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IOT SPECIAL

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## 50 Most Promising IoT Solution Providers - 2019

**T**oday, the Internet of Things (IoT) is empowering organizations by allowing virtually endless connections that result in enhanced agility, scalability, and optimized business processes and workflows. The popularity of IoT devices is highlighted by the rapid proliferation of smart interconnected appliances, wearable devices, and IoT-based smart vehicles. With its widespread applications, IoT is boosting productivity across industries while also improving the quality of life in home and work environments.

IoT solution providers are combining technology with analytics in order to generate value for a business and its customers. Further, IoT devices are aiding software developers and device manufacturers in addressing complicated challenges in their respective areas of work by enabling real-time tracking and information sharing of core processes. Additionally, to address the need for effective security measures created by the growing number of interconnected

devices, IoT vendors also offer IT security software to enable customers to deploy, monitor, and secure their applications and infrastructure.

IoT devices are helping businesses and consumers alike to build a smarter world and create an environment where the seamless and real-time sharing of data and information increases the effectiveness of core operations—improving the way of life.

This edition of CIOReview presents to you, the “50 Most Promising IoT Solution Providers 2019,” featuring technology providers that are radically changing the field of interconnected devices. Over the past few months, a distinguished panel of CEOs, CIOs, VCs, and the editorial team of CIOReview has reviewed companies in the IoT sector and selected those that are spearheading the charge against the challenges of the industry.

We present to you, “50 Most Promising IoT Solution Providers – 2019.”



**Company:**  
Red Lion Controls

**Description:**  
Provider of solutions to help connect legacy equipment in factories and help create actionable data

**Key Person:**  
Colin Geis  
Director of Product Management - IIOT

**Website:**  
redlion.net

## Red Lion Controls Preparing Legacy Factories for Digitization

**W**hen a factory owner finds himself unable to collect data from legacy assets and connect processes or facilities to a secure IoT cloud to transform data into actionable intelligence, he realizes that a change is needed and it can quickly escalate into a dire situation. This scenario, however, is the reality of industrial plants across the globe. With the rapid migration to Industrial Internet of Things (IIoT), business owner’s knee jerk reaction is contemplating a complete factory makeover, since their legacy equipment is not compatible with existing solutions. But, what is driving the shift toward the internet? It is the need for broader access to actionable data, which has gained importance among industrialists, who leverage insights to develop key performance indicators (KPIs) to improve operational efficiency and reduce downtime. Pennsylvania-based IoT solution provider, Red Lion Controls fulfills this market need, helping business leaders connect their existing equipment to the internet without changing out the complete infrastructure.

“While the industrial space has changed gradually over 40 years, its transformation has accelerated in recent years, and will exponentially evolve over the next decade,” begins Colin Geis, director of product management- IIoT at Red Lion Controls. As technology continues to gain the upper hand, organizations are starting to understand the value of information contained within the data and its importance in business operations. Not only does it help in process optimization but also in opening doors to business models and real-time actionable insights.

Bringing hope for organizations struggling in these aspects, Red Lion’s protocols library comprises provides a simple path for machinery to communicate with automation equipment. Irrespective of



the environment the solution is deployed in, Red Lion’s protocol gateways collect data from deployed assets and can transmit that data to any place using modern and secure technology. The data can then be viewed locally via operator panels where the operators can see process flows and get notifications of issues or malfunctions. The data can also be aggregated and used by management teams to create and manage KPIs to improve the efficiency of entire facilities. “When data meets industry insights, actionable and insightful outcomes can be acted upon,” adds Geis, which, as he explains, can be done locally or on any IoT platform. Red Lion also assists organizations with visual management, remote monitoring, and industrial Ethernet solutions.

Red Lion helps businesses optimize and leverage their existing infrastructure by provisioning the access to extensive data sets, as well as remote connectivity. This gives users the ability to communicate with their equipment effectively. The IIoT solution provider’s affiliation with top IoT platforms in the market allows it to provide clients with the freedom to choose the best equipment, instead of just the compatible ones.

These capabilities can be exemplified by Red Lion’s collaboration with an oil and

gas firm that needed to control water supply and monitor its usage along with the pumps and storage tank levels. The client wanted to manage the overall efficiencies of their mobile units. Since these units were moved to different sites, the organization sought a unique application that could be updated as requirements changed. In response to these requisites, the use of Red Lion’s industrial networking solution ensured better overall process control, reducing the need for on-site support staff. With this remote monitoring capability, the oil and gas firm now has secure access to usage reports and near real-time data from sites worldwide.

**Red Lion helps businesses optimize and leverage their existing infrastructure by allowing access to more data, as well as remote connectivity**

In a market that is rapidly accelerating, Red Lion aims to strengthen its presence in the IIoT space by creating solutions that can adapt to the evolving technological infrastructures. In addition, the company will reach out to organizations dealing with industrial manufacturing, smart cities, and transportation in the future. Red Lion open connectivity and multi-protocol enabled products will further empower the control, delivery, and visualization of data, anytime, anywhere, over both wired and wireless networks in industrial manufacturing, smart cities, and transportation in the future. **CR**