



News Release

Teradata Punches the Value Accelerator: Pushes Slow-Moving IoT Projects to the Fast Lane

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Launches IoT analytics based on proven IP to transform sensor data streams into ROI streams

Teradata (NYSE: **TDC**), a leading analytics solutions company, today announced four powerful accelerators that speed up the transformation of Internet of Things (IoT) data to actionable insight. Teradata “Analytics of Things Accelerators” (AoTAs) are derived from field engagements at the world’s largest, most innovative IoT companies in manufacturing, transportation, mining, energy and utilities. The accelerators are comprised of technology-agnostic intellectual property (IP) and professional services, applied approaches proven to reduce implementation cost and risk, accelerate time to value, and drive business returns far greater than the initial investments.

Teradata AoTAs help organizations determine what sensor data to trust and keep, while choosing types and combinations of analytical techniques to best address specific business questions. The accelerators help organizations move from costly experimental projects to enterprise-class solutions scaling across thousands of connected devices and countless assets that result in continuous positive business impact. Specifically, the new Teradata AoTAs include:

- 1) Condition-Based Maintenance Accelerator, which continuously monitors and analyzes asset data from remote devices or equipment at scale to increase availability, improve safety, and reduce costs;
- 2) Manufacturing Performance Optimization Accelerator, which identifies complex production problems across equipment performance and availability for quick corrective action;
- 3) Sensor Data Qualification Accelerator, which automates recommendations on the optimal frequency of sensor



readings based on relevant anomaly patterns;

4) Visual Anomaly Prospector Accelerator, which mines large amounts of multidimensional time series (MTS) data from remotely monitored equipment and devices, and visually helps an end user discover anomaly patterns that frequently precede a key event.

"To improve Caterpillar's customers' total cost of ownership, we now have in place engine sensor feeds that show where and when remote engines need intervention, and we can predict failures across the fleet, which allows for forecasting replacement part inventory needs and recommending proactive maintenance tasks," said Scott Ullrich, Senior Engineering Team Leader, Large Power Systems Division, Caterpillar. "Projects like these are leading us to enable new service models, and revenue streams from new types of service-level agreements and specialized monitoring and intervention processes."

"Teradata AoTAs are already addressing and resolving \$100 million-dollar problems for manufacturers of vehicles, equipment, oil and gas systems, and consumer goods," said Oliver Ratzesberger, Executive Vice President and Chief Product Officer, Teradata. "These challenges represent billion-dollar budgets for each company, to be clear on the scale of business value addressed by AoTA. For example, our AoTAs have increased overall equipment effectiveness as much as 85 percent, while also improving predictability and asset availability. We are seeing a lot of excitement around our Accelerators, because the return on investment is transformational in scope and compelling in business impact."

Forecasts project 21 billion connected "things" in the digital universe by 2020. With data volumes generated by the IoT already dwarfing data waves from social media, information leaders must begin now to identify the requirements necessary to support adoption and implementation of IoT capabilities. Along with establishing requirements, they must also develop strategies, processes and execution plans to ensure that data is optimized to deliver compelling ROI.

"Based on interviews that I conducted with eight Teradata customers across several industries, IoT applications at those companies are generating impressive business value. As shown in our study, this value comes from the analytics applied to sensor data that is blended with traditional data about customers, products, and the like," said Dr. Richard Hackathorn, president and founder of Bolder Technology, Inc. "By leveraging the expertise from previous IoT engagements, these new Analytics of Things Accelerators can enable companies to realize value faster and enhance success for their IoT projects."

Ratzesberger said many companies are unaware that Teradata consulting services have helped customers implement sensor data analysis since the late 1990s, with extensive experience in the manufacturing and utilities

verticals. "Teradata consulting professionals are veterans at solving the biggest data problems in virtually every major industry, and experts in the use of IoT data, regardless of the customer's analytic ecosystem," he said.

Teradata "Analytics of Things Accelerators" are available immediately.

Relevant News Links

- New blog just posted -- expanding on Teradata "Analytics of Things Accelerators"
- Getting Value from the Internet of Things - a new blog on business value from the IoT
- Volvo Cars - Internet of Things case study - **NEW Teradata video**
- Saudi Telecom - Internet of Things case study - NEW Teradata video
- Volvo Cars: Capitalizing on the IoT to **Keep Drivers Safe and Keep Cars Designed Around You**
- Valmet is Bringing More Value as a Data Driven Business : **Video**
- **Internet of Things short flash video** from Teradata
- The Internet of Things: The Analytic Possibilities are Endless (document)
- **IoT for Oil & Gas - Energizing and Monetizing Your Data Pipeline**

About Teradata

At Teradata, we believe that people thrive when empowered with trusted information. We offer the most complete cloud analytics and data platform for AI. By delivering harmonized data and trusted AI, we enable more confident decision-making, unlock faster innovation, and drive the impactful business results organizations need most. See how at **Teradata.com**.

Media Contact

Jennifer Donahue

Teradata

Jennifer.Donahue@Teradata.com