



# 犇亞證券冬季投資論壇

December 1<sup>st</sup>, 2016

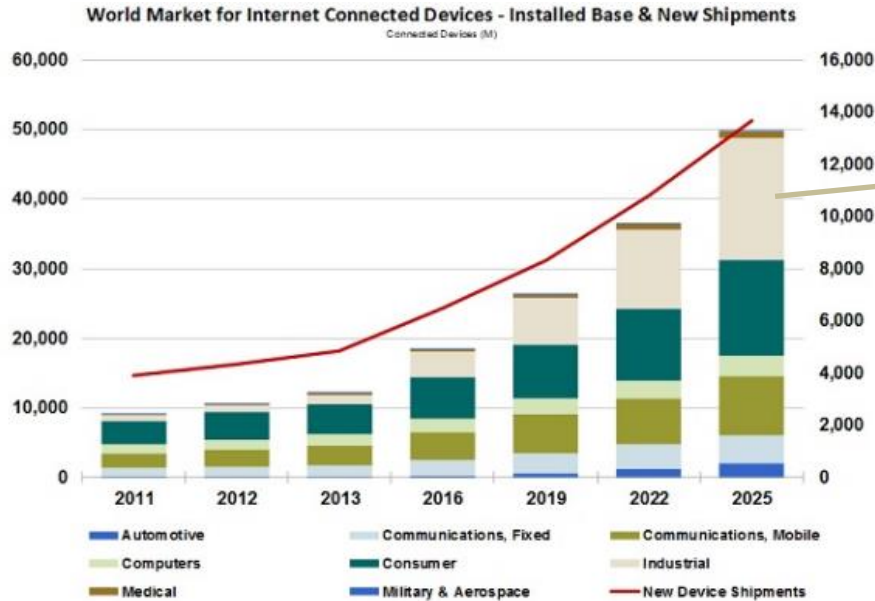


# 專注工業物聯網與工業4.0

Industrial IoT & Industrial 4.0

# Internet of Everything

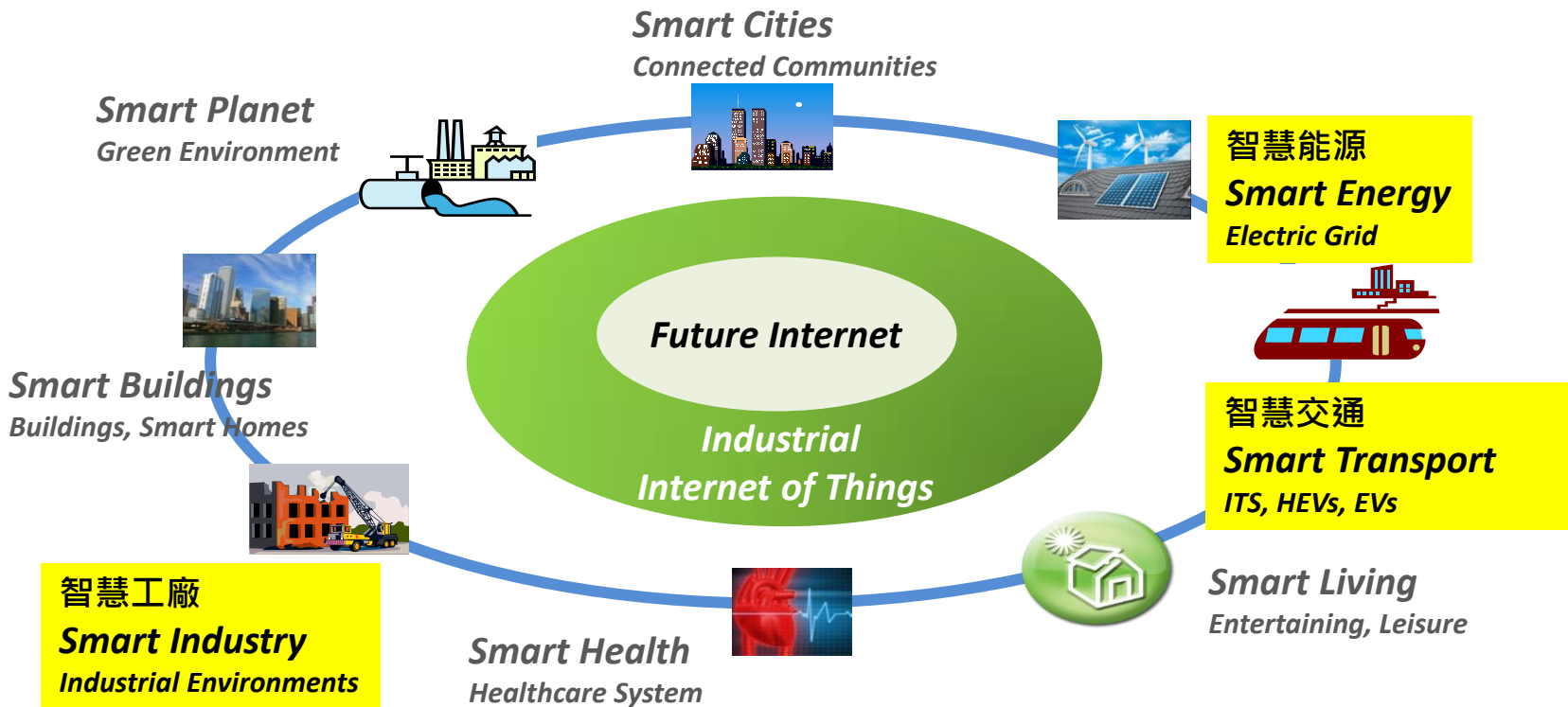
The concept of the Internet of Everything originated at Cisco, who defines IoE as "the intelligent connection of people, process, data and things."



