



# IOT15657 - What Connected Products are Doing For Us

Bryan Kester, Head of IoT | Autodesk

# Class Summary & Goals

- Understand more about which businesses are embracing connected products
- Hear about the benefits real customers see from this technology
- Learn more about the process involved in setting up an IoT platform
- Get some tips on how to overcome your own connected-device challenges



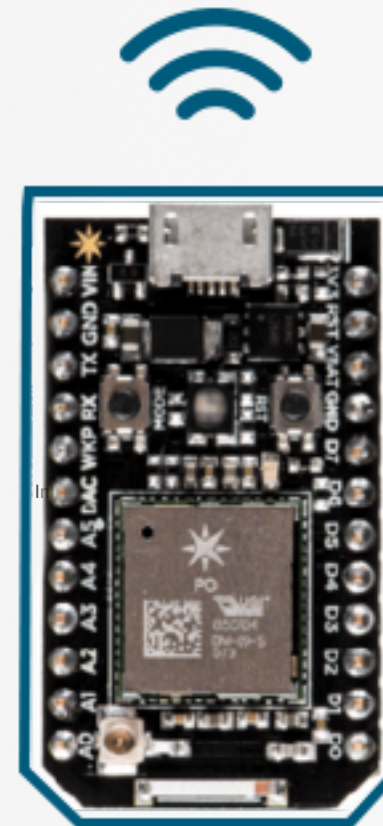
# Why are you Here?

IoT is being catalyzed by the rapidly declining cost of four key technologies:

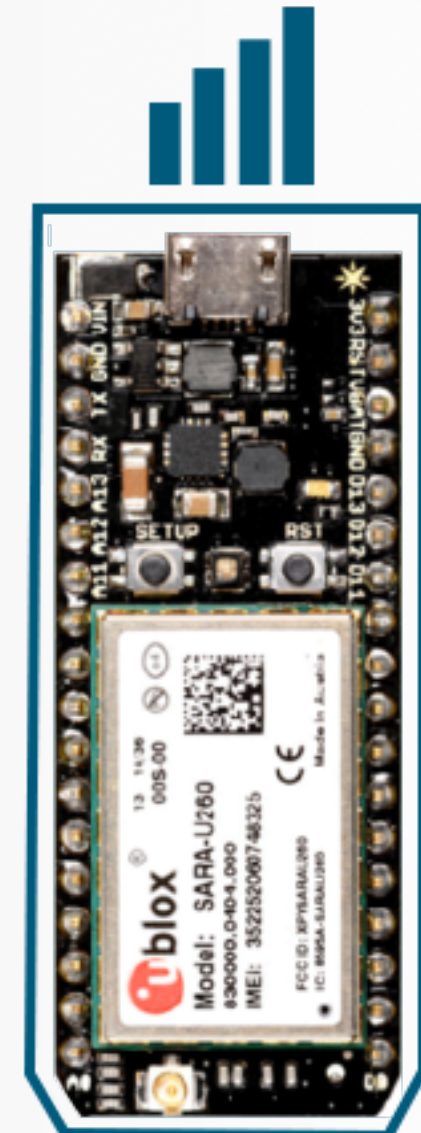
- Sensors - \$22 in 1997, Today \$0.40\*
- Small, embeddable computers
- Wireless networks
- Cloud server farms



