



# Delivering high performance Internet of Things services

Jfokus Embedded, February 2013

Lars Ramfelt, CEO

# About Us.



- World leading Internet-of-Things solution, for industrial sites, proven with revenue generating lead customers.
- Scalable architecture to 100+ million locations.
- Intel and Ericsson aligned vision and collaboration.
- World class software and hardware Internet-of-Things technology and entrepreneur team.

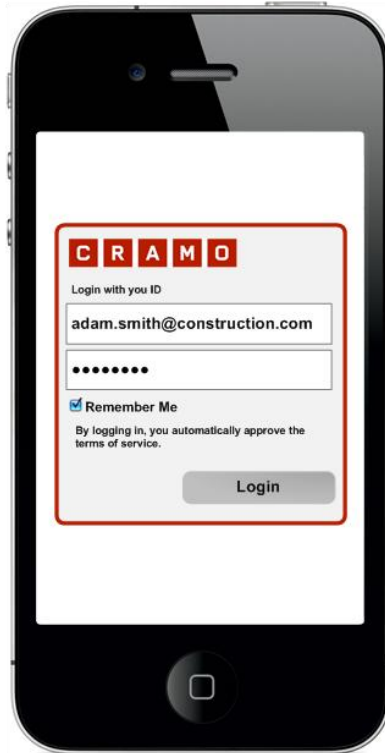


# Three Clicks is Enough.

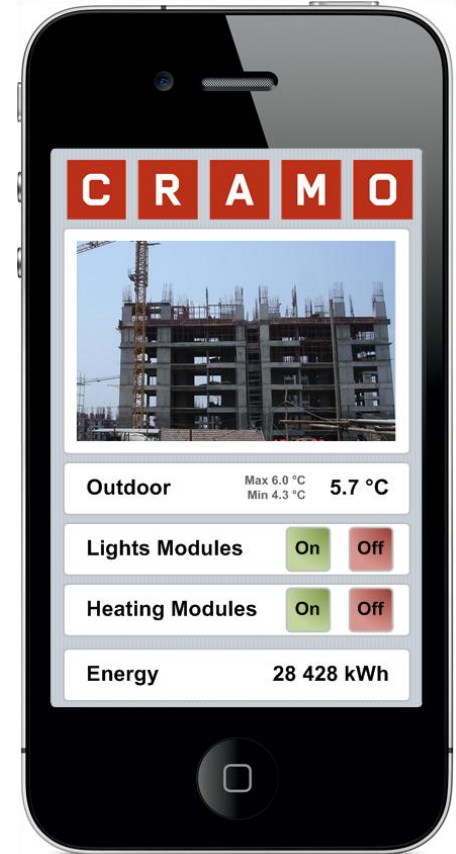
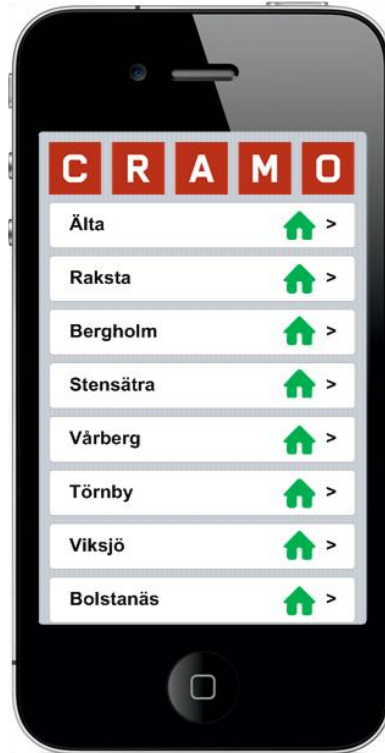
Launch App



