

Top 25 IoT Solution Providers - 2018

The world was in awe as Jesse W. Reno patented the first working escalator in 1892, calling it, “endless conveyor or elevator,” one of the first steps taken towards automating daily tasks for greater convenience. Although the genesis of the concept dates back to the industrial revolution, they served as the building blocks for the research and development in automation. In the 21st century, automation is seen across a broad spectrum of applications and use cases, Internet of Things (IoT) being one of the most prevalent and widely pursued genres of automation. Today, IoT has made escalators smarter and more power efficient with motion and proximity sensors, a thought-worthy example of how the technology has evolved over the years since its conceptualization.

Prepped as a technology of the future, IoT has witnessed a stable growth, in Europe and global markets, maintaining a consistent 3 percent growth

annually. The premise of optimized workflows has leapfrogged industrial efficiencies and time-to-market intervals by a considerable amount, prompting technology connoisseurs to pursue research and development in the field of IoT. Right so, IoT technology is seen as a Skunkworks initiative or as a part of the flagship offering in most organizations; a stride aligns them in line with the growing trends in the technology space.

On the same note, CIO Applications Europe’s current edition lists “Top 25 IoT Solution Provider Companies - 2018” that hold expertise in helping businesses implement the best technologies. The list presents to you some of the most prominent organizations in the IoT landscape, capable of leading their clients towards excellence by supporting them extensively. By getting direct support from these eminent solution providers, companies can ramp up their operations for greater success.

Company:

Targa Telematics

Key Person:

Nicola De Mattia
CEO

Website:

targatelematics.com

Description:

Enables connected vehicles and things: its high-tech solutions range from telematics to smart mobility, saving resources, protecting the environment and creating new business models

Targa Telematics: Towards A Connected Future

What if every vehicle, were connected to the Internet? We have already seen it in movies, cartoons, and read them in books. Today, we slowly see the conceptualisation of this idea. From the extensively connected Musk’s state of the art Teslas to Google’s self-driving cars, the functionality of IoT-enabled cars is transforming the auto industry. Modern cars, for instance, already sensors and computers connected over an internal network. These are just a few examples of the 6.4 billion connected “things” in use according to research by Gartner.

Nicola De Mattia, the CEO of Targa Telematics, has been in this business for a long time. His company deals with the internet of things applications based on the integration of technologies, mobile devices, hardware and sensors. Nicola and his team of experts aim to bring the value of localisation information, to people and companies, through the development and supply of innovative and easy-to-use technological tools that can be used both from a connected and mobile station for real-time analysis.

In short, Targa Telematics designs intelligent mobility solutions with the aim to help individuals, companies and the environment, by exploiting the interactions among connected vehicles, drivers, public and private mobility managers. Through this, the firm also aims to bring savings in financial and human resources, for a better-protected environment, better safety and new business models.

The company’s capabilities and know-how are the results of over 30 years of experience in IT. “The first telematics solution for the automotive sector dates back to the nineties,” says Nicola.

“Adoption of the concept by companies is still the major problem,” smiles Nicola. The company headquartered in Italy works with the idea that knowing the geographical position of people, (things) is very often a fundamental element to open opportunities and solve problems. He says, “This information can be represented by one or a series of localisations, by a road route or as an additional attribute of different and more complex information, whose acquisition and analysis becomes important for different and specific purposes.”

This information comes into play for example if they need maintenance, where they are, how they are operating, which are their operating parameters; objects can respond to demands and controls sent by manufacturers or users via remote devices, pc or smartphones.

This concept has many applications some of which Nicola describes: Corporate Car Sharing applications and bike sharing applications aimed to sustainable cities achievement. The domains Nicola intends to create on include construction machinery, airport handling, car rentals, corporate fleet and insurance.

There is also another exciting application that Nicola brings up, “The Internet of Coffee: Telemetry Control for Espresso Coffee Machines”.



NICOLA DE MATTIA,
CEO

The Culture at Work

A stroll into the office of Nicola and one would find these words written on the board—honesty, communication, attitude, curiosity and responsibility. Nicola believes that the work culture at the company is a major reason for the downfall or success of any organisation. In lieu of this idea, he believes in hiring and training young talented people. “We want to hire people who are willing to take up responsibilities, learn, are curious, and excited to innovate.” Moreover, this has worked in the company’s favour. Targa Telematics has been mentioned in the 2017 Gartner Report, “Market Insight: Five Emerging Digital Business Model for TSPs. Targa Telematics has also received the award “The Best Industry 4.0 in Italy” that was presented to delegates at the G7 summit last September in Turin. The award recognized Targa Telematics as one of the most innovative company in the Italian industrial landscape.

With so much done, Nicola believes there is still a lot more to come. At a time when the world is headed towards a digital future, pioneers like Nicola and his innovative company will be the catalysts for a safe and secure world. **CA**

Targa Telematics

recognized by CIOApplications^{europa} magazine as

CIOApplications^{europa} TOP 25
IoT SOLUTION
Provider Companies - 2018

The annual listing of companies providing IoT Solutions helping clients builds competitive advantage and transforming their businesses



Joe Phillip
Managing Editor