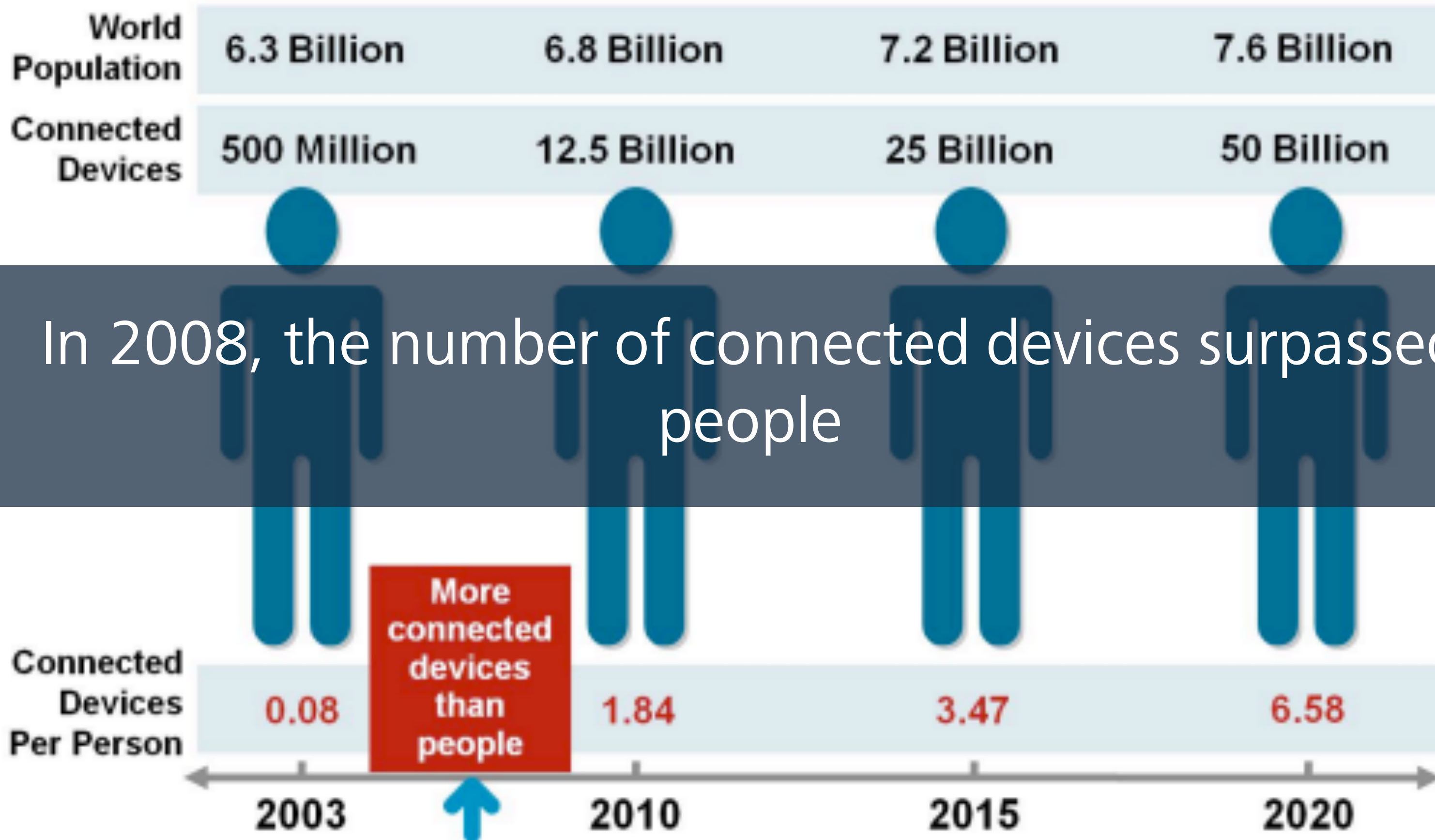
**\$5 WiFi Chip**



**\$19 WiFi  
+  
Computer**



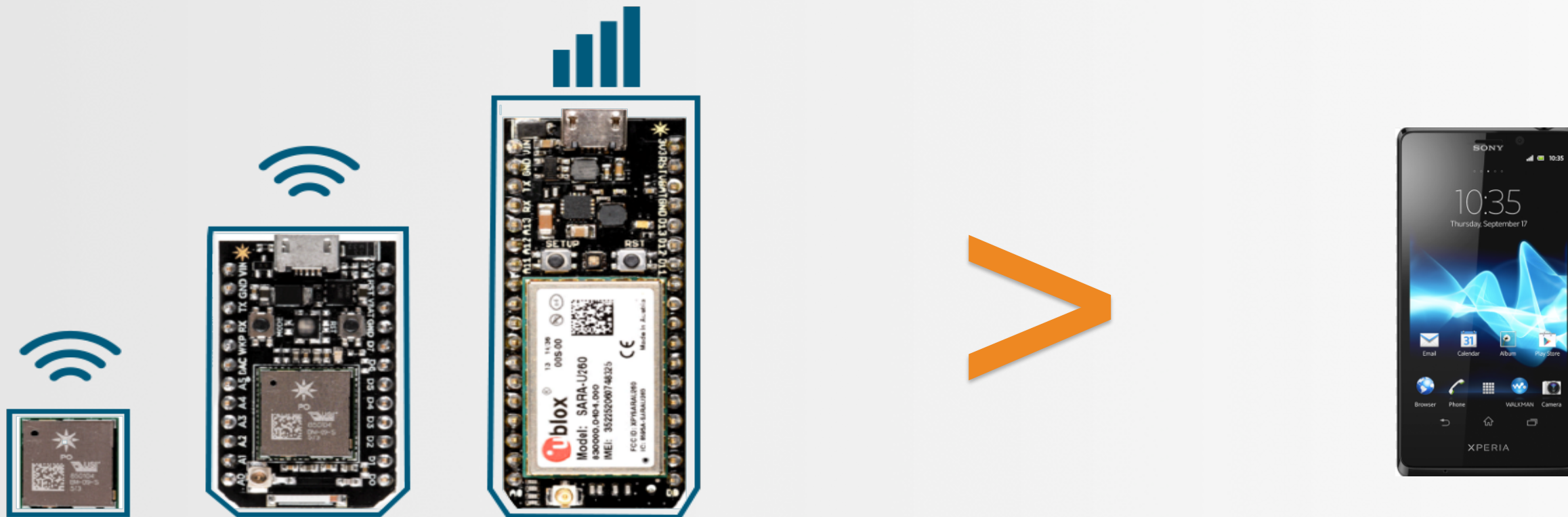
**\$39 Cellular  
+  
Computer**





# 2016: Critical Inflection Point

**In Q1 of this year, more machines were connected to the mobile network than phones\***



\*Chertan Consulting