Industrial

In terms of units, IHS forecasts the installed base for Internet-connected things to grow from 12.1 billion devices in 2013 to 49.8 billion devices by 2025. -- Source: IHS

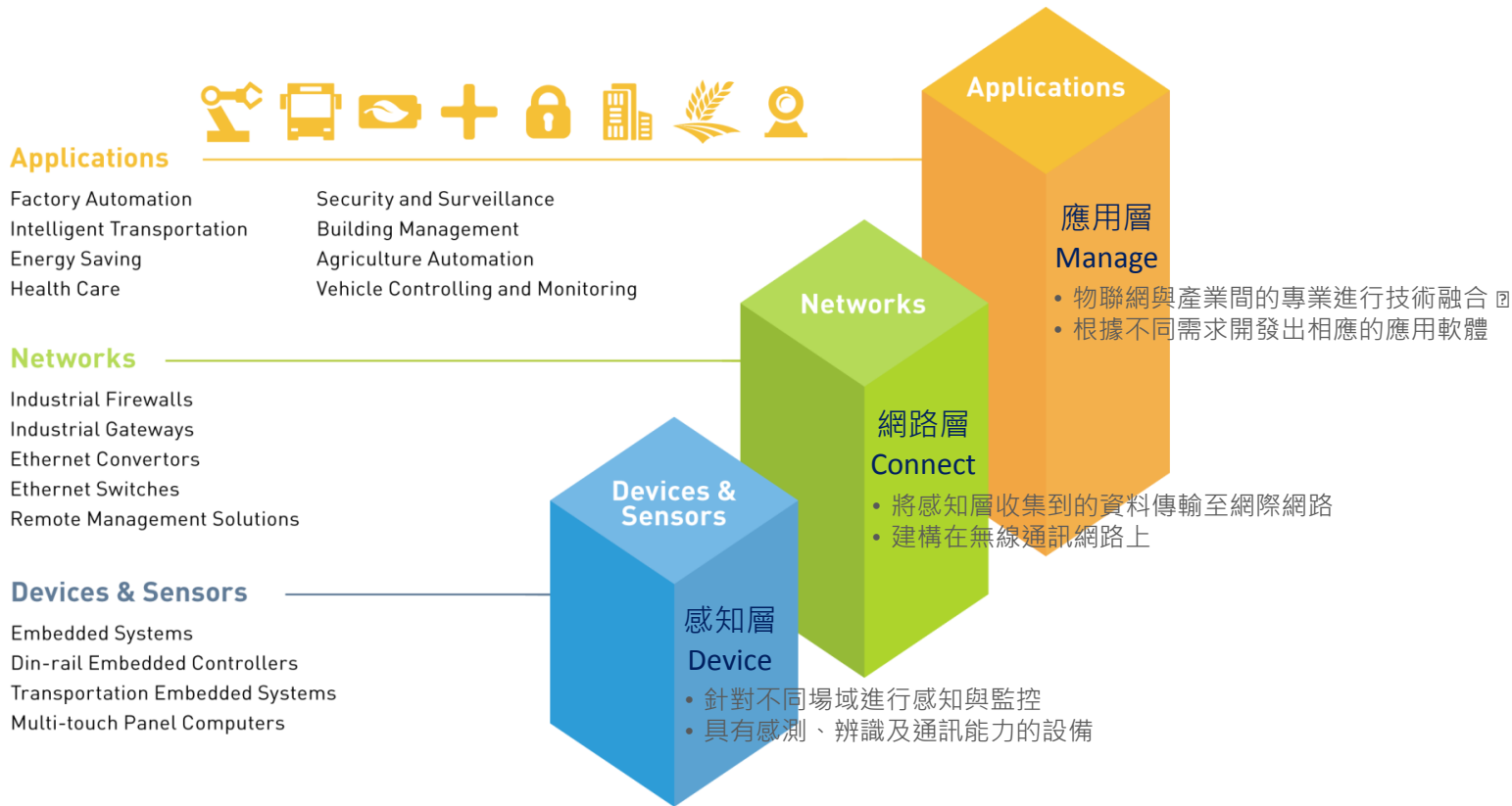
# 專注工業物聯網垂直應用市場



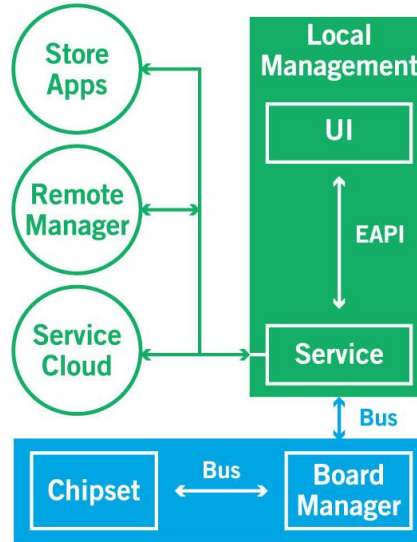
