



CASE STUDY

# Collaborative Content Development

Establishing Thought Leadership in a Crowded IIoT Space to Support Ecosystem and Partner Development

*IoT ONE helps to develop and implement IoT strategies.*

## 1 BACKGROUND



GE Predix is a first mover in the Industrial IoT development platform industry. Due to disruption from new entrants and market trend shifts, they are facing challenges maintaining market leadership. Their internal commercial teams did not have the capability to engage the industrial digital innovation ecosystem to showcase their product and generate direct and indirect sales leads.

## 2 OBJECTIVES

Increase brand awareness as thought leaders in IIoT markets.

Support the development of their innovation ecosystems.

Broadcast opportunities to engage as potential partners or portfolio companies.

## 3 SCOPE

- Content:** Podcast series covering 3 themes with a whitepaper to synthesize conclusions
- Audience:** Potential portfolio companies, investors, independent software vendors (ISVs), original equipment manufacturers (OEMs), end users
- Geography:** United States, Europe, Foundry hubs

# IoT ONE engaged influential thought leaders to accelerate marketing goals.

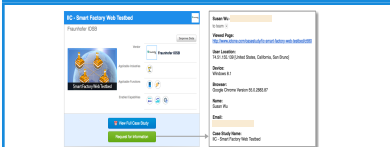
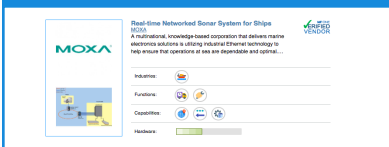





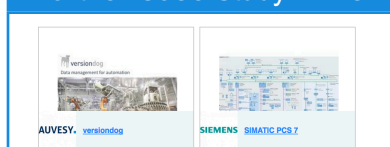
## 4 SOLUTION

IoT ONE customized a market leadership program to create and publish content on digital channels, and manage marketing performance, with the objective of establishing the client as an authority in the IIoT industry and generating potential leads.

By co-branding with industry experts, marketing messages become more credible, and the confidence of potential partners and customers increase. IoT ONE brings a curated network of industry experts, academic leaders, and business leaders to craft campaigns and amplify messages to achieve brand marketing goals.

## 5 PROCESS

Three parallel work streams complemented each other to magnify brand awareness:

Lead Generation	Product Launch Awareness	Brand Positioning												
<b>IoT ONE RFI Channels</b> 	<b>Featured Case Studies</b> 	<b>Verified Vendor Status</b> 												
<b>Gated Content</b> 	<b>Digital Marketing Channels</b> 	<b>Top Search Ranking</b> 												
<b>IoT ONE User Analytics</b> <table border="1"> <thead> <tr> <th>TITLE</th> <th>COMPANY NAME</th> </tr> </thead> <tbody> <tr> <td>Operations Director, OMS Hydrocolts</td> <td>DSM</td> </tr> <tr> <td>IT Director</td> <td>SAC OM Wiking Automobile</td> </tr> <tr> <td>Manages Enterprise IoT Strategy</td> <td>DigiCert</td> </tr> <tr> <td>Director Smart Connected Vehicles</td> <td>Cisco</td> </tr> <tr> <td>Head of Group Procurement</td> <td>TSC Group</td> </tr> </tbody> </table>	TITLE	COMPANY NAME	Operations Director, OMS Hydrocolts	DSM	IT Director	SAC OM Wiking Automobile	Manages Enterprise IoT Strategy	DigiCert	Director Smart Connected Vehicles	Cisco	Head of Group Procurement	TSC Group	<b>IoT Market Indices</b> 	<b>Partner Case Study Links</b> 
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## 6 QUARTERLY RESULTS

- ✓ 174,000+ impressions across all digital marketing channels for branded content
- ✓ 2,500+ client-branded white paper downloads
- ✓ 12,000+ co-branded podcast downloads