



FINDING THE RIGHT IOT SOLUTION FOR YOUR BUSINESS

The Internet of Things (IoT) presents remarkable opportunities for businesses, but it's important to determine whether you need a PaaS or SaaS offering.



WHAT ARE YOUR OPTIONS?

Software-as-a-Service (SaaS)

solutions, like Microsoft IoT Central, enable companies to get started quickly with a fully-managed IoT solution offering

Platform-as-a-Service (PaaS)

solutions, like Microsoft Azure IoT Suite, provide the building blocks for companies to construct customized IoT solutions

HOW DO YOU CHOOSE?

1. DETERMINE WHERE YOUR BUSINESS STANDS FOR THESE CRITERIA

Expertise: How much support do you need to build cloud solutions?

I don't have any in-house or partner cloud solution and device expertise



I want to use my in-house or partner-driven solution and device expertise to drive the solution

Control: How much do you need to customize the solution?

I don't want to handle solution management overhead



My business requires total customization and control over solution architecture

Pricing: What structure best fits your needs?

I need a simple, predictable pricing structure



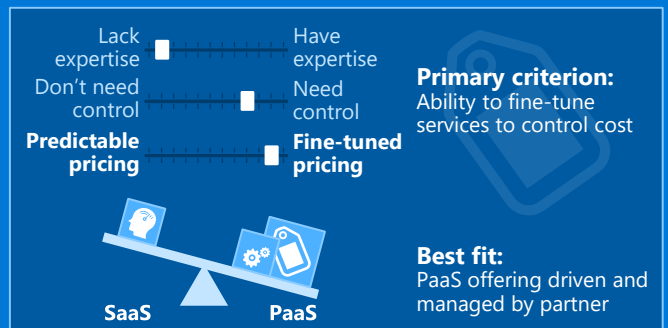
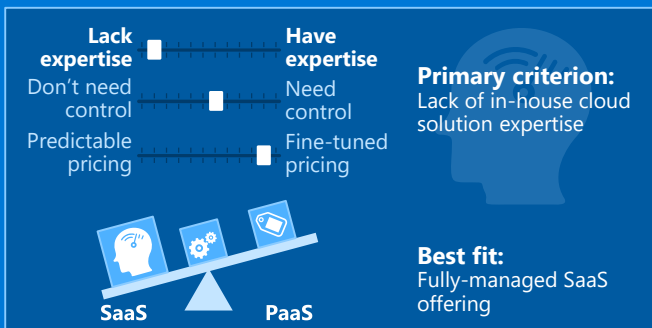
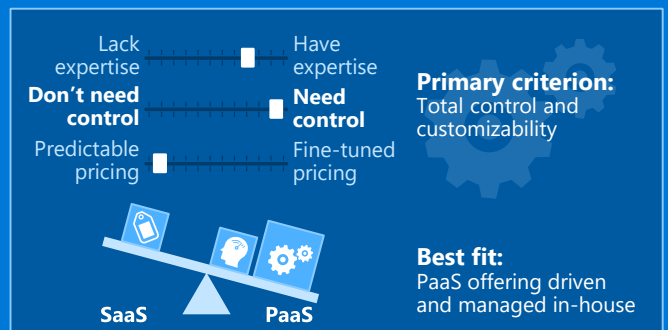
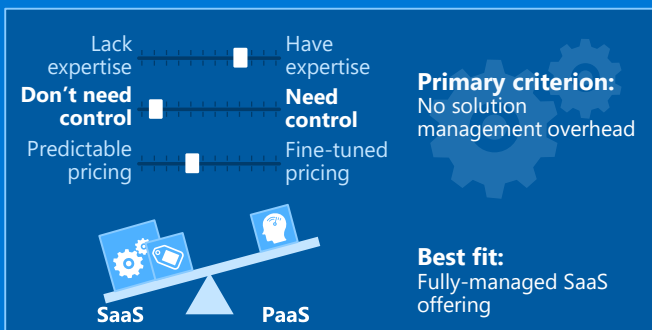
I need to fine-tune services to control my overall cost

2. DECIDE WHICH CRITERION MATTERS MOST TO YOU



3. CONSIDER WHICH OFFERING IS THE BEST FIT FOR YOUR BUSINESS

Example scenarios:



SaaS

The right fit for businesses that **do not have cloud solution and device expertise** and want a solution with **predictable pricing** without the need to **construct or manage a solution in-house**.

PaaS

The right fit for businesses with **cloud solution and device expertise** (in-house or through partnerships) who want to **fine-tune their services** with a high degree of **control and customization**.

Microsoft IoT Central

Fully-managed solution enabling connected products

Microsoft Azure IoT Suite

Customizable solutions for complex IoT scenarios