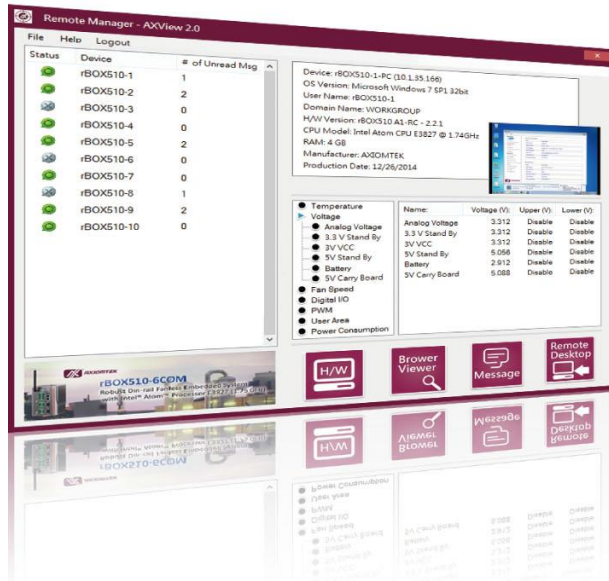
# 垂直應用市場技術

- **智慧交通與智慧能源：軌道交通及節源相關等電腦平台與工業通訊網路架構**  
整合艾訊集團電腦運算與工業通訊技術解決方案，發展工業用轉換器及遠端監視管理系統，應用於軌道交通、公共工程、工廠自動化等系統。
- **智慧工廠：工廠自動化**  
提供Vision Control Motion解決方案，軟硬體結合自動化視覺辨識，可應用在智慧工廠、重工業與機器人應用產業。
- **智慧設備健診：流程自動化產業**  
發展智慧化設備健診技術，協助以昂貴設備做大量生產的流程自動化工廠蒐集感應器大數據資料，監控設備狀態做預測維修分析。

