

2020



5

Billions of
connected
people



28

Billions
connected
IoT Devices



40

Zettabytes
of generated
data



6

Trillion Euro
of market
potential

INNOVATION HAS A NAME ...

The "Internet of Things" (short IoT) is one of the most important technological trends of our time. It has the potential to bring revolution to companies and markets.

Nevertheless, developing and exhausting the potential of the Internet of Things sounds abstract. Only the right technology can bring innovations to life and guarantee ease of use, reliability and security.

Reservation avoids opportunities!

The most frequent reasons for restrained investments in devices and systems equipped with IoT are lack of relevance, ignorance or a missing business model. The pressure on the manufacturing industry is increasing. Experts expect 28 billion IoT-enabled devices by 2020. Furthermore, a market potential of 6 trillion is expected. Companies that do not follow the trend towards the "Internet of Things" will in the long term be pushed and displaced by value-added services from the digital world of the Internet.

"PRODUCT DEVELOPMENT IS
A CREATIVE PROCESS TO
ALLOW CUSTOMER-SPECIFIC
SOLUTIONS TO ARISE"

OUR COMPETENCIES IN IoT

IoT-STRATEGY

The increasing number of intelligent end devices demands a new approach. For the future success of companies, it will be crucial that they develop and implement a suitable IoT strategy. A systematic procedure in the "Internet of the Things" leads to higher sales, optimized products, more partnership-based customer relationships and other positive impulses. During the identification and development of complete solutions we would like to support you!

**IoT-PLATFORM – DATA MANAGEMENT SYSTEM – BACKEND DATABASE
BIG-DATA TECHNOLOGY – ANALYSIS TECHNOLOGY – HARDWARE
IT ARCHITECTURE – INTEGRATION OF APPLICATIONS – SECURITY**

IoT-BUSINESS MODEL

The key to sustained success in the "Internet of Things" is innovative business models that generate real customer value and create new revenue streams. habemus! is your competent partner on the way from one-time to use- and time-dependent revenue.

IDENTIFICATION OF USE CASES AND CUSTOMER BENEFITS
DEVELOPMENT OF TECHNICAL SOLUTIONS
DEVELOPMENT OF AN OFFER AND MARKET POSITIONING
DEVELOPMENT OF A REVENUE MODEL OR MONETIZATION CONCEPT

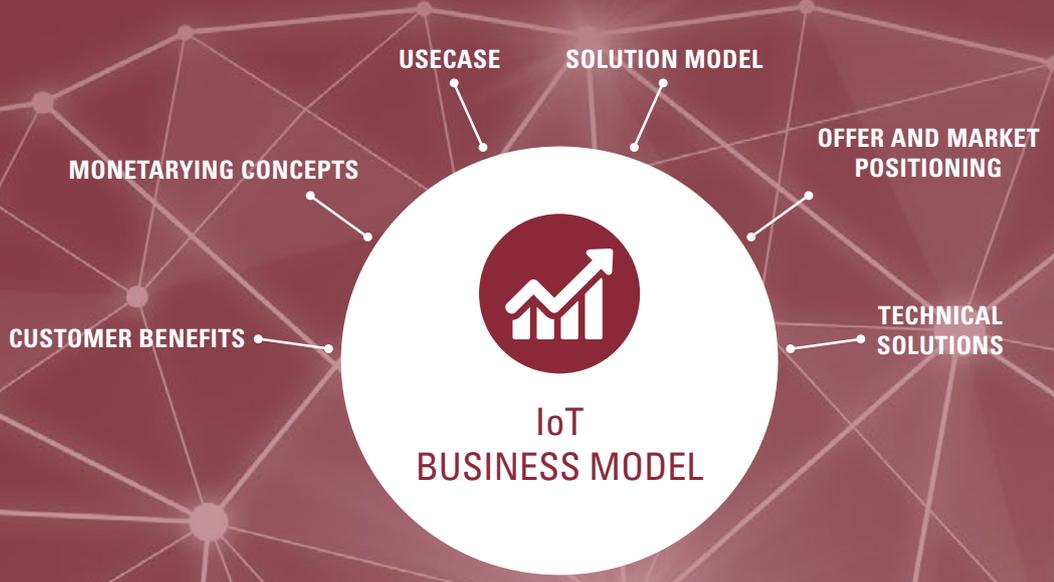
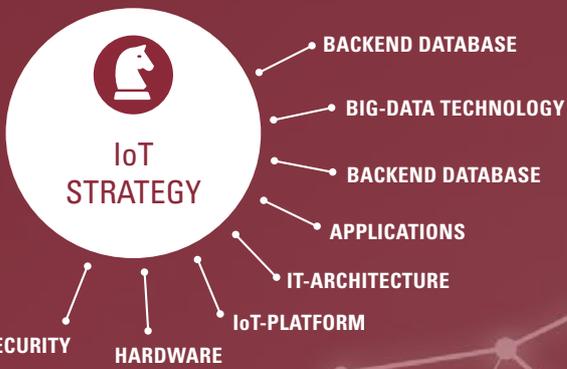
We support you in finding the right business model.

