



GUIDE · MACHINE

The Industrial IoT Business Case

Frame baselines, value levers and dependencies for a credible connected-operations roadmap.

IIIoT INFOTECH · RELATED SOLUTION: VEDA INDUSTRIAL IOT PLATFORM

How to think about this decision

Four questions to work through before evaluating any vendor — including us.

1. Start with the baseline, not the platform

Before evaluating any IIoT platform, get honest numbers on three things: current OEE (by line, not just plant average), unplanned downtime hours per month, and how many separate systems your team already checks to answer "is the plant healthy right now?" Most business cases fail not because the technology is wrong, but because the baseline was never measured.

2. The four value levers that actually move a P&L

OEE improvement (availability x performance x quality) is the headline number, but the levers underneath are: reduced unplanned downtime, reduced energy waste (sub-metering exposes which 20% of assets cause 60-70% of the waste), reduced quality cost, and reduced management overhead.

3. The dependency most roadmaps miss: data quality before AI

Predictive maintenance and anomaly detection are only as good as the sensor data feeding them. A realistic roadmap sequences connectivity and data validation first, then layers AI models once 2-3 months of clean baseline data exists — not the reverse.

4. A phased path that de-risks the investment

Phase 1 (4-6 weeks): connect one line, get live OEE and basic alerting working. Phase 2 (2-3 months): add energy and quality modules once the team trusts the dashboard. Phase 3 (ongoing): layer AI-driven predictive maintenance once there's enough historical data to train against.

WHERE IIIOT FITS

If you decide to move forward

Veda is built around the framework above, not around a generic feature list.

Single Data Model

One model spans assets, energy, quality, safety and maintenance — no siloed point solutions bolted together after the fact.

Native AI/ML

Predictive maintenance, anomaly detection and energy optimisation are built into the platform, not add-ons stitched on top.

Open Connectivity

OPC-UA, Modbus, MQTT, REST, plus native SAP, MES and CMMS integration — connects to what you already run.

1,247

DEVICES CONNECTED

84%

OVERALL OEE

94%

AI MODEL ACCURACY

19

INTEGRATED MODULES

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