# 艾訊工業物聯網架構



# 工業物聯網智慧監控軟體



## AXView 2.0 Intelligent Remote Management Solution for IIoT

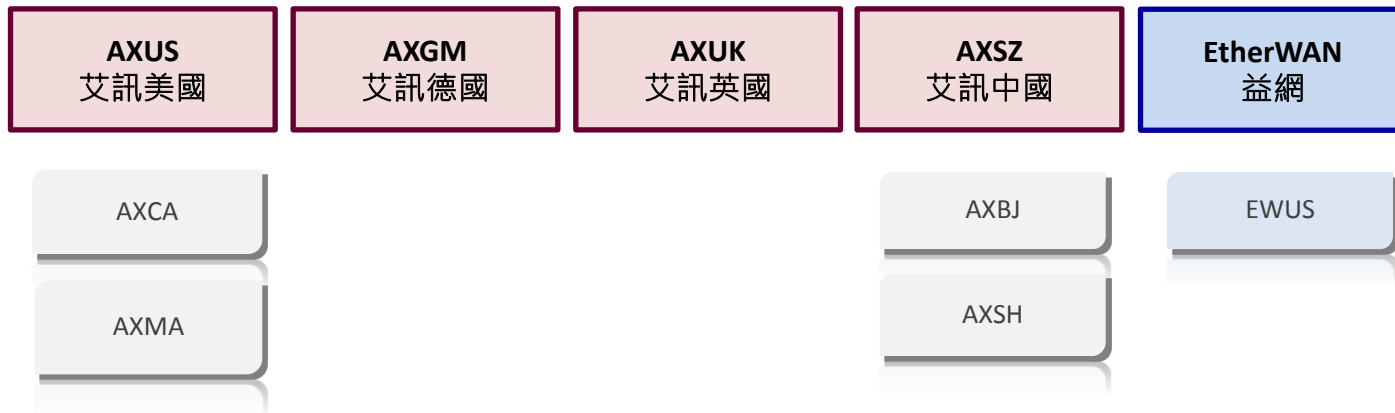
- Local Hardware Monitoring
- Local SRAM Backup
- Remote Management
- Store Apps
- Service Cloud
- SNMP, MQTT, MODBUS, SNMP Trap, and Email