Login

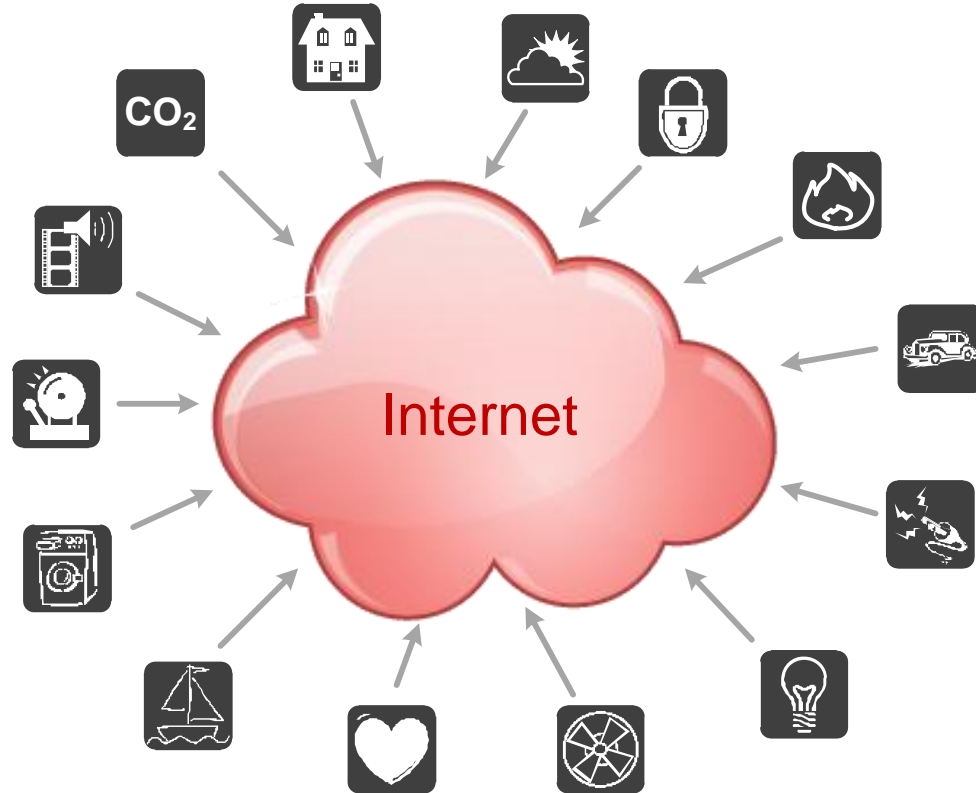


Select Location

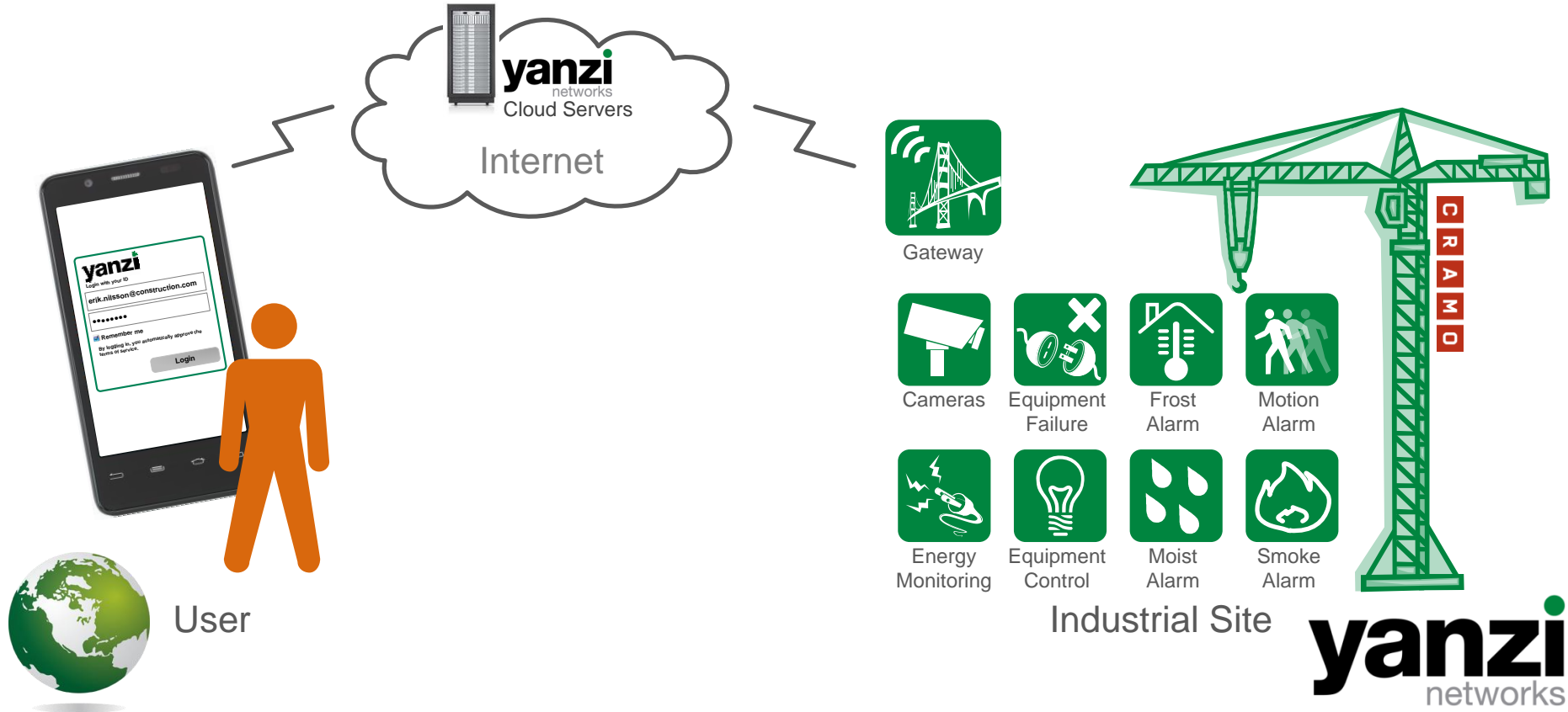


# Our Mission: Getting Things Online!

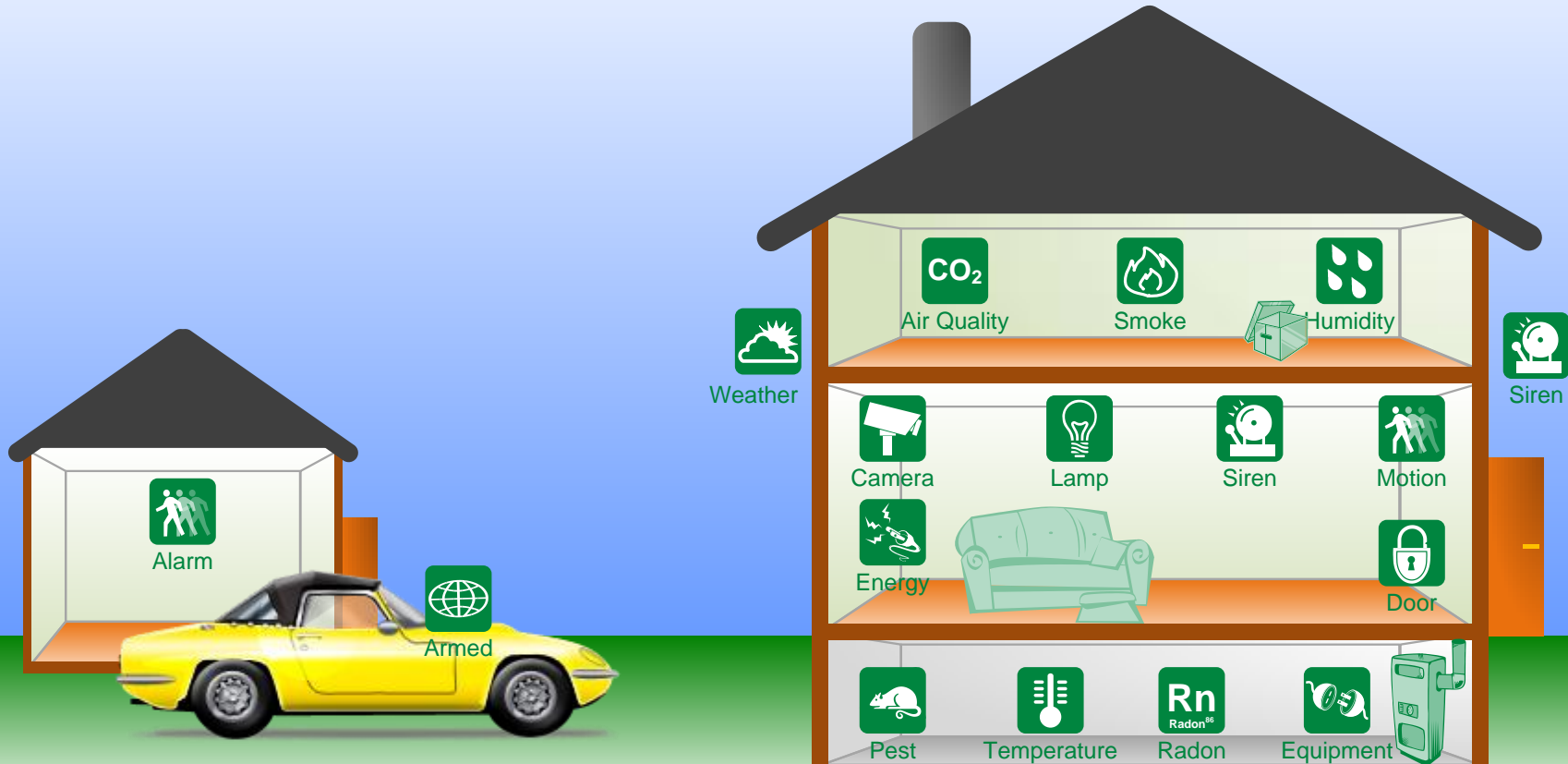
And provide a rich and real-time user experience with images and video.