The High ROI Applications Have Been in (Remote) Machines





# Yearly Savings With Predictive Maintenance\*



## MINING SITE

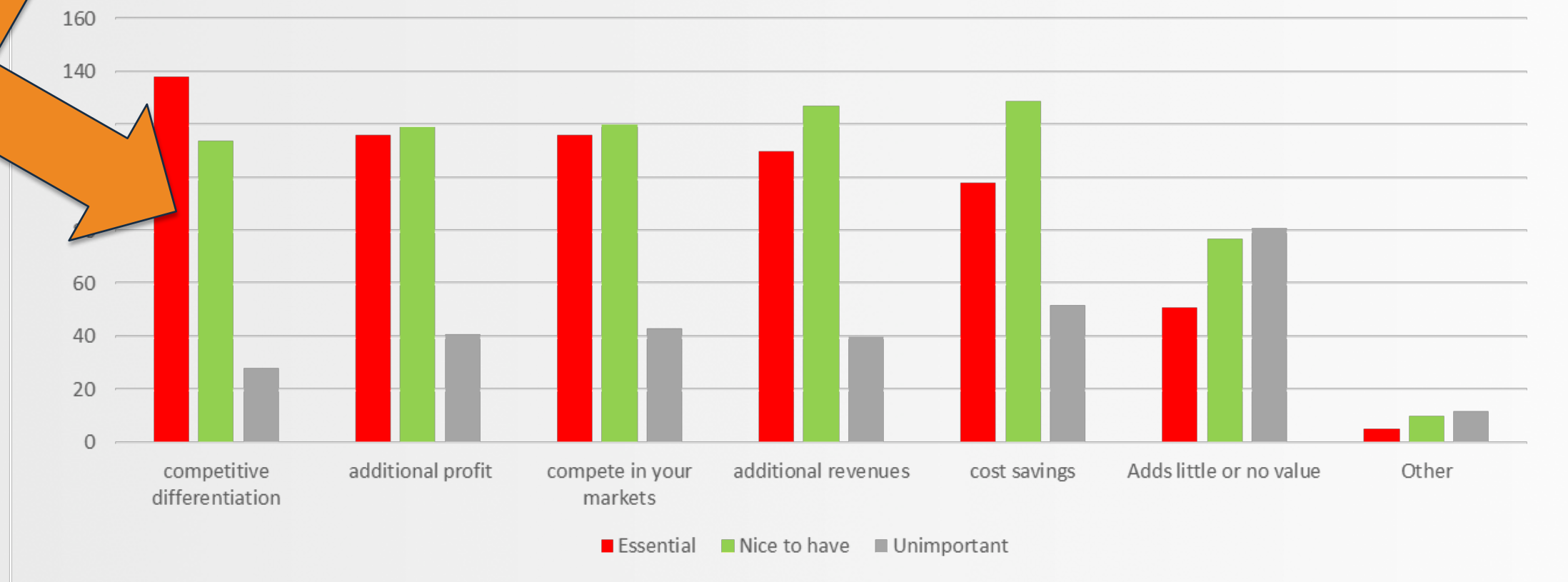
Crusher:	<b>\$119,000</b>
Pump:	<b>\$62,000</b>
Haul truck:	<b>\$60,000</b>

