product
Lifecycle Management, and additive
manufacturing

engineering **excellence** +

World-class engineers
and capabilities

supply chain **orchestration** +

Mitigating risk, saving time & reducing costs across the supply chain

empowered **experts** +

Jabil's teams accelerate process innovation, engineering excellence, advanced digital manufacturing and supply chain orchestration

Jabil brings domain-level expertise and industry knowledge in each unique industry in order to enable our customers to win

Our work cells provide a customer-centric approach to managing the unique needs of each customer



BUILT ON A SOLID FOUNDATION

JABIL

1966

FOUNDED IN
MICHIGAN, USA

3RD

THIRD LARGEST ELECTRONIC
MANUFACTURING SERVICES
(EMS) PROVIDER

330+

CUSTOMERS ACROSS
DIVERSE MARKETS

45

MILLION SQUARE FEET
OF MANUFACTURING
SPACE

100+

SITES IN 26 COUNTRIES



TENURED
MANAGEMENT TEAM

200k

DEDICATED
EMPLOYEES

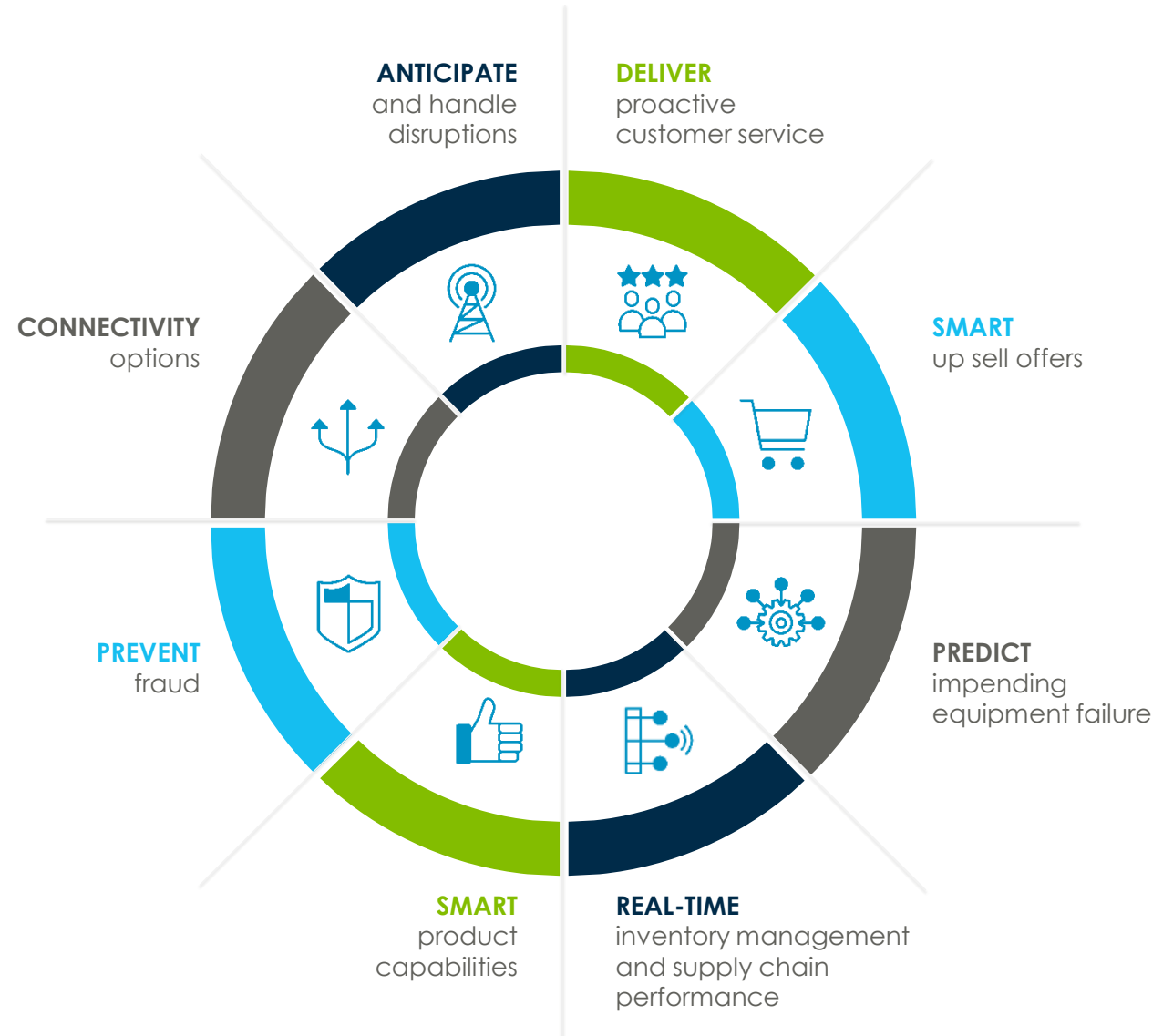
\$22.1

BILLION REVENUE