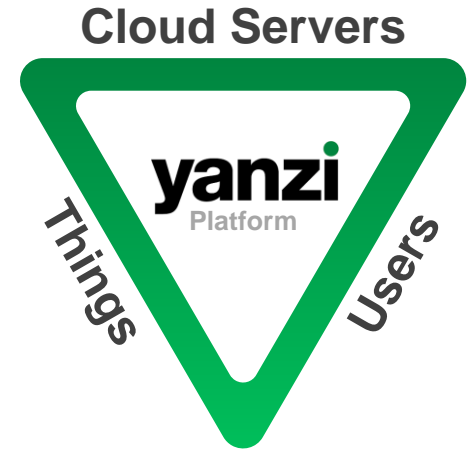
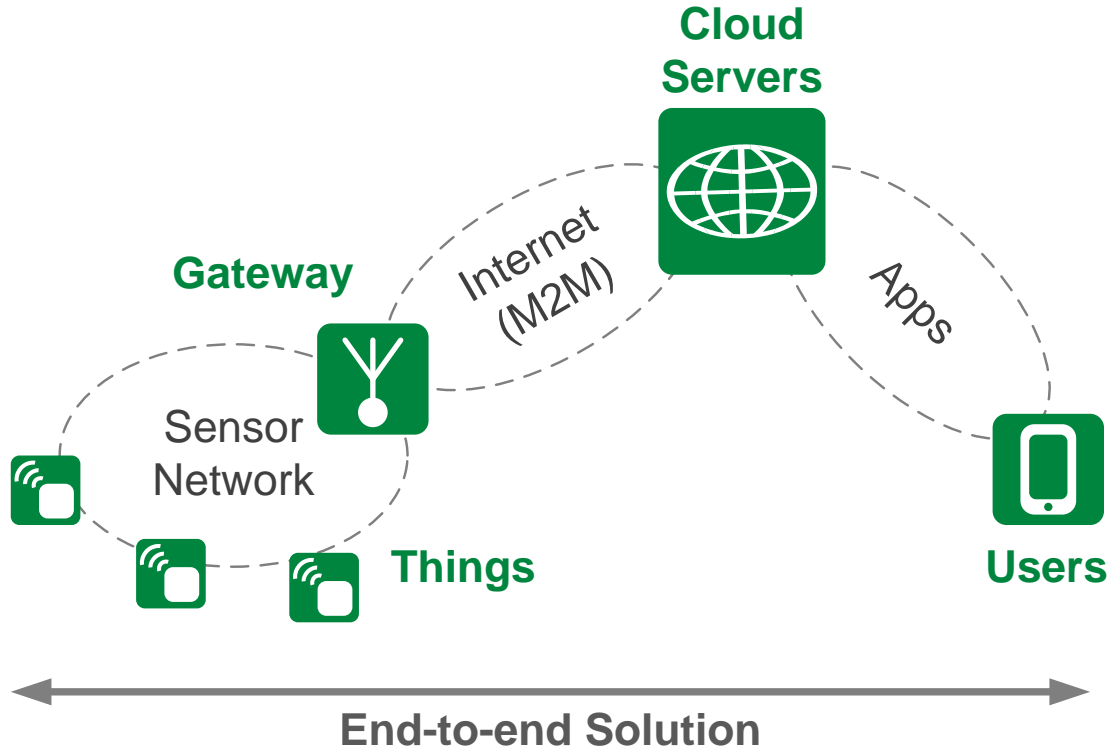
# System Overview.



# Sensors.



# Internet-of-Things.



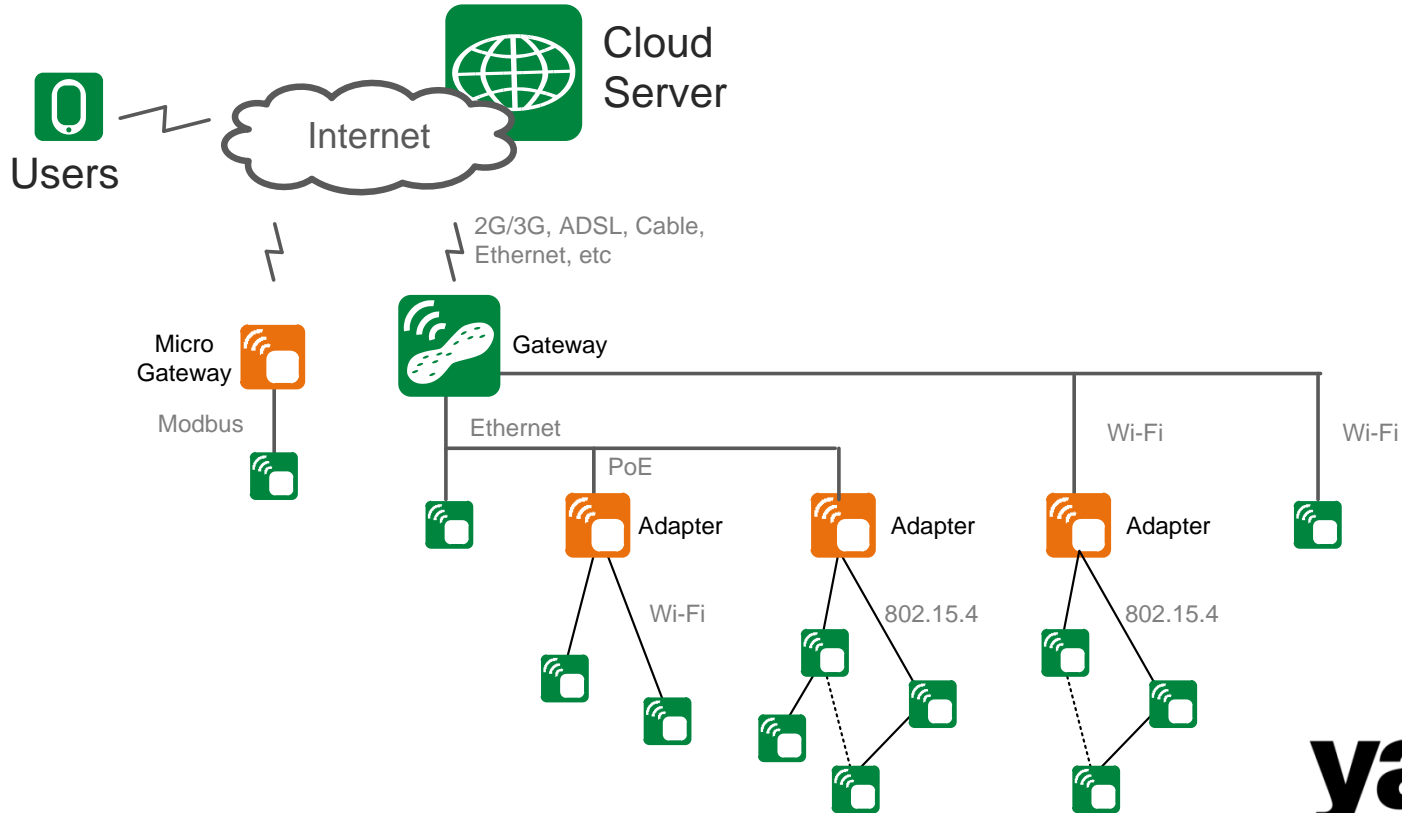
# Challenges.