**Axiomtek Organization**  
**Product Strategy & Application**  
**Product Revenue Breakdown**

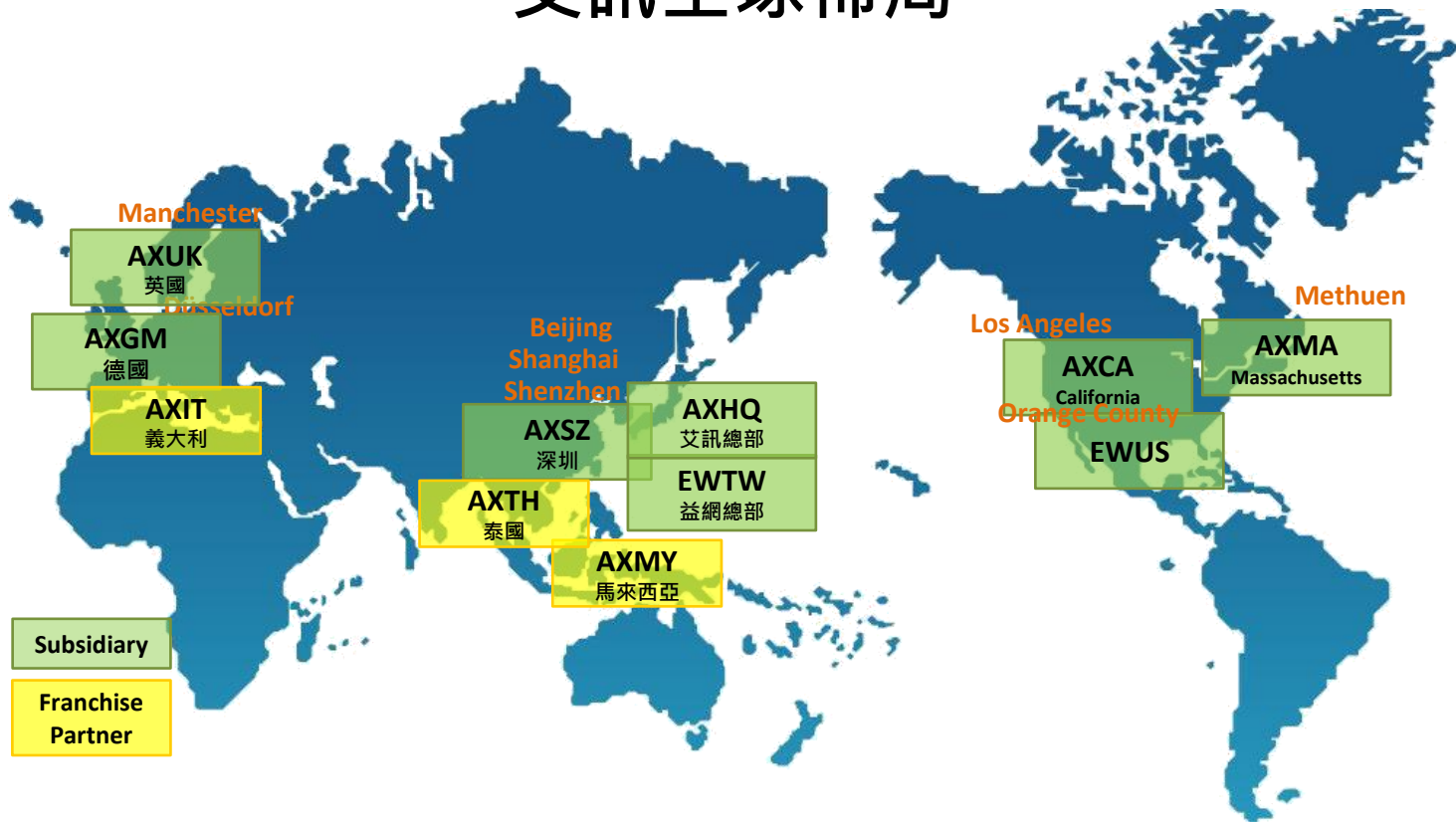


# 集團組織

艾訊集團



# 艾訊全球佈局



# 艾訊集團組織發展

產品策略單位

**EBS** 嵌入式板卡與電腦系統

**DMS** 設計與製造服務

**EtherWAN**

**SNS**  
Software & Solution

**EPDE**  
Embedded Platform and Design Engineering

**IESS**  
Intelligent Embedded System & Solution

**PSS**  
Peripheral Sourcing Service

**OCC**  
ODM & Cloud Computing

**GAM**  
Gaming

Industrial Ethernet  
工業乙太網路

業務與策略夥伴

AXCA

AXMA

DMS<sub>USA</sub>

AXGM

AXUK

AXSZ

A+ Franchise Partners  
• AXTH  
• AXMY  
• AXIT

EMEA1

EMEA2

Japan

Asia

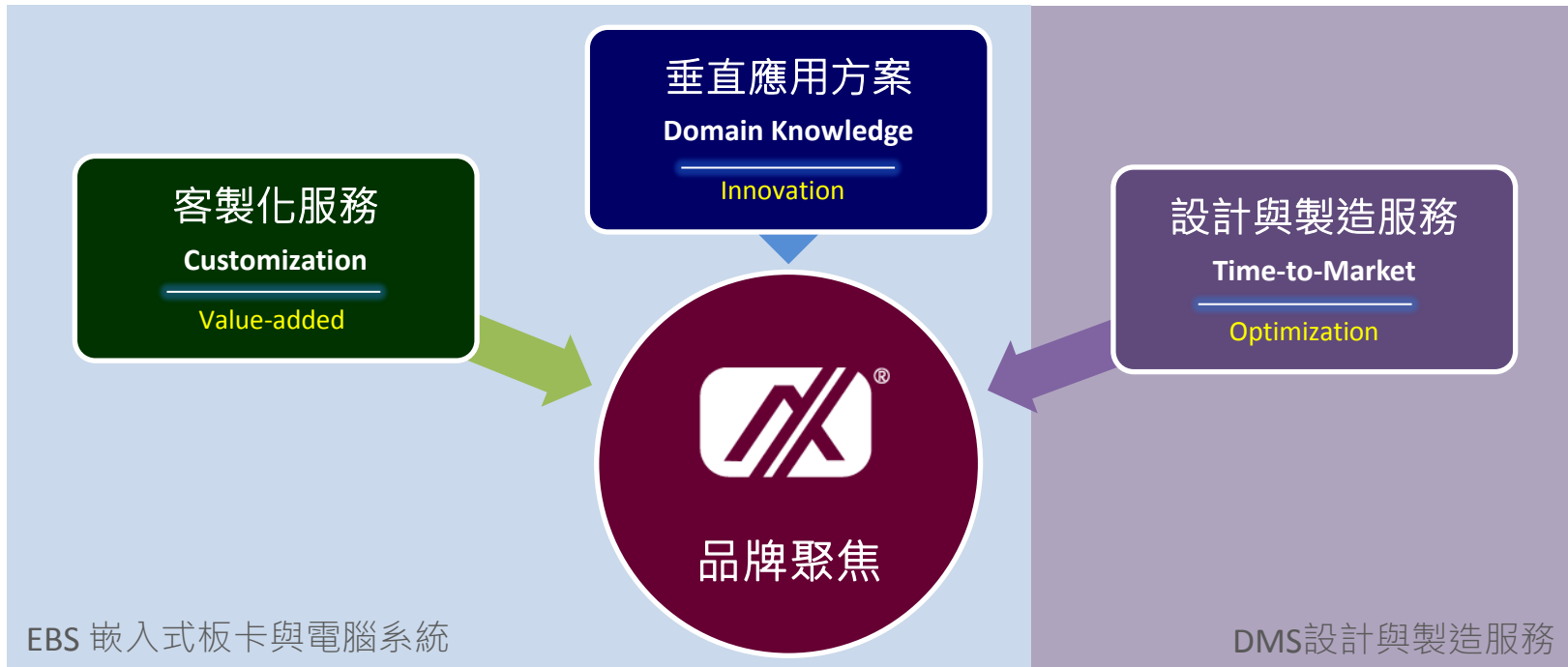
Taiwan

Strategic

Amoeba management by Kazuo Inamori, Kyocera & KDDI founder

# 艾訊產品經營策略

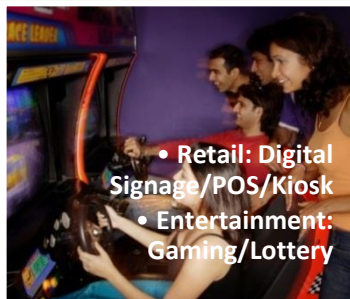
以**創新**、**差異化價值**發展兩個產品事業體的三個利基產品



# 產品 vs. 市場策略



## COMMERCIAL



溫度: 0-50°C

彈性與模組化設計  
產品生命週期: 3-5 年



量大, 價格競爭

## INDUSTRY



溫度: -10°C-60°C

IP40/54/65, NEMA 4/12  
產品生命週期: 5-7 年



## HEAVY-DUTY MISSION CRITICAL



溫度: -40°C-75°C

IP66 to 69K, NEMA 4X  
專業應用領域認證  
