Microsoft

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
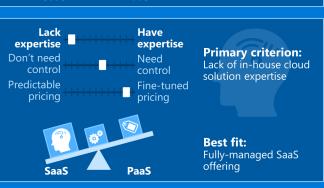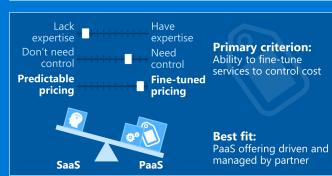
2. DECIDE WHICH CRITERION MATTERS MOST TO YOU

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

Example scenarios:

Lack expertise — Have expertise
Don't need control — **Need control**
Predictable pricing — Fine-tuned pricing

Primary criterion:
No solution management overhead

SaaS   PaaS

Best fit:
Fully-managed SaaS offering

Lack expertise — Have expertise
Don't need control — **Need control**
Predictable pricing — Fine-tuned pricing

Primary criterion:
Total control and customizability

SaaS   PaaS

Best fit:
PaaS offering driven and managed in-house

Lack expertise — **Have expertise**
Don't need control — Need control
Predictable pricing — Fine-tuned pricing

Primary criterion:
Lack of in-house cloud solution expertise

SaaS   PaaS

Best fit:
Fully-managed SaaS offering

Lack expertise — Have expertise
Don't need control — Need control
Predictable pricing — **Fine-tuned pricing**

Primary criterion:
Ability to fine-tune services to control cost

SaaS   PaaS

Best fit:
PaaS offering driven and managed by partner

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**.

Azure IoT Central
Fully-managed solution enabling connected products

Azure IoT Suite
Customizable solutions for complex IoT scenarios

Learn more at
https://www.narolasolutions.com/cloud-solutions-microsoft-azure

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