- Scalability
  - Many locations
  - Many sensors per location
  - Amount of data
  - Need to support low cost to high performance solutions
- Large variation in Internet connectivity
  - Loss, delay, performance, cost, availability
  - Real-time control
- Large variation of connected sensors
  - Legacy – Modbus, 1-wire, CAN, etc
  - Video – Smart capacity usage





# Ugly Looking Reality.

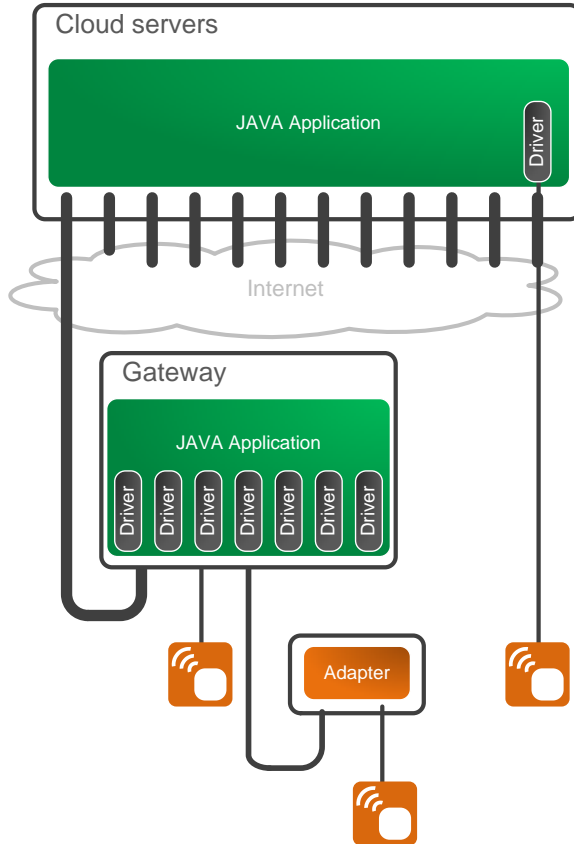


# ”Requirement”

- Horizontal application
  - Mix of services, low speed sensors, high speed video, local storage, remote storage, all in same system.
- All networking provided by IP (IPv6)
  - No reliance on proprietary networking layers
- Zero-configuration network setup
  - Automatic discovery
  - Automatic provisioning (individual security)
  - Automatic firewall traversal
  - Automatic device management
    - Fault detection, remote upgrade, etc
- Multi platform software implementation
  - Shared between Cloud and Gateway
- State-less sensors and state-full Java servers



# Virtual Device Driver.



- IP-based hardware abstraction layer (HAL)
- Allows for virtual device driver inside the Java framework
  - Lower support cost
  - Higher functionality
  - Better code reuse



# Partition of Functionality.



- ✓ Secure
- ✓ Client software updates
- ✓ Backup
- ✓ Real-time notifications
- ✓ Provisioning

Cloud Servers



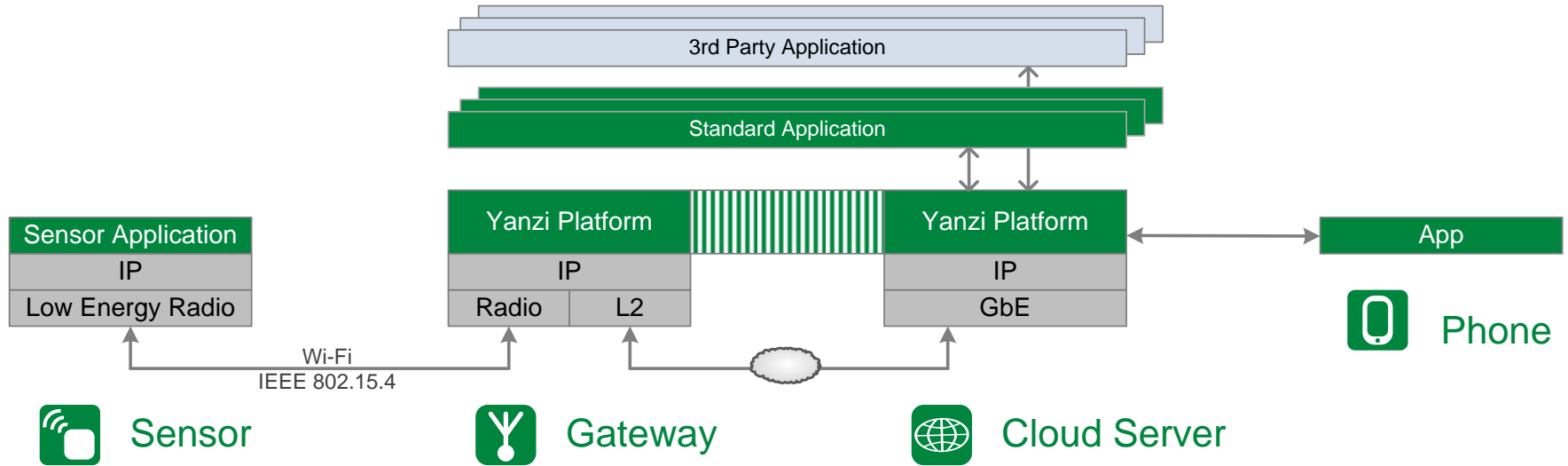
- ✓ Zero configuration
- ✓ Automatic discovery
- ✓ Automatic security
- ✓ Firewall traversal
- ✓ IPv4 / IPv6



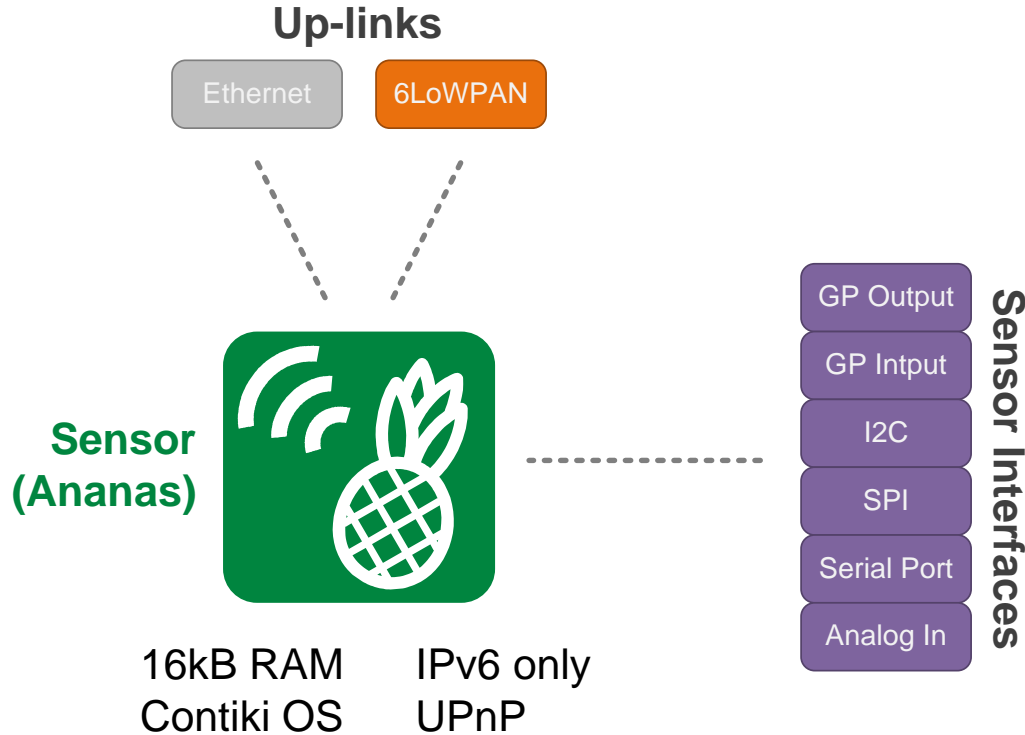
- ✓ Web or App based
- ✓ Single sign-on
- ✓ Aggregated view of locations
- ✓ Aggregated view of objects