\*General Electric

# Survey of Mid-Market OEMs

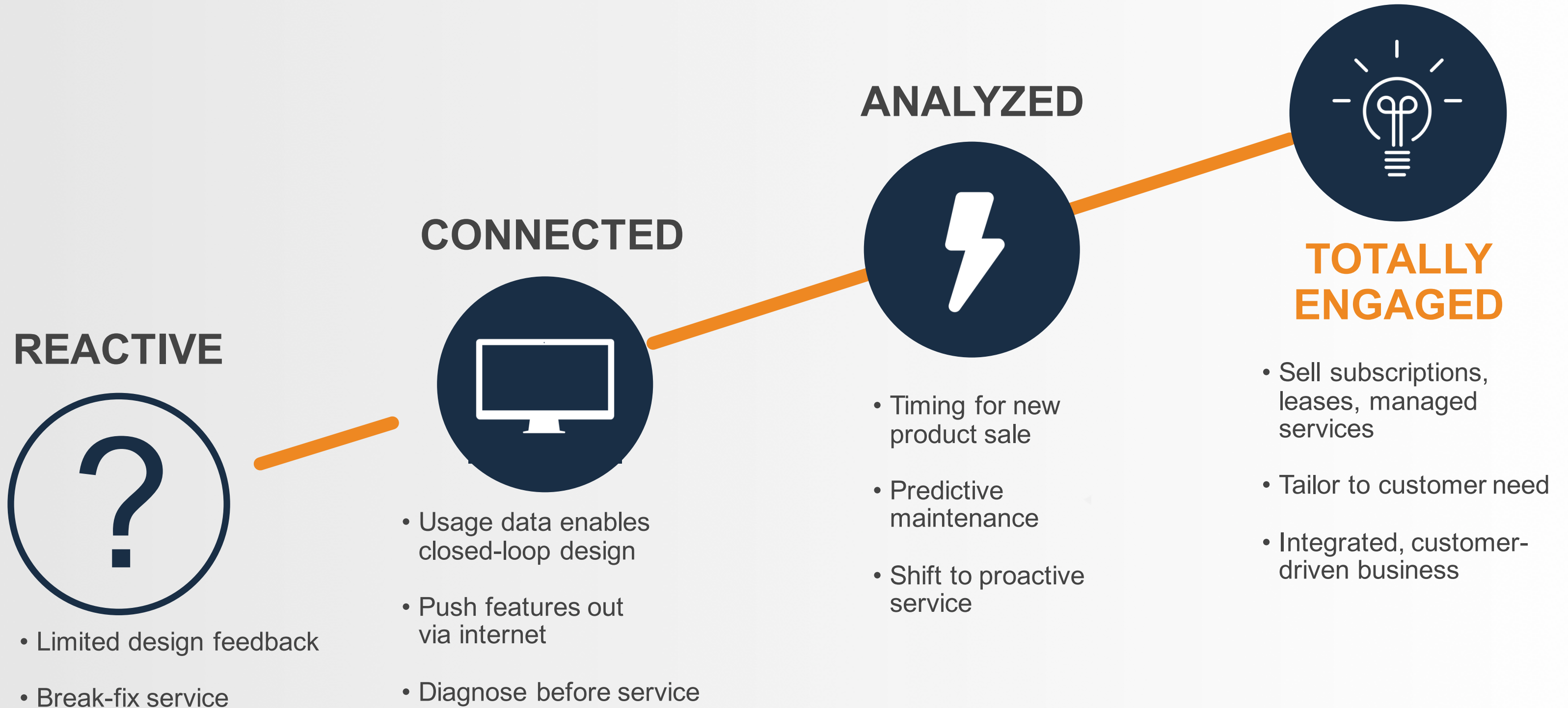
BEAT  
COMPETITORS  
&  
ADD REVENUE

- What opportunity does IoT/connected allow you address (n=281, multiple selections allowed)





# IoT Opportunity & Journey



# Reactive Product Feedback and Service Model

**REACTIVE**



Expensive  
Truck Rolls

High Call  
Center Costs


Spare Parts  
Stockpiles

Downtime  
Losses

Poor Root  
Cause /  
Engineering  
Analysis

Brand Risk &  
Damage

High Warranty  
& Exchange  
Costs

A woman in a dark pinstriped business suit and white shirt is holding a small white card. She is wearing a necklace with a square pendant. The background is a solid light blue.