IN FY18

Deliver IoT Fueled Business Solutions



- Critical business moments begin at the edge and impact every facet of enterprise operations.
- Edge and IoT solutions drive competitive differentiation, customer satisfaction and business success.



Expand digital business value through expanded capabilities, insights and offerings



Edge

Create a Scalable Digital Nervous System with Pervasive Awareness

- Devices and Appliances
- Sensors and Actuators
- Gateways/Aggregation
- Event/Data Generation

Interaction of physical components with IoT ecosystem



Platform

Achieve Continuous Intelligence, Predictive Operations and Real-time Monitoring

- Data Ingestion
- Data Mgmt. and Analytics
- Policy and Orchestration
- Device and Platform Mgmt.

IoT Platform Architecture components build on top of other IoT applications



Enterprise

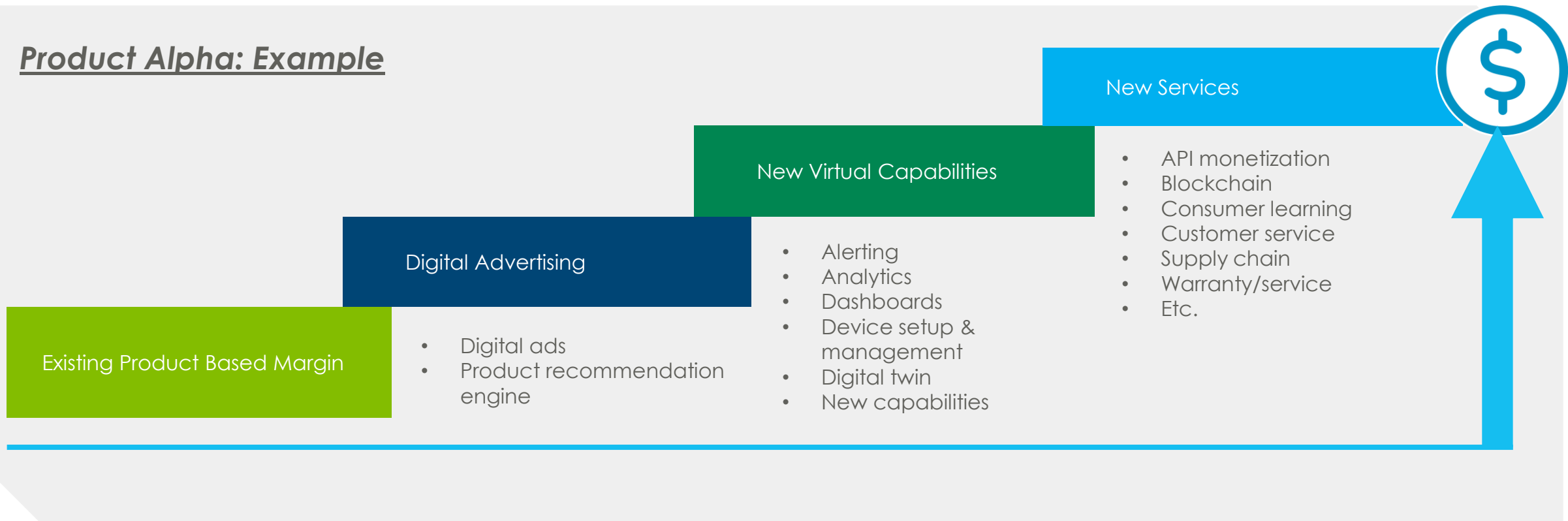
Deliver Actionable IoT Insights into Existing Business Systems to Make Smarter Decisions

