machnation

Cumulocity Rated as a Leading Vendor in MachNation's 2016 IoT Application Enablement Platform ScoreCard

December 2016

Cumulocity

Introduction

The IoT application enablement space continues to grow into one of the most critical technology sectors of the Internet of Things (IoT). According to MachNation forecasts, worldwide IoT application enablement and device management revenue will be USD 2.0 billion in 2017 growing to USD 83.4 billion by 2025 at a compound annual growth rate of 59%. Enterprises realize that a well-built IoT AEP with key deployment partners saves significant development time and money as enterprises digitize their assets and processes.

Application Enablement Platform (AEP)

An Application Enablement Platform (AEP) is a technology-centric offering optimized to deliver a best-of-breed, industry-agnostic, extensible middleware core for building a set of interconnected or independent IoT solutions for customers. An AEP vendor relies on a flexible deployment model; a comprehensive set of device and enterprise backend connector SDKs and APIs; and a series of well-documented developer resources. AEP vendors assemble a network of application development, systems integrator and service provider partners that builds custom IoT applications on the platform for customers.

In its 2016 IoT Application Enablement Platform ScoreCard, MachNation rated 35 IoT AEP vendors across a set of 14 sub-requirements aggregated into the following 4 categories:

- Flexible and scalable deployment
- Focus on developer persona
- Operational sophistication
- Well-executed partner strategy

Based on MachNation's in-depth analysis of 35 vendors, MachNation rates Cumulocity as a leading Application Enablement Platform vendor.

Below, we describe some of Cumulocity's unique strengths and differentiators cited in MachNation's ScoreCard.

Cumulocity Overview

Cumulocity, a Düsseldorf-headquartered Nokia Siemens Networks spin-off, offers an IoT platform available for public cloud, private cloud and on-premises deployments. Cumulocity provides functionality in key platform areas and integration with 3rd-party systems if built-in features do not satisfy all requirements. Cumulocity focuses its growth on indirect sales with systems integrators, carriers and engineering software companies. Cumulocity also focuses on OEM sales with a dedicated sales team and through partners. Cumulocity emphasizes its platform's ease of deployment, open integration architecture, independence and configurability.
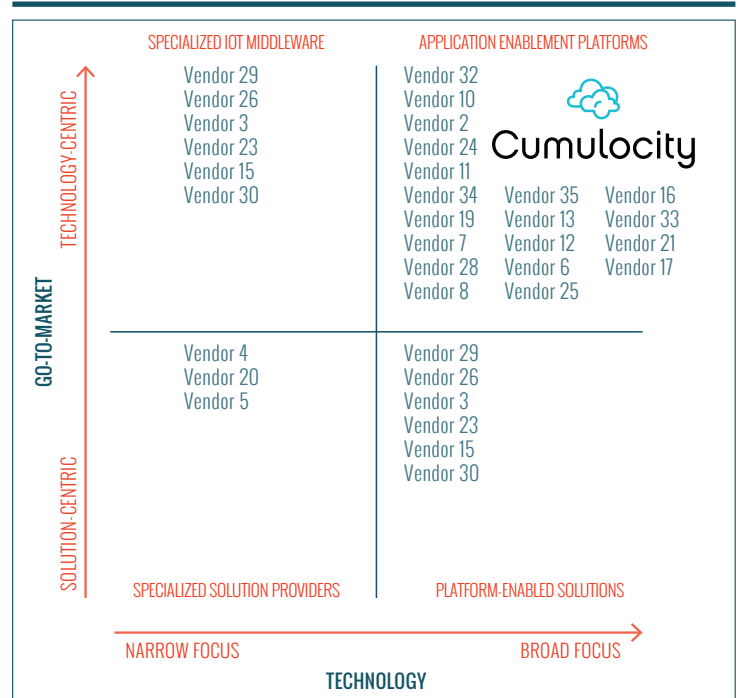
Cumulocity has a particularly strong offering in the maturing IoT AEP ecosystem. MachNation believes this strength comes from a horizontal industry-agnostic platform approach, a flexible deployment model and a focus on device integration. In particular, MachNation cited Cumulocity's unique strengths in the following areas:

Platform now allows IoT applications to be hosted in the Cumulocity cloud. In addition to a set of application enablement features around data, platform and device management, Cumulocity now makes it easier to deploy IoT applications. The platform allows the enterprise or an integration partner to build and deploy web-based (HTML/JS/CSS) IoT applications hosted in the Cumulocity cloud. This makes it easier for companies that do not have a strong IT presence to launch IoT solutions built on top of the platform.

Cumulocity platform extends support for microservices to developers. Cumulocity supports a microservices architecture and enables developers to add functionality to the middleware while relying on the Cumulocity platform to handle security, scalability and availability of the entire platform. Using microservices, developers can integrate more easily with backends including data storage and advanced analytics.

Cumulocity has a dashboard builder to reduce time-to-market for IoT applications. A dashboard builder allows enterprises and integration partners to build dashboards with IoT data. Dashboards link up to the REST APIs of the platform and visualize data using a variety of widgets including a SCADA-like visualizer for industrial sector

2016 AEP ScoreCard Vendor Plot

deployments. The dashboards reduce the complexity that is involved with using horizontal IoT middleware and make it easier to build something that is end-to-end.

Conclusion

Based on MachNation's in-depth analysis of 35 IoT AEP vendors in the 2016 IoT Application Enablement Platform ScoreCard, MachNation rates Cumulocity as a leading Application Enablement Platform vendor.

MachNation is the only insight services firm exclusively dedicated to covering the future of Internet of things (IoT) middleware, platforms, applications and services. MachNation specializes in understanding and predicting these technology sectors including their impact on developments in digitization, hardware, communication services and support tools. MachNation specialists have provided guidance to the majority of the world's leading IT and communications firms.