# Platform Architecture.

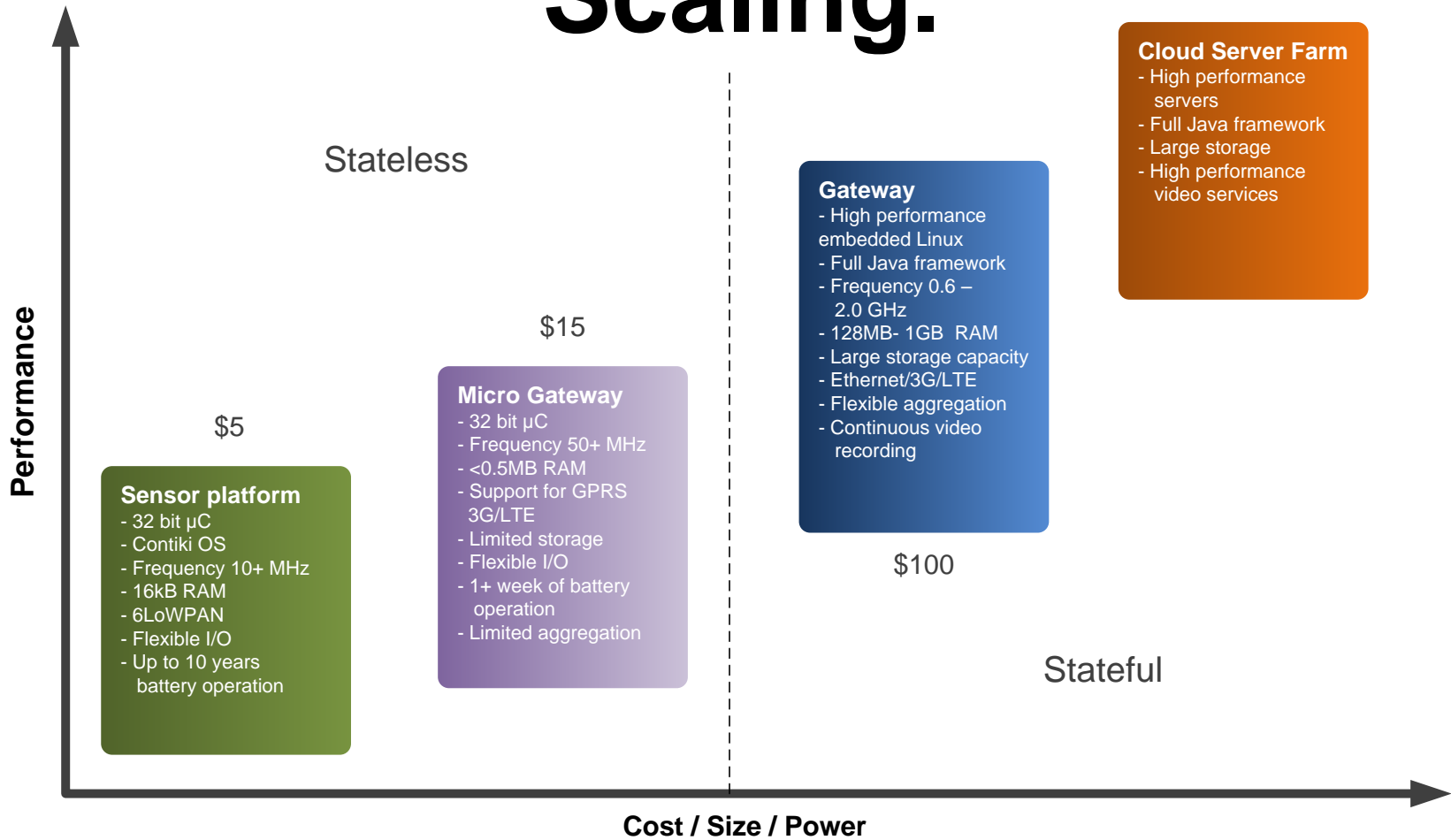


# Sensor.

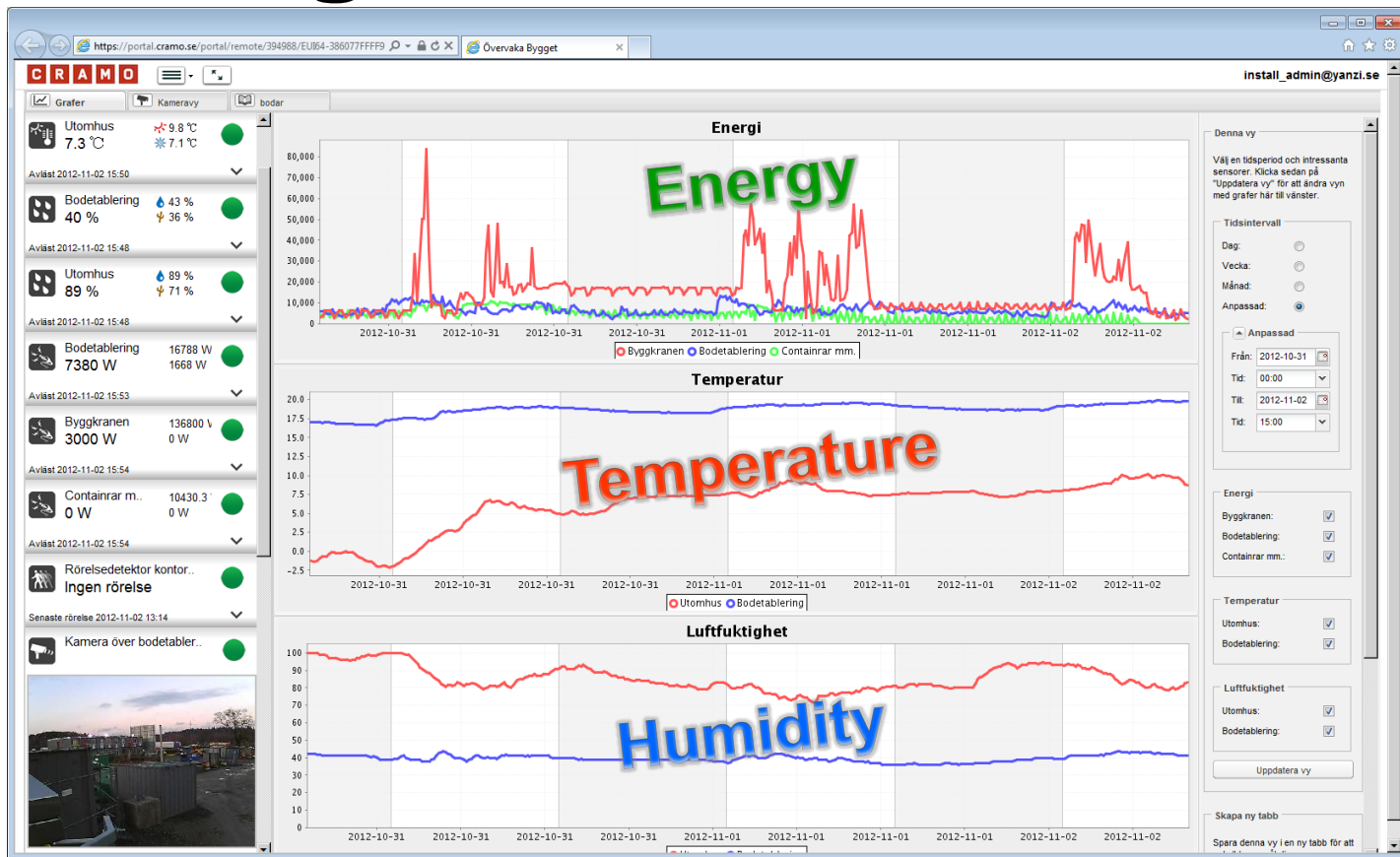


Interface	Application Examples
GP Output	Lamp, Heating, Gate
GP Input	Generic Alarm, Motion Detector, Door sensor, Push button
I2C	Accelerometer, Temperature, Humidity
SPI	Energy Meter, Ethernet, Display, SD Card
Serial port	Weather Station, old stuff
Analog In	Pressure, Temperature, Humidity