- Business Applications
- Business Processes
- New Business Models
- Life Cycle Management

Integration between enterprise and IoT platform components

Take the steps to increase margins and profitability in your product portfolio

Product Alpha: Example



The IIoT Business Model Can Powerfully Disrupt and Transform Financial Results and Overall Value



Margin and profit pools with and without IIoT business model

What you capture today

What we can capture tomorrow

1st year
\$630,000 Profit

This product is projected to achieve a
4X+ PROFIT INCREASE!

6 YEAR TOTAL

Y1 Product **400K**

Annual
Microservices **210K**

Annual Data **70K**

Digital Ads **0**

= 1.68 M
instead of 400K

Example Only



Profit **\$400,000**

20% Margin

1. Low cost sensors
2. Edge compute
3. No gateway

Hardware

EDGE

Profit **\$0**

70% Margin

1. No digital ad opportunity on this application

Digital Ads

IIoT PLATFORM

Profit **\$210,000**

70% Margin

1. Compliance \$1
2. Safety \$1
3. Security \$1

Microservices

Profit **\$70,000**

70% Margin

1. Consumer Learning – internal and CPGs .50
2. Warranty support .50

Data

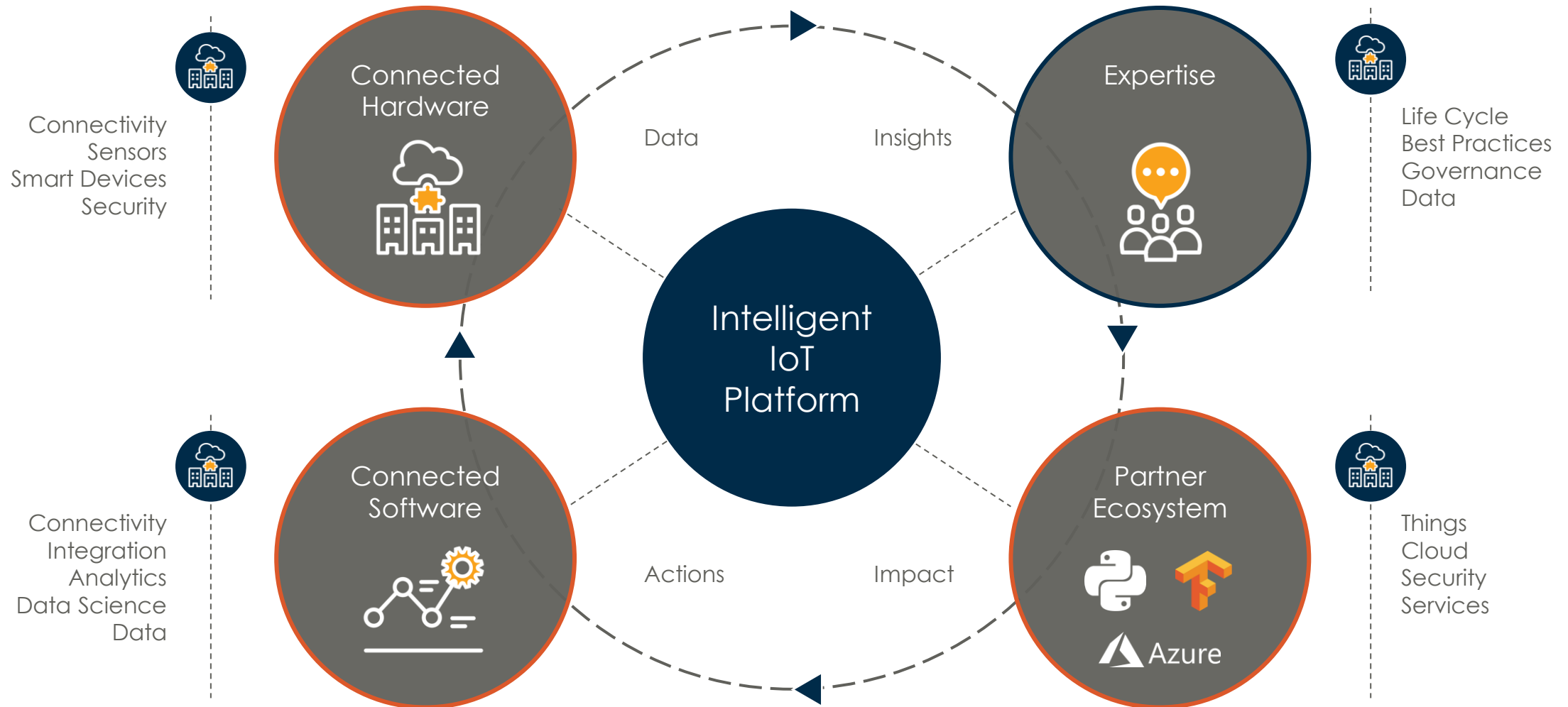
ENTERPRISE



Total Wallet 1st year

Assumptions: 1. 100K units per year @ cost of \$20/unit and sale price of \$24

A Broad Set of Capabilities are Required



Ownership | Privacy | Security | Governance



DISCOVER

- UX Report
- Markets/Opportunity Roadmap Report
- Customer/Stakeholder Report
- Product Requirements workshop
- Determine problem you are solving



DESIGN

- Technical or Product Requirements Document (PRD)
- Industrial Design
- EVT Design package
- BOM/Supply Chain
- Rapid POC & Field Trial
- Define Physical & Digital Experience



DEVELOP

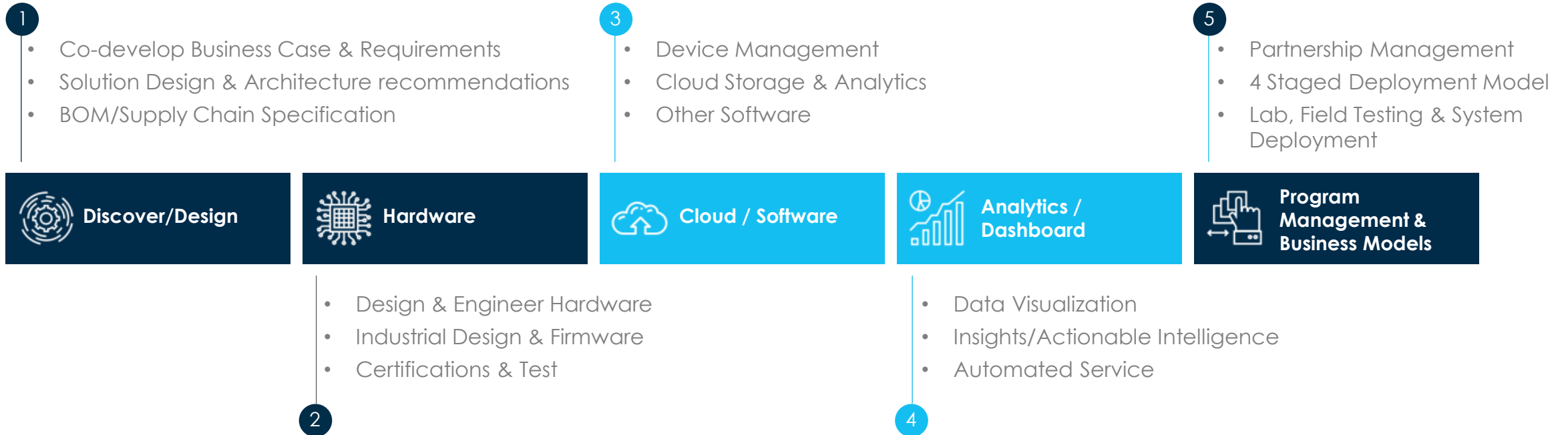
- Test, Monitor & Refine HW/System Architecture & Components
- Prototype Test Results
- DVT & PVT Design
- DVT & PVT Field Trials
- Digital Offering



DELIVER

- Commercial Product Solution Architecture
- Tooling
- PVT Production
- Scaled Supply Chain & Operations/Production Plan
- New Business Models and Recurring Revenue Streams with higher margins





Sabadell



NS
NORFOLK SOUTHERN

Super
GROWING YOUR SUPER TOGETHER

AIRFRANCE KLM



Cerner



BNP PARIBAS

jetBlue



SBB CFF FFS

KUVEYT TÜRK
SAĞLAM BANKACILIK

BROADREACH



CargoSmart



First Citizens Bank
forever first



Royal Caribbean
INTERNATIONAL

BMO Bank of Montreal

Con-way
FREIGHT



service
management
group®

ING



WESTERN UNION

MARKS & SPENCER

swisscom



Blue River
ANALYTICS



SecureWorks



THOMSON REUTERS

digitalSTROM

SOCIETE GENERALE



BNL
GRUPPO BNP PARIBAS



Vestas



GENTING CASINOS
UNITED KINGDOM

NXP

NTT DATA



Ruths.ai

THE UNIVERSITY OF
CHICAGO
MEDICINE

TXODDS
WINNING DATA

CNG
NUEVA GRANADA

SUNGARD

SAGE
HUMAN CAPITAL

LeisureLink



macy's



FrieslandCampina

citibank



BOSCH
Invented for life

T-Mobile

MELBOURNE
AIRPORT

Aeroporti
di Roma

Dezigual



EULER HERMES

TIBCO®



CONNECTED
INTELLIGENCE
CLOUD

10,000+ customers

3,500+ employees

Global footprint

Based in Palo Alto, California, and
present in 30+ countries

20 years of innovation

Founded in 1997, has fueled
digital ever since

TIBCO Connected Intelligence Cloud Capabilities

AUGMENT INTELLIGENCE



Data
Visualization



Data
Management



Advanced
Analytics



Integration and
API Management



Messaging and
Events Processing

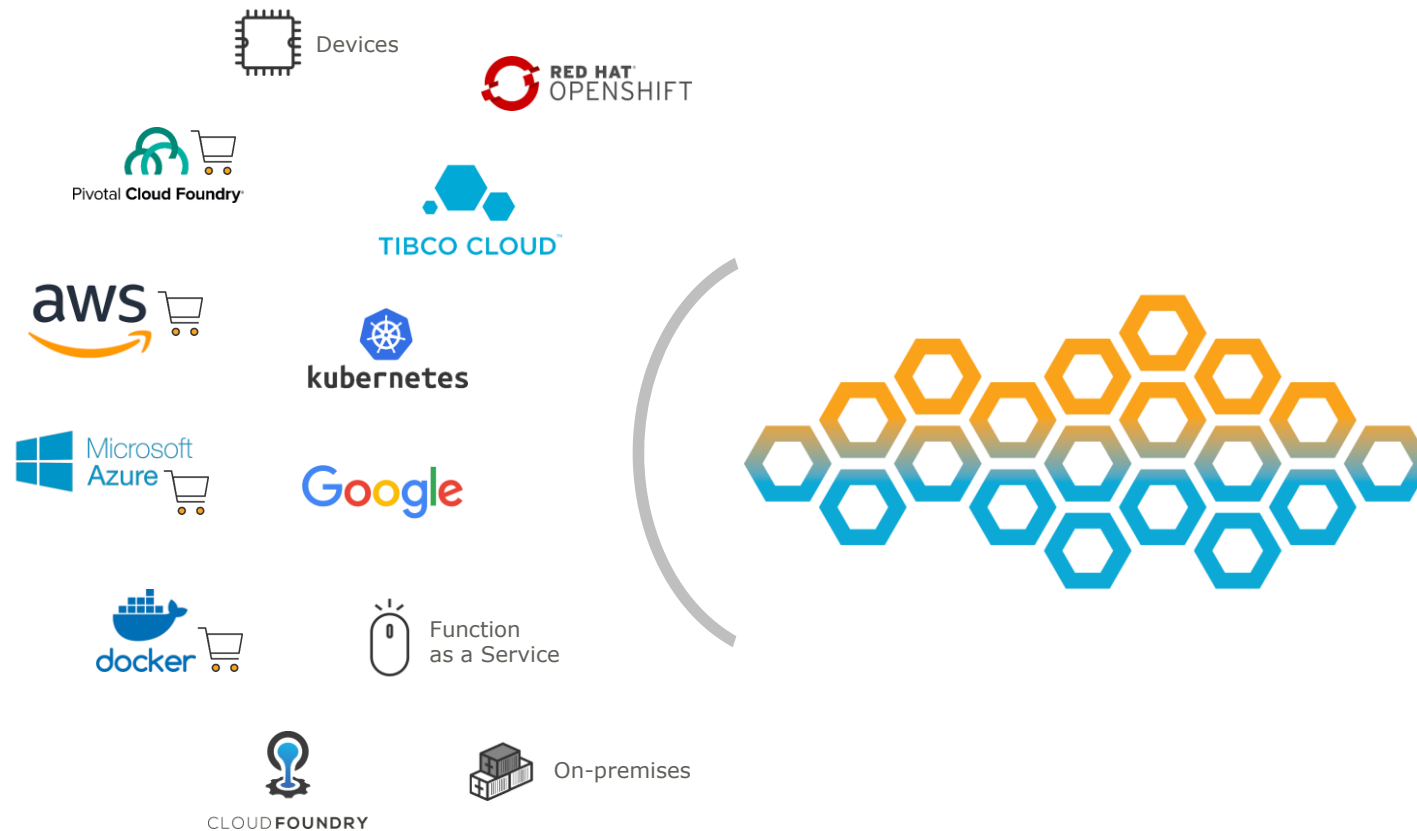


Low Code Apps &
Process Management

INTERCONNECT EVERYTHING

Available anywhere, everywhere

TIBCO Connected Intelligence Cloud



Open Source

Give developers easy access to core capabilities of the Connected Intelligence Cloud

SaaS

Quickly get up and running with a fully TIBCO hosted and managed service

Hybrid

With all options for self-host, multi-cloud, or edge deployments

Dynamic Cloud

Optimize cost by dynamically scaling on cloud infrastructure such as Amazon Web Services

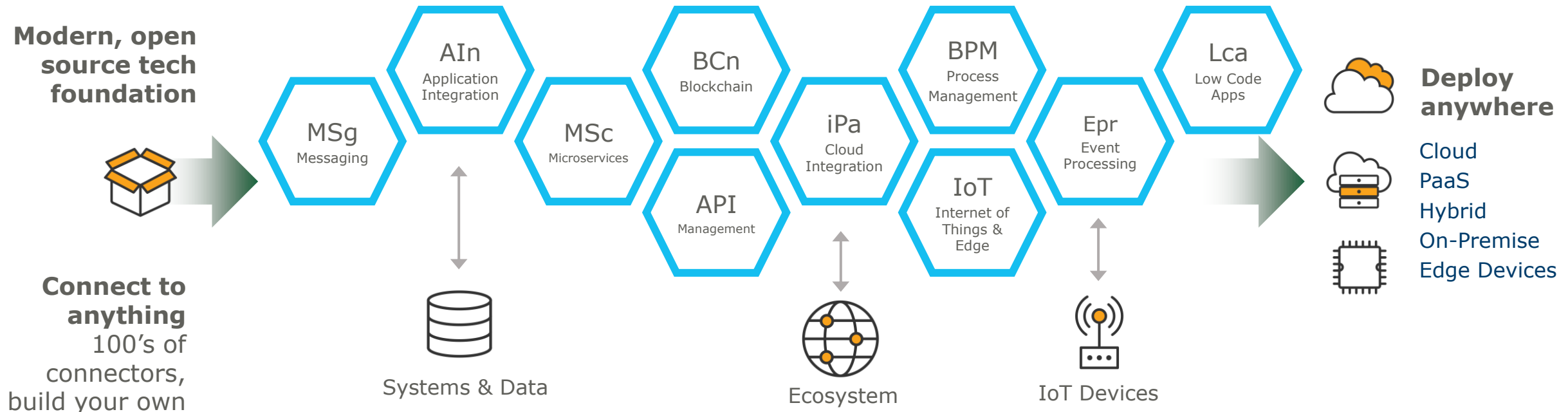
 marketplaces proposing TIBCO Cloud services

Only TIBCO provides a *complete* pervasive integration solution



Digital business is in its essence collaborative, heterogeneous and continuously changing and expanding. Without a solid underlying integration infrastructure and pervasive "integration thinking," there is no digital business.

How to Achieve Digital Business Excellence by Mastering Pervasive Integration Analyst(s): Massimo Pezzini | Yefim V. Natis

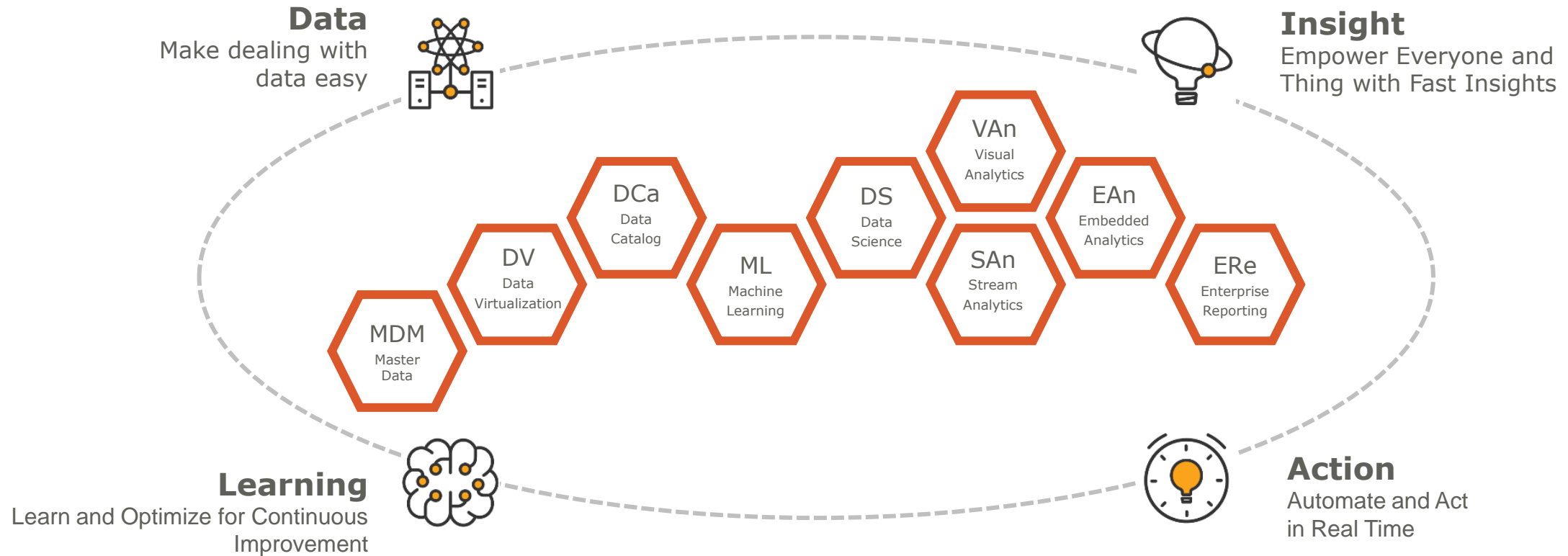


Interoperable as a System of Insight

FORRESTER[®]

Digital startups and advanced firms are taking a new approach we call systems of insight — the business discipline and technology to harness insights and consistently turn data into action. The key to this is multidisciplinary teams and an insights-to-execution process to embed insights in software, digital experiences, and everyday work.