Increase your  
selling ability

*We're more than  
our machine*

“We have a whole chain of products that we built on top of connectivity. Our next steps are looking at operational efficiency, lead generation, and very customized products.”

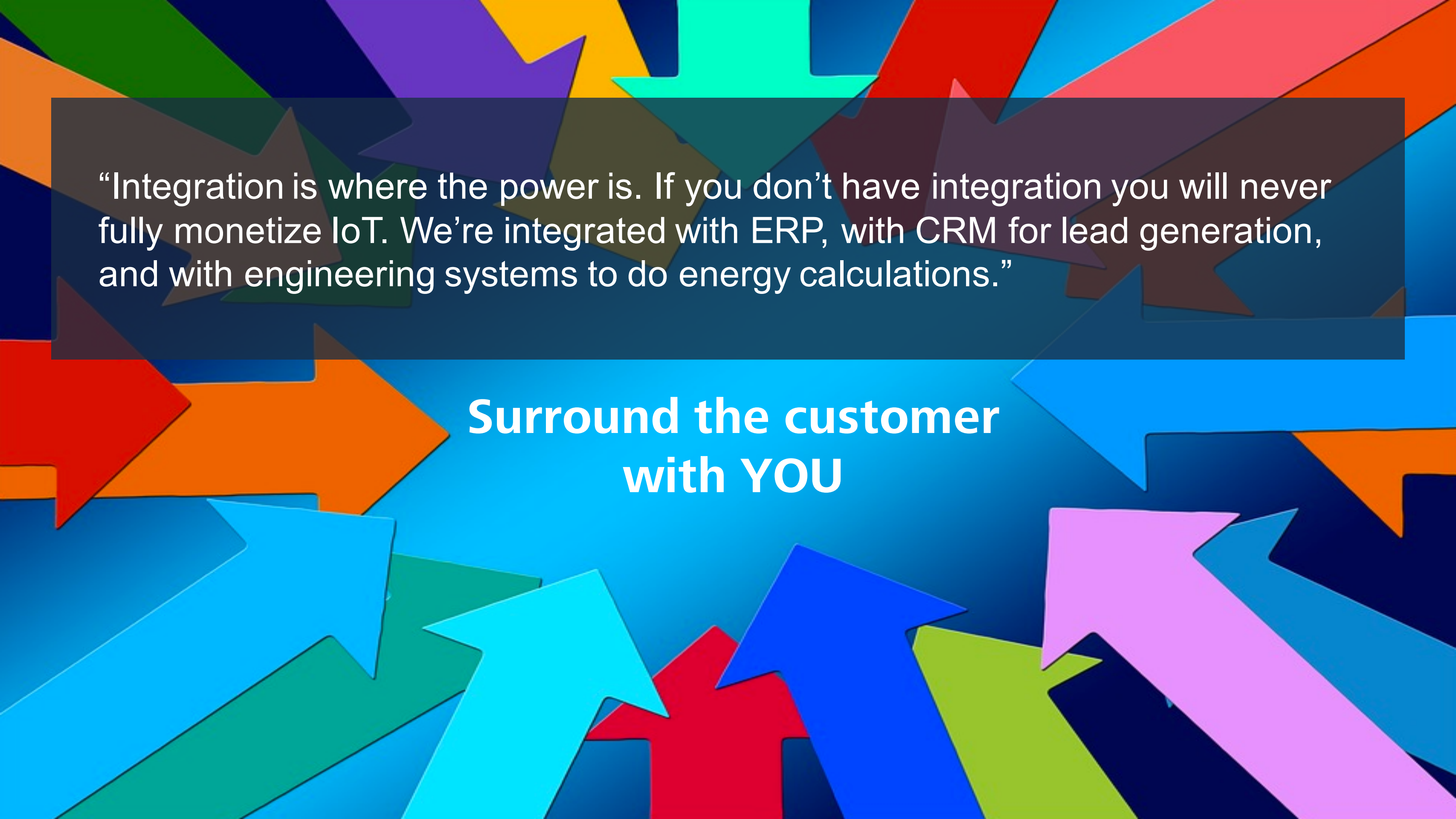


A male peