

CIOR Review

The Navigator for Enterprise Solutions

IoT SPECIAL

JANUARY 17, 2018

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20 Most Promising IoT Solution Providers 2018

The way everything in the world today is connected to each other can be considered as an epitome of technological advancements. The Internet of Things (IoT) has revolutionized and bridged the virtual and real worlds with a plethora of technology such as biochip transponders, and heart monitoring implants, to smart cities and connected devices. It has become a ubiquitous phenomenon as evidenced by the proliferation of smart appliances, wearable devices, and digitally-optimized vehicles, promising to improve the productivity levels, across industries, and the quality of life in general.

From the convergence of wireless technologies, the Internet, and the micro-electromechanical systems (MEMS), the world has seen the evolution of IoT. This convergence has connected the operational technology (OT) and information technology (IT) in a much more efficient way and has allowed several unstructured data to be analyzed for insights which have driven

in several improvements in connectivity around the globe. Leveraging the latest trends in IoT such as the blockchain, SaaS, and cognitive networking, multitudes of technologists, solution providers, and startups are pushing IoT with innovative solutions, giving enterprises new dimensions of business workflows and processes like never before.

To help CTOs, CIOs, and CEOs find the right IoT Solution Provider, a distinguished selection panel comprising of CEOs, CIOs, VCs, industry analysts, and the CIOR Review's editorial board has selected a list of IoT solution Provider that exhibit innovative technologies combined with latest financial strategies.

We have considered the vendor's ability in building solutions and services that can effectively yet economically account for a productive wealth management, keeping in mind the factor of time-focused delivery. We present to you CIOR Review's "20 Most Promising IoT Solution Providers - 2018".

Company:
GreenLight IoT

Description:
Provider of smart building system integration and support services and technologies

Key Person:
Kevin Martin, Director of Marketing & Product Development
Tony Garcia, VP of Technology
Derek Davis, President
Jonathan Cambas, VP Sales & Customer Satisfaction
Richard Gedmin, COO

Website:
greenlightiot.com

GreenLight IoT Spearheading Smart Building Systems Integration

Smart building technologies have developed significantly over the years and so have the integration sophistication required to deploy the systems. In the days of standalone controls, all that an installation technician was required to do was to physically wire up a lighting system or HVAC control unit. But things have changed drastically today. Fueled by the IoT, the integration gap between device manufacturers and device installers has made it challenging and time-consuming to get a smart building system up and running quickly. With a specific focus on fulfilling this gap, GreenLight IoT was established—a vibrant technology company committed to trailblazing the widespread commercial adoption and streamlined integration of smart building systems. GreenLight IoT has become the bridge between manufacturers and installers of IoT devices.

“We have extensive experience in deploying advanced networked wireless control systems. Device manufacturers are constantly developing new wireless technologies and it is GreenLight IoT’s mission to help installers swiftly integrate the latest advancements,” elucidates Kevin Martin, director of marketing and product development, GreenLight IoT. Often, facilities management or electrical contractors implementing a smart building/lighting system are unfamiliar with advanced wireless networked controls. This leads to deployment challenges that result in suboptimal systems. To this end, GreenLight IoT assists clients right from the initial stages by helping installers successfully deploy a system that meets a client’s specific needs. “We aim to strengthen the relationships with our customers and understand their challenges to provide enhanced solutions,” says Jonathan Cambas, VP sales and customer satisfaction, GreenLight IoT.

GreenLight IoT provides a gamut of solutions and services during and after a project deployment to ensure system success. The company includes three distinct elements in its product offerings—designing the smart wireless controls system from the ground up; streamlined system commissioning; and ongoing system support services. GreenLight IoT uses its patent-pending methodology and technologies, including its Commissioning Link Manager™ (CLM) tool, to enhance the installation accuracy, device commissioning, and overall implementation and functionality of smart building systems. GreenLight IoT’s technology creates a digital workflow that provides accurate device information gathered in real-time as well as allows the installer to participate actively in the commissioning process throughout installation. “With our processes, we slowly introduce electricians and facility personnel to the GreenLight IoT deployment methodology to create an understanding of the smart



building network,” explains Tony Garcia, the company’s VP of technology. Beyond these system deployment offerings, GreenLight IoT provides ongoing support services that are segregated into three packages offering system support, system reconditioning, and system optimization services. “Our goal is to make smart building technology integration easy for installers and customers while providing long-term value for end-user clients,” says Richard Gedmin, COO, GreenLight IoT.

Martin shares an anecdote to highlight the effectiveness of GreenLight IoT’s system deployment and support solutions, wherein a large pharmaceutical research and development firm encountered major deployment challenges when rolling out a multi-million-dollar energy efficiency initiative. Using a traditional electrical contractor for the first phase of system integration, the firm was left with a substandard system riddled with improper schedules, incorrect tracking, and wrong programming of devices. At this difficult juncture, the firm reached out to Greenlight IoT, having heard of its vast experience in deploying large-scale smart building systems. GreenLight IoT provided enhanced system reconditioning services and are now booked to oversee all future expansions of the system to ensure long-term operational integrity.

Looking down the line, Greenlight IoT is planning to provide additional products and services required for advanced network control systems and a distribution channel for networking components. While GreenLight IoT’s focus is to continue to fuel the adoption of smart building systems, they also plan to expand their horizon to further manage, distribute, and utilize the data harnessed to improve facility and business operations for end-user clients. **CR**