Forrester, Digital Insights Are The New Currency Of Business, January 2018



Official Team Partner

TIBCO®



AMG
PETRONAS
MOTORSPORT



TIBCO®

300
sensors

750 Billion
pieces of data

15GB
unstructured
data per car

Races:	100
Wins:	74
Poles:	84
1-2 Finishes:	39
Podiums:	145
Fastest Laps:	53

2MB/s
peak throughput

35MB
per car / per lap

50,000
data points/car/second



Official Team Partner

TIBCO[®]



AMG
PETRONAS
MOTORSPORT

BUSINESS CHALLENGES

- Acceleration technology development translates into an ever increasing amount of data and shorter times to analyze and compute
- Increased importance of strategy on the outcomes of races
- Changes in regulations requiring an extremely tight balance between reliability and performance of the car

SOLUTION

- System of insights architecture based on TIBCO Analytics to access and analyze data at rest and in motion, discover, insights leverage data science for improved awareness and decisions

750,000 km of tests
Were done digitally by the car
before it was even assembled

RESULTS

- Faster and more ambitious design of the W09 thanks the improved analysis of the test results
- Improved reliability and performance coming from the identification of the optimum parameters for components such as the gearbox
- More aggressive race strategy enabled by the deeper understanding of the simulation and the access to any data

Innovation at the Edge



**19M Parcels
Managed in Real-
Time Per Day**

Automated logistics processes with real-time data integration

**60% Reduction In
Deployment Time**



CyberLogictec

Expanded IoT platform functionalities with VR and AR capabilities

**800 trains
instrumented**



Dutch Railways

Implemented a predictive maintenance system to monitor train status



**AMG Petronas
Motorsport**



5 Time Winner

Aggressive race strategy with deeper understanding of the simulation and access to any data





**\$100M+
Savings Per
Year with
Predictive
Maintenance**



Oxy Petroleum

Proactive measures to prevent shutdowns and failures

IIoT Quick Start POC Programs for OEM's

	POC Bundle Name	Example Applications	Use Cases	Description
	Product Registration / Provisioning	<ul style="list-style-type: none">• Warranty upsell• Supply Chain Management• Product Serialization	<ul style="list-style-type: none">• Auto Replenishment• Access Manuals• Video Training• Synchronize provisioning with manufacturing and product assembly	<p>Simplify and streamline product registration process while adding value add services.</p> <p>Life Cycle Management as a Service</p>
	Equipment Monitoring & Predictive Maintenance	<ul style="list-style-type: none">• Factory of Future• Wind Turbine• Engine Monitoring• Smart Sub Metering	<ul style="list-style-type: none">• Predictive Maintenance• Anomaly Detection	<p>Monitor Engines, Utility Meters, Refrigeration on a Scheduled basis. Predictive Maintenance</p>
	Asset Tracking	<ul style="list-style-type: none">• Factory of Future• Wind Turbine• Engine Monitoring• Smart Meter	<ul style="list-style-type: none">• Precious Cargo Monitoring• Track & Trace• Anomaly Detection	<p>Location tracking, environmental conditions, product handling and condition</p>
	Custom	<ul style="list-style-type: none">• Smart City• Campus of the future• Connected Vehicle		<p>Any permutation of the above</p>

Contact us today to schedule a IIoT Planning Workshop

Take the first step to increase margins and profitability for your business

Contact: Geoff Mulligan
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Cell: +1.719.963.5281

IIoT Planning Workshop

- Identify key stakeholders
- Rank and prioritize potential opportunities for consideration

PRD Development

- Requirements gathering
- Product Defined
- Use Cases Defined
- Business Case Defined

Prototype/POC/Tech Trial

- Design and Build
- Lab and Field testing
- Lessons learned
- Redesign and iterate

Contact: Frank Herlant
Email: Fherlant@tibco.com
Cell: +1.919.260.4188

Design & Deliver

- EVT, DVT, PVT phase of design
- Extended lab and field testing
- Tooling
- Supply Chain/AVL
- Purchasing parts
- First batch build