產品生命週期: 5-10 年



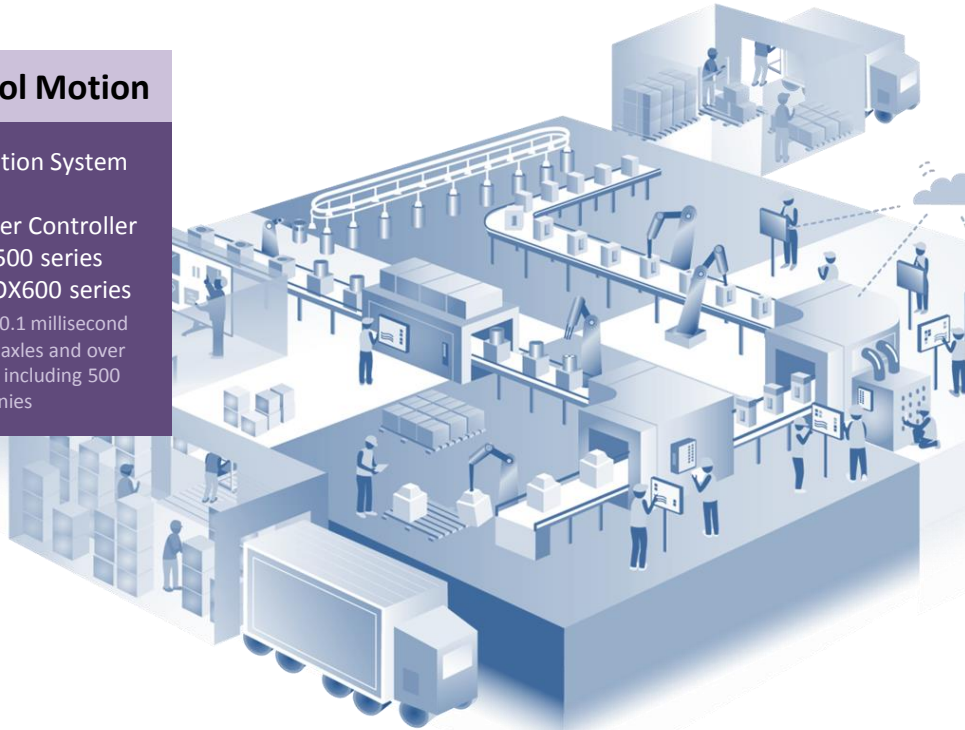
技術進入門檻,  
增值服務, 品牌認同

# Factory Automation

## Vision Control Motion

- Real-time Operation System (RTOS)
- EtherCAT\* Master Controller
- Compact: eBOX500 series
- Expandable: eBOX600 series

\*EtherCAT provides a 0.1 millisecond response time for 100 axes and over 3200 companies use it including 500 manufacturing companies



## HMI

Human Machine Interface

- Ultra Slim: GOT5000 series
- Heavy-duty: GOT3000 series
- Stainless: GOT800 series

## SCADA

Supervisory Control And Data Acquisition

- Rugged Industrial Panel PC: P1000 series

## MES

Manufacturing Execution System

- Industrial System: IPC series (4U, 2U)

# Smart Transportation

## Infotainment

- Passenger Information System
- Entertainment
- Media Streaming Server
- Digital Signage

## Surveillance

- NVR, DVR
- Object Identification
- People Counting
- Name Plate Recognition

Railway, In-Vehicle, Marine: EN 50155, EN 50121, eMark, ISO 7637, IEC 60945, DVN 2.4

## Controller

- Management
- Gateway
- Router
- Controller

## Edge Server

- Data Storage Server
