



Training

## Innovation Workshop

It's not easy to get started on your IoT Journey! As experts in IoT Integration with our proven approach, SpinDance will guide you, your team, and your product to a smooth, and successful launch.

## Contact Us

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## Who .....

SpinDance's Innovation Workshop is for organizations wanting to know if and how IoT could enhance their product(s) and their business value but need to identify their Value Propositions along with a solid plan to successfully deliver a world-class product.

No matter which stage of the IoT Journey your organization is in, an Innovation Workshop is an invaluable tool to identify, clarify, & illuminate the path to a successful IoT Product launch.

## Why .....

Our Innovation Workshop session helps organizations identify and validate use cases and IoT-centric value propositions for prototyping and proof of concept.

We show your team how to efficiently explore IoT opportunities. We'll navigate to the right technology and guide you in developing a product that's more advanced and has your competition running to catch up.



# Our Approach

Our consistent approach drives proven and powerful results!



## 1 Assess

We get to know you, your team, and your systems to assess where you are and where you want to go.

## 2 Map

We map your path using workshops & collaboration, roadmaps, and clear strategies on how to get there.

## 3 Design

We develop an end-to-end system design and share how the data flows throughout the build.

## 4 Develop

Using agile principles, we build small, demo-able parts and give you a chance to weigh in throughout the project.

## 5 Maintain & Support

Our team delivers ongoing software updates and maintenance after launch.

# What .....

SpinDance leads a 3-hour workshop session with internal stakeholders to shape a collaborative mindset toward developing high-value IoT software and systems.

Using our proprietary methods, we work with your team to brainstorm, map and clearly identify opportunities for your product. We then make recommendations on how to efficiently explore these opportunities to accelerate your team's training.

# Benefits .....

Your team will have a clear plan to develop and deploy successful IoT products. You'll receive the following:

- **User Journey Map** – a summary including risks and opportunities
- **IoT Value Proposition** – summaries that identify the business benefits, actions to achieve them, the IoT model to drive the action, and the data required
- **Product Roadmap** with recommended actions to bring the product to market

# Visualizing the IoT Journey



Disconnected

NO IOT INNOVATION

Learning about the benefits of IOT



Connecting

INNOVATING BUT NOTHING IN PRODUCTION

Inventing and testing strategy, creating proof



Connected

PRODUCTS IN PRODUCTION

Aligning strategies with results, mastering IoT product development



Accelerating

ACHIEVED SUCCESS WITH IOT STRATEGIES

Extending margins, strengthening the value of IoT assets