IoT-INNOVATIONS

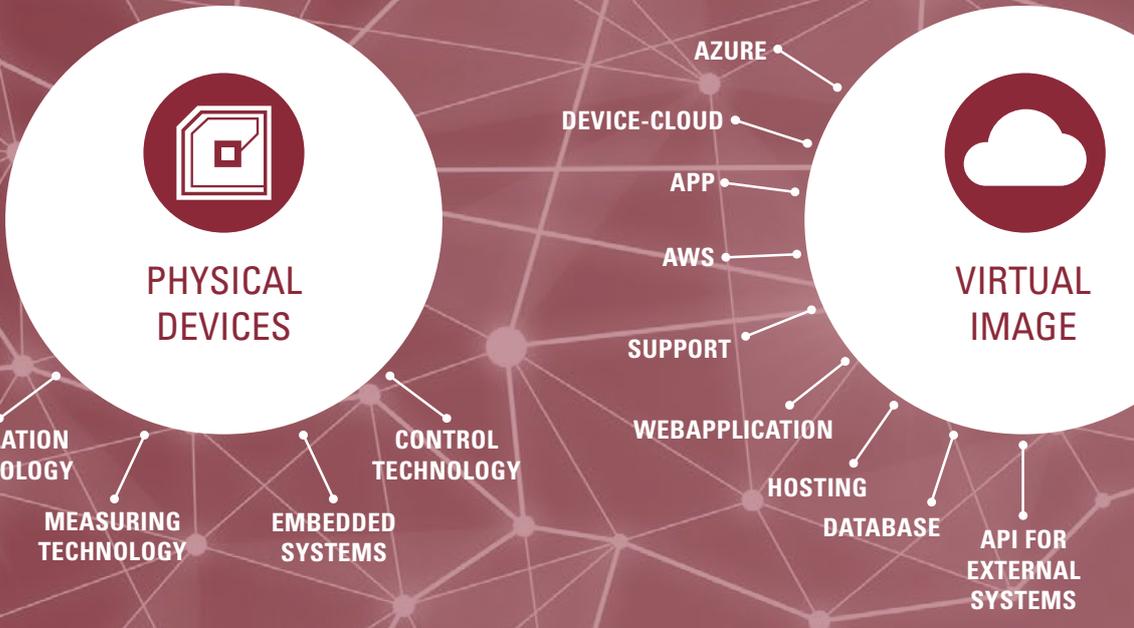
Innovations are today more than ever the key to generating growth, competitive advantage and long-term market positioning. The development of a high-performance innovation capability confronts companies with a challenge. habemus supports you in meeting these challenges.

**DEVELOPMENT OF VISIONS FOR DIGITAL PRODUCT AND
SERVICE INNOVATIONS**

**WE BRING
THE INTERNET OF THINGS
IN YOUR
BUSINESS.**



**SUCCESSFUL
CYBER-PHYSICAL
SYSTEM**





THREE CORE ELEMENTS THAT CHARACTERIZE A SUCCESSFUL CYBER-PHYSICAL SYSTEM

YOUR PHYSICAL DEVICE

HARDWARE – FIRMWARE – SOFTWARE

Electronics development is our passion. No matter if it is just a vision or already in the product development. Our range of services is as varied as our customers. habemus! assists you throughout the entire product development process.

PROBLEM DEFINITION – VISION DEVELOPMENT – IDEA GENERATION

We translate customer-specific requirements into simple electronic solutions. Because the genius of a development comes from its simplicity. The art for this lies in “skipping”. habemus! has the heart to develop with genius and simplicity! Make your device ready for the future.

HARDWARE – FIRMWARE – SOFTWARE

SPECIFICATIONS AND FUNCTIONAL REQUIREMENTS – PCB LAYOUT

CIRCUIT DESIGN – EMV DESIGN

REENGINEERING – PRODUCT OPTIMIZATION

VIRTUAL IMAGE

CLOUD – WEB – MOBILE APP

IoT platforms offer the possibility to unite billions of devices and billions of information. habemus! digitally replicates your devices or systems with the functions and features required for your business model.