- Media Stream Server
- Central Server

## Communication

- Ethernet Switch
- Ethernet Extender
- Media Converter

# Energy & Automation

## Solar Application

- DIN rail ICO300 series
- Ethernet Switch

## Industrial Gateway

- DIN rail ICO100 series
- DIN rail ICO300 series

## Wind Power

- DIN rail PC rBOX Controller
- Panel PC GOT series
- Ethernet Switch

## Substation

- DIN rail PC rBOX series
- IEC 61850 IPC122
- IEC 61850 Ethernet Switch

## Predictive Maintenance

- Remotely monitor the function and health of equipment
- rBOX800 Data Acquisition for Process Automation



# 艾訊近期品牌活動(1/3)

- 加速策略聯盟，加入Intel Network Builder Program



- 身為微軟Silver OEM夥伴的一員  
產品通過Azure認證的物聯網合作夥伴



## 艾訊近期品牌活動(2/3)

- 艾訊全球經銷商大會(2016/9) · 強化工業物聯網Solution-oriented垂直應用解決方案
- 微軟亞太區IoT Expo展會(2016/10/13-14) · 推廣物聯網閘道器—智慧能源管理解決方案
- 艾訊新竹研討會(2016/10/20)—你一定要知道的IIoT-自動化應用新契機

## 艾訊近期品牌活動<sub>(3/3)</sub>

- 英特爾最新平台Apollo Lake的全球發表大會 (2016/10/25)—推出多樣化嵌入式電腦產品
- 艾訊參加韓國電子展KES展覽(2016/10/26-29) , 深耕自動化應用產業
- 參加德國紐倫堡SPS IPC Drives大展(2016/11/22-24) , 展出最新IIOT工業物聯網應用產品

# Thank You