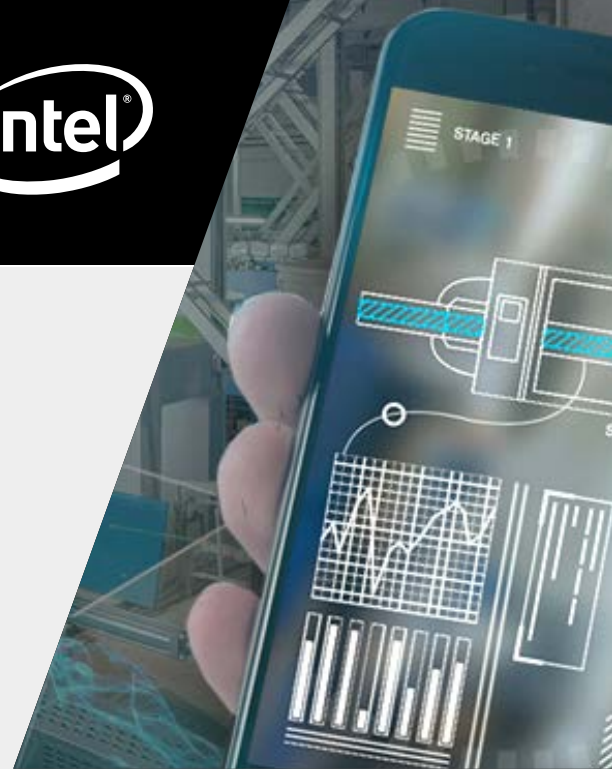


HELPING DEMOCRATISE DIGITISATION

Small and medium-sized manufacturers in Italy embrace smart production with turnkey Internet of Things (IoT) solution



Technology

Italy

Business needs

Olivetti wanted to transform production for small and medium-sized businesses (SMBs) across Italy — and the world — and looked to work with Dell EMC OEM Solutions and Alleantia to deliver its turnkey solution.

Solutions at a glance

- [OEM Solutions](#)
- [Dell Edge Gateways for IoT](#)
- [IoT Solutions](#)

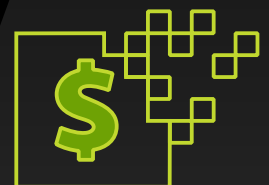
Business results

- Enables greater productivity and efficiency with real-time data
- Delivers maximum uptime with the help of services support
- Avoids delays with order fulfilment completed in weeks not months
- Supports business expansion through modular architecture

Truly plug and play, fully integrated and managed solutions, installed and operational in few minutes



Helps SMBs digitally transform their production lines



Manufacturers are constantly looking to improve productivity through digitisation. With manufacturing as a key driver for world economies, many governments are helping manufacturers with their digital transformation journeys. In Italy, for example, the government has launched its Industry 4.0 initiative to promote digitisation using Internet of Things (IoT) technologies.

This initiative, and others around the world, are attracting leading technology providers. For instance, Olivetti — an Italian brand established in 1908 and now Telecom Italia Group's IoT specialist — is providing small and medium-sized manufacturers with an IoT-based plug-and-play solution to make their machines and plants smarter, and their operations more efficient and effective.

Olivetti understands that digitisation is a challenge for manufacturers. First, there's the complexity of integrating operational technology — the production-line machinery generating the data — and IT systems. Second, there's also the environment where the integration takes place — namely, the factory floor, where heat, dust and vibration are constant factors.

IoT expertise working together

To develop a solution that meets the needs of small and medium-sized businesses (SMBs), Olivetti is working with Dell EMC OEM Solutions and Alleantia, a Dell EMC IoT Partner and Intel IoT Alliance member. The three companies have developed a turnkey solution that, using the IoT paradigm — built around the Dell IoT Edge Gateway 5000 — enables the digital transformation of production processes into Industry 4.0 logic.

The Dell IoT Edge Gateway 5000, running Alleantia IoT edge software, makes production line or factory-floor machines "smart & connected". The solution takes data from the production line or machines and makes it immediately available through multiple interfaces. At the centre of the solution is Intel technology. The Intel® Atom® processor inside the Dell IoT Edge Gateway 5000 enables seamless machine integration, data normalisation and local data storage. Furthermore, the processor performs near real-time data and event processing before distributing information to the customer's applications either directly or via a secure Olivetti cloud-based infrastructure.

Mario Polosa, IoT connectivity and solutions business line manager at Olivetti, says, "For SMBs, it means they can control the efficiency of their manufacturing processes in real time. What's more, they can then fine-tune those processes to improve performance."

Enabling smarter SMBs

Today, SMBs in Italy are embracing smart manufacturing, and transforming performance with the support of Olivetti and Dell EMC. Tomorrow, SMBs worldwide could also be using the same solution to digitise their operations. Polosa says, "We're helping SMBs transform their operations for a digitised world with Dell EMC. We're providing them with a turnkey solution that's simple to use while meeting a limited budget."

In Italy, the solution complies with the government's Industry 4.0 guidelines. This compliance is crucial because it means Olivetti customers can offset the cost of the solution against their business taxes. Comments Polosa, "Our solution fulfils all the requirements to get Italian Industry 4.0 tax relief, allowing an amortisation of 250 percent of the purchase value of the solution. This increases return on investment correspondingly."

Modular and extensible

SMBs also gain peace of mind that the solution will meet their business needs in the long term. The solution is modular, enabling customers to scale out the underlying

"We're helping SMBs transform their operations for a digitised world with Dell EMC. We're providing them with a turnkey solution that's simple."

Mario Polosa, IoT Connectivity and Solutions Business Line Manager, Olivetti

infrastructure as their operations expand. Polosa adds, “Our solution with Dell EMC also helps manufacturers introduce predictive maintenance. This is vital because any breakdown in a production line is bad news and can be costly to both the manufacturer and their customers.”

Order fulfilment in weeks, not months

By working with Dell EMC OEM Solutions and Alleantia, Olivetti can fulfil orders much faster than custom-built solution vendors. For instance, orders are shipped within days and can be installed by customers and then remotely configured across a 3G or 4G network. Polosa comments, “Compared with a lead time of more than six months for custom-built hardware from other vendors, the Dell EMC OEM Solutions offer is far superior. We can ship orders quickly thanks to Dell EMC, which keeps customers happy.”

Customer satisfaction, however, goes way beyond short lead times. Vincenzo Brutto, head of IoT vertical solutions at Olivetti, explains, “We can offer SMBs next-day business support across 180 countries through ProSupport. This, in addition to our remote management chatbot for customers, almost entirely eliminates downtime.”



[Learn more](#) about
Dell EMC solutions



[Contact](#) a Dell EMC expert



[Connect on social](#)

Copyright © 2018 Dell Inc. or its subsidiaries. All Rights Reserved. Dell, EMC, and other trademarks are trademarks of Dell Inc. or its subsidiaries. Ultrabook, Celeron, Celeron Inside, Core Inside, Intel, Intel Logo, Intel Atom, Intel Atom Inside, Intel Core, Intel Inside, Intel Inside Logo, Intel vPro, Itanium, Itanium Inside, Pentium, Pentium Inside, vPro Inside, Xeon, Xeon Phi, and Xeon Inside are trademarks of Intel Corporation in the U.S. and/or other countries. Other trademarks may be trademarks of their respective owners. This case study is for informational purposes only. The contents and positions of staff mentioned in this case study were accurate at the point of publication, July, 2018. Dell and EMC make no warranties — expressed or implied — in this case study. Part Number: H17253