WEBAPPLIKATION – HOSTING – AZURE – AWS DATABASES

DEVICE-CLOUD – SUPPORT – API

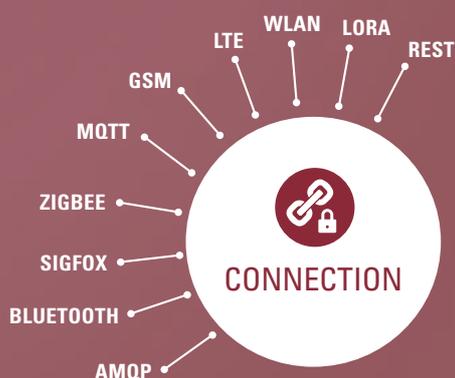
BUSINESS MODEL

SOLUTION MODEL – MONETISATION CONCEPTS – CUSTOMER BENEFITS – VALUE CHAIN – MARKET POSITIONING

One of the most difficult questions in the context of a successful cyber-physical system is how existing business models can be further developed and how successful new business models can be established.

habemus! supports you in the development of business models in order to generate real customer benefits and competitive advantages for your company!

Of course, the strategic, technological and organizational challenges are high! However, the opportunities that result from this are also great! As an experienced solution and system provider, we meet this challenge passionately and innovatively without losing focus on partnership and honest cooperation.



EVERYTHING FROM A SINGLE SOURCE

We react to the requirements of our customers with a maximum of innovative ability and flexibility.

Thus we offer solutions that inspire through functionality, economy and customer orientation.

CONSULTING & DEVELOPMENT

- IoT strategy
- IoT business models
- IoT innovations
- project management
- solution and system development
- components
- engineering
- cost analysis and cost optimization
- Functional and requirement specification
- hardware development
- firmware development
- software development
- PCB layout
- EMV design
- reengineering and product optimization

ELECTRONICS MANUFACTURING

- serial production
- pilot series
- prototype construction
- SMT assembly
- device production
- vapor phase inline vacuum brazing furnace
- THT assembly
- selective soldering
- device assembly
- Optical and electrical tests
- X-Ray
- AOI
- materials management

CONNECTION IN REAL TIME

LTE – GSM – LORA – SIGFOX – WLAN
BLUETOOTH – ZIGBEE – MQTT – REST – AMQP

The requirements for integrating embedded systems into the Internet are increasing. habemus! connects the worlds of embedded design and IT architecture. We create company-specific connections between your devices and virtual structures.

SECURE TRANSFER OF DATA AT THE IoT BACK UP – UPDATE – AVAILABILITY

You are looking for the most secure solution to transfer data between connected devices and systems. habemus! supports the secure transfer of sensitive data from devices to the cloud..

**OTA CAPABILITY – RISK MANAGEMENT – TLS | SSL
CUSTOMIZED SOLUTIONS**

MORE VALUE FOR PRODUCT & COMPANY

**FASTER – GREATER PROCESS RELIABILITY
MORE RELIABLE – MORE EFFICIENT**

The sooner the importance of connected systems and the “Internet of Things” for your own new business models is recognised, the greater the added value for your own company.

We offer you added value that is reflected in real, measurable facts:

- Avoidance of mistakes
- Automated processes
- Strengthening liquidity
- Image gain for companies

Through our practice-oriented competence, we support you and your company in taking the step into the “Internet of Things”. Highly professional, goal-oriented, user-friendly, we support you from the vision through idea generation to the finished product.

**WE WILL BE HAPPY TO FIND THE OPTIMAL SOLUTION
FOR YOUR COMPANY AS WELL –
CONTACT US FOR A FIRST ACQUAINTANCE!**

TOUCHING INNOVATIONS – IoT PERFORMANCE, A DAILY CHALLENGE – WE SPEAK IoT

We speak the “language of our customers” and continue to develop every day.

As a solution and system provider, we develop and program individual solutions with a focus on “networked devices”, embedded systems, IoT and cloud. We are happy to support you in the development of successful cyber-physical systems. We cannot create paradise but we will develop a solution to come closest to your ideal. In this way we make the world around the “Internet of Things” more transparent.

As an innovation forge for hardware and software development, we pursue the highest quality in the development and production of our Products. To meet our quality requirements we develop our products in accordance with modern Development methods. Our goals are satisfied customers and building a long-term, cooperation in a spirit of partnership. In addition, we want our customers to inspire through continuous and trend-setting solutions. Fulfilling this task we passionate and inventive!

habemus!
Wir haben die Lösung

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