# Scaling.



# Integrated Dashboard





# Controlling Communication Resources

https://portal.cramo.se/portal/remote/394988/EUI64-386077FFFF9 Overvaka Bygget

**C R A M O**

Grafer Kameravvy bodar

Kamera över bygget  
Kamera över containrar  
Kamera över bodelabiering

Kamera över containrar  
2012-11-02 16:13:04

Kamera över bode...  
2012-11-02 16:08:48

Detaljerad visning av bilder och video [Kamera över containrar]

2012-10-31 15:11:12 2012-10-31 15:21:08 2012-10-31 15:31:14 2012-10-31 15:41:16 2012-10-31 15:51:13

LIVE VIDEO

mjpeg:

Välj datum och tid (tt:mm) för att visa eller ladda hem video och/eller bilder.  
Fältet "Längd" används för att ange videolängden när en video laddas hem.

Datum: 2012-10-31  
Tid (tt:mm): 15:21  
Ladda bilder och video  
Längd (mm:ss): 10:00  
Ladda hem video

Ladda video...

Kamera över containrar  
2012-10-31 15:21:08

13:30 13:45 14:00 14:15 14:30 14:45 15:00 15:15 15:30 15:45 16:00 16:15 16:30 16:45 17:00 17:15



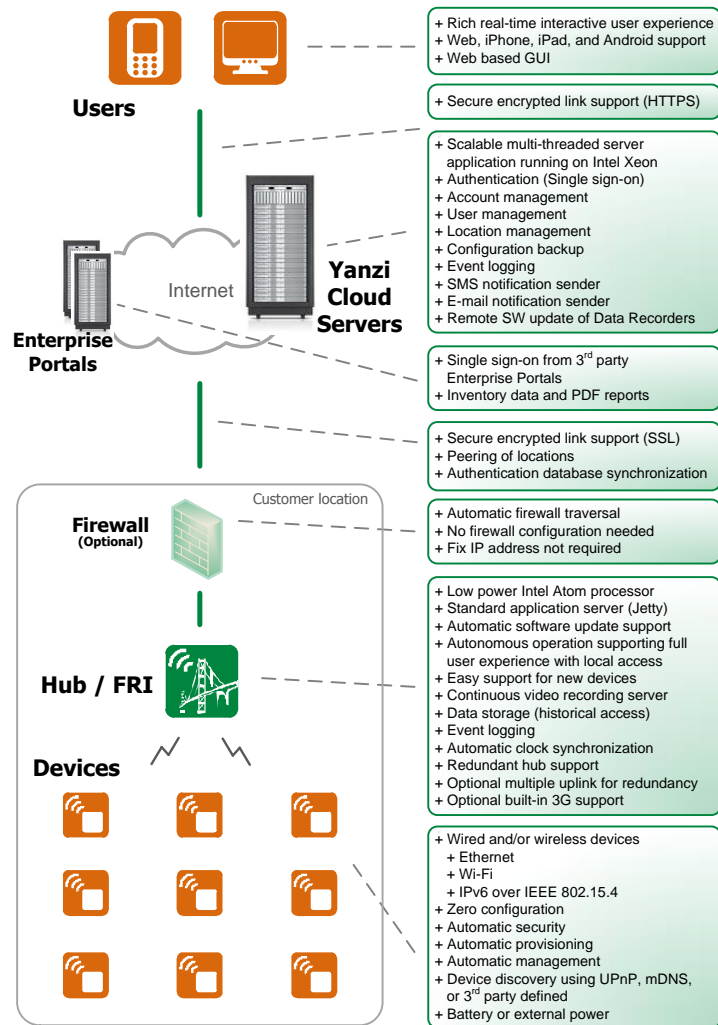
# That's It.

**Lars Ramfelt**  
Chief Executive Officer  
**Yanzi Networks AB**

**yanzi**  
networks

# End-to-end Architecture

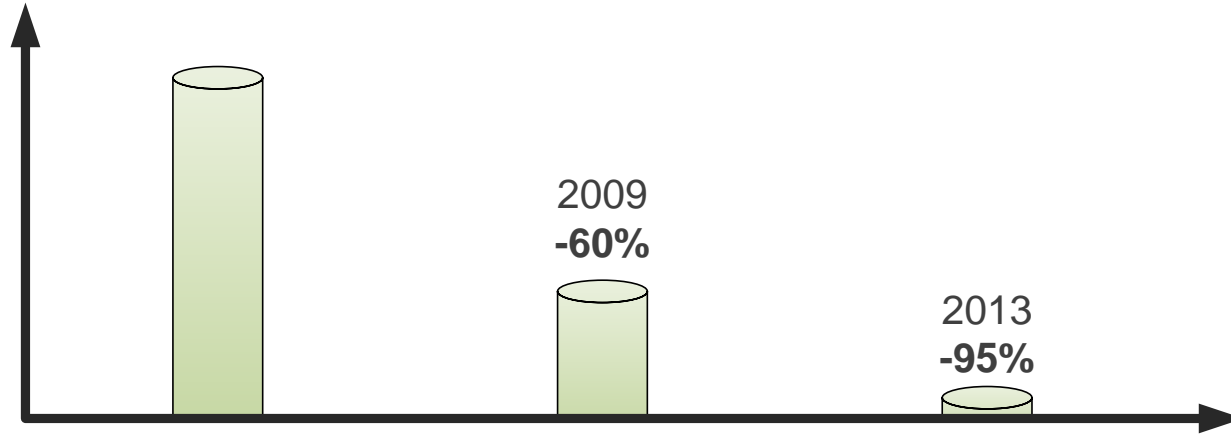
- ✓ Rich real-time interactive user experience
- ✓ Secure by default
- ✓ Autonomous operation supporting full user experience with local access
- ✓ IP all the way
- ✓ Robust
- ✓ Automatic provisioning



# Removed



# Reduce cost by technology innovation



## Industry Praxis

- Configuration normally done manually.
- Minimal upgrades or modification over the life-span of the system.
- Installation and maintenance commonly much more expensive than the products.
- Minimal integration.

## Yanzi Plug & Play v1.0

- Leverage Internet connection and cloud servers.
- Automatic provisioning of wired devices.
- Automatic software upgrades.
- Integrated view of all types of devices.
- Simple to expand on demand.

## Yanzi Plug & Play v2.0

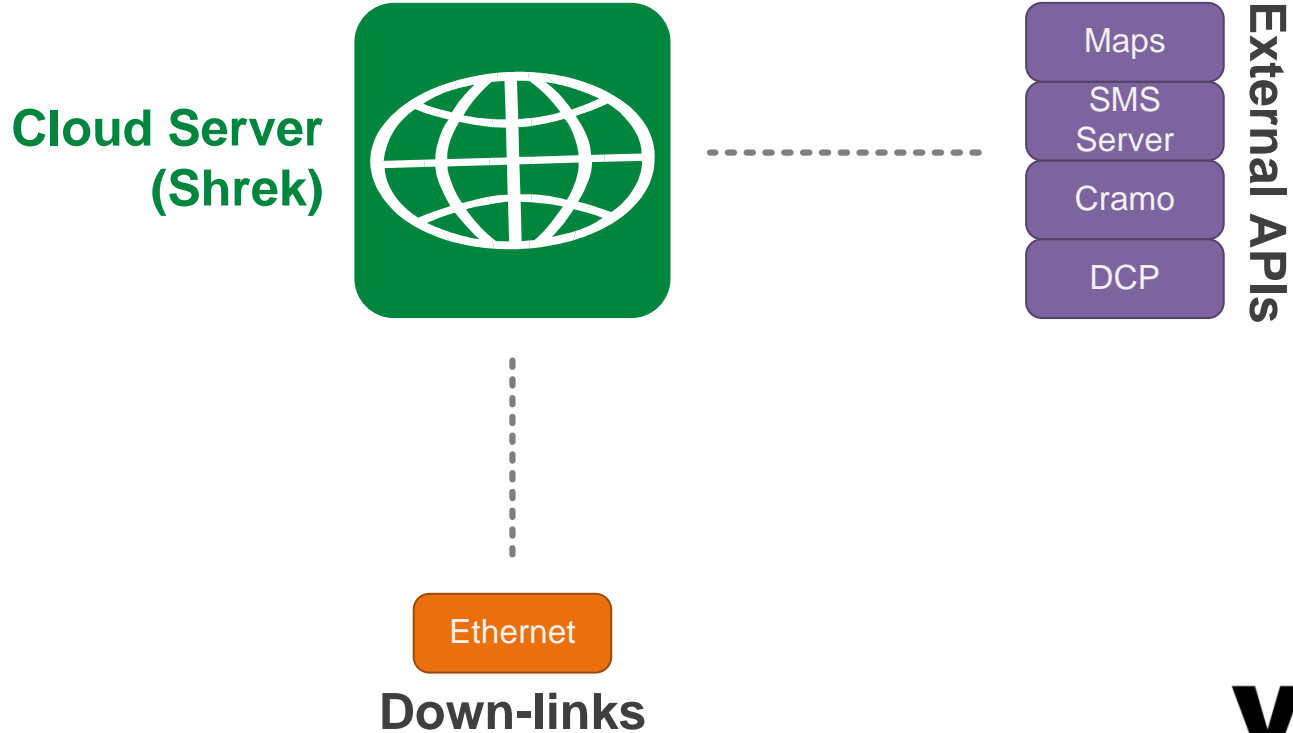
- Automatic provisioning of wireless devices.
- Automatic security of all devices.
- Simple one click user interface for new wireless (or wired) devices.



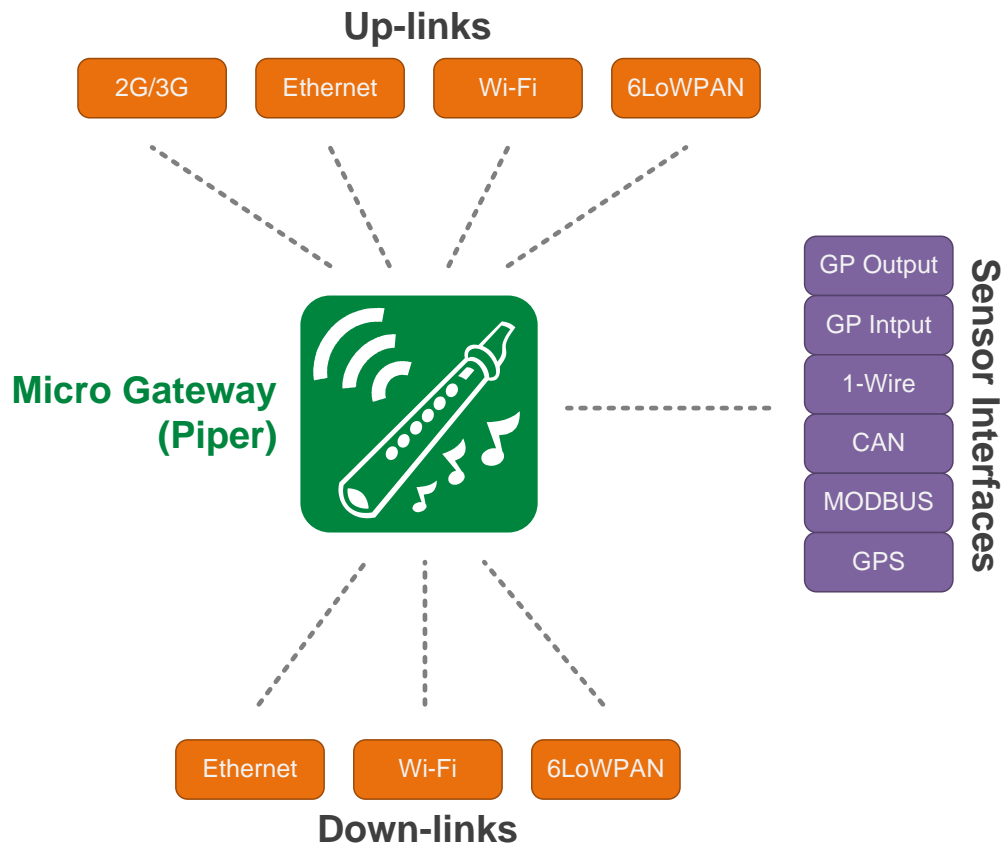
- Separation of functionality
- Layered architecture
- Simple and standardized networking model
  - UPnP, DHCP, IP, HTTP, RTP, SSL
- Hardware abstraction layer in Java



# Cloud Servers



# Adapter



Interface	Application Examples
GP Output	Lamp, Heating, Gate
GP Input	Generic Alarm, Motion Detector, Door sensor, Push button
1-Wire	Temperature, Humidity, Digital In
CAN	Automotive, Lift, Engine
MODBUS	Energy Meter
GPS	Location service





# Applications –

## Monitoring and Control



- Monitor temporary heating system during construction



- Energy monitoring and light control



- Temperature alarms
  - Detect open windows



- Equipment management
  - Temperature alarms on water return to detect equipment failure or air bubbles



- Incident recording using cameras

# End-to-End Service.

Yanzi delivers a complete solution from the sensor to the mobile.



User Interaction

Customer Site

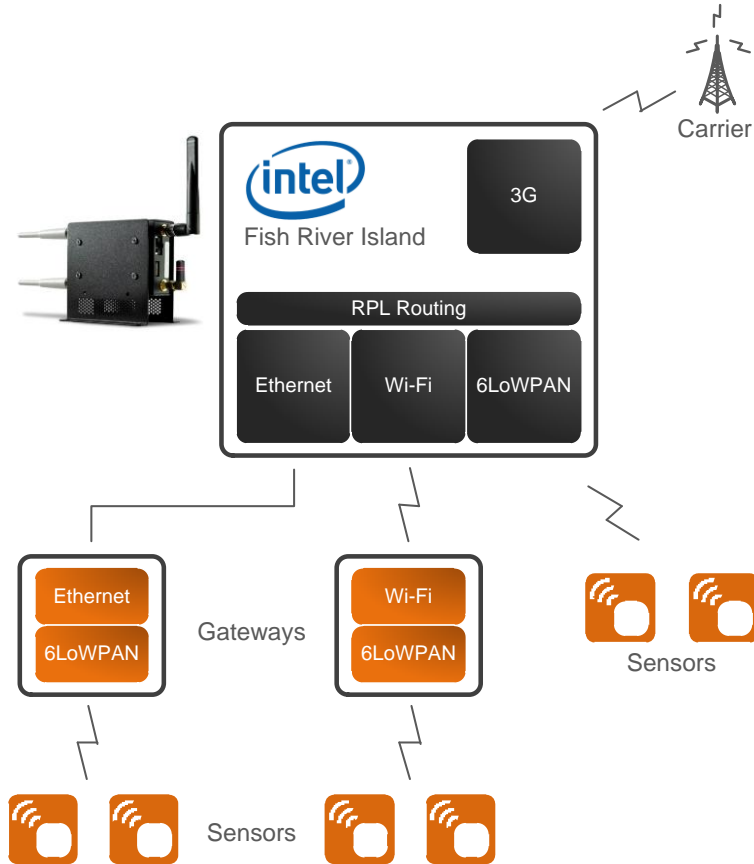
**yanzi**  
networks

# Key management

- Commutative cipher is used to distribute the local encryption key from the Hub to the sensor using the portal. Basically a Diffie-Hellman method.
- During provisioning phase, wireless routers need to communicate with new sensors unencrypted.
  - Pre-defined manufacturing keys
  - Customer need to accept new sensors
  - “WPA” or layer 2 key is automatically provisioned to sensors



# 6LoWPAN and FRI

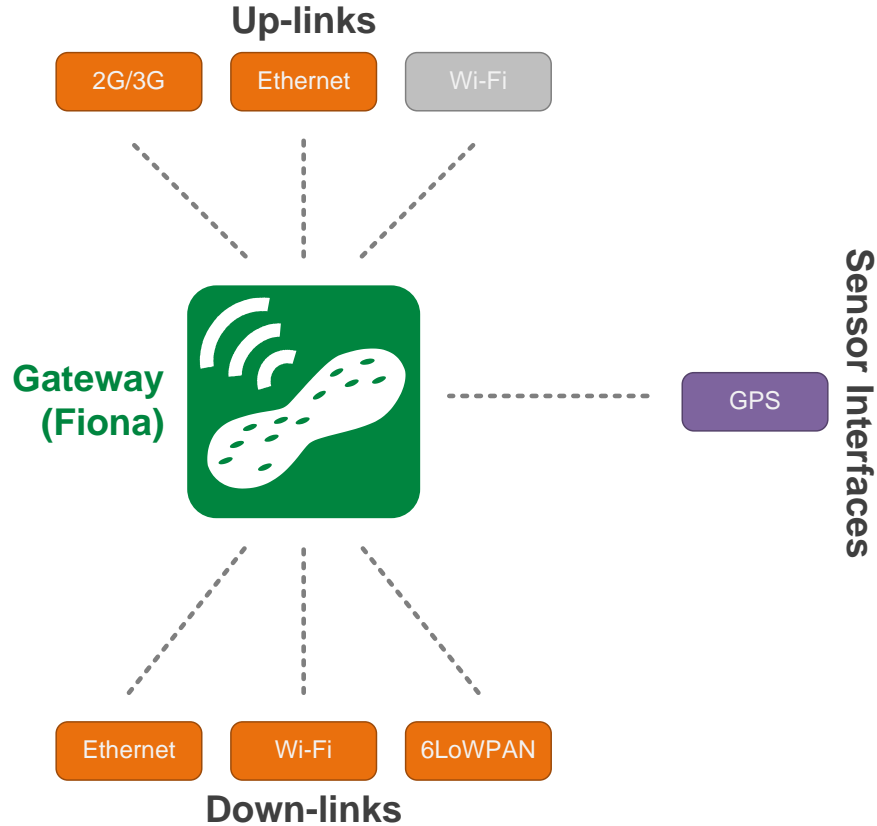


# IoT

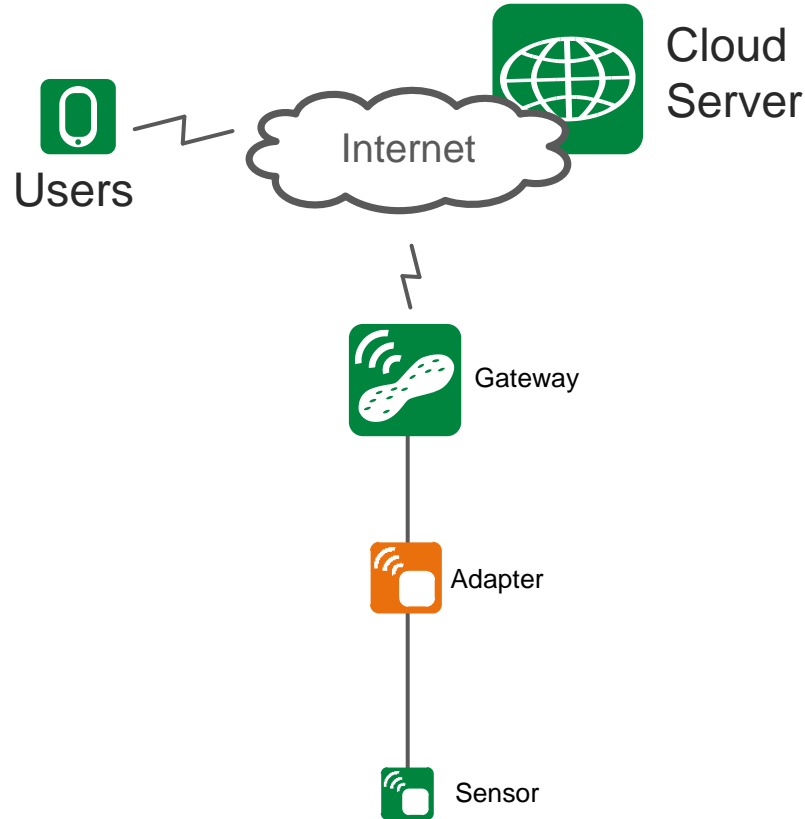
- Our number one enemy is complexity when we build a distributed IoT system.
- Complexity arise when heterogeneous systems are connected.
  - Error and management models may be different for different devices.
- Reduce strong dependencies between devices in order to provide a robust management model.



# Gateway



# Simple Architecture



# Scalable Provisioning

- Security
  - IP connectivity must always be automatically configured.
  - Security and authentication model must be robust and simple to operate.
  - Unique encryption keys for each sensor
- 1. Electrician installs batteries and sensors around a construction site.
- 2. Two weeks later, the gateway with 3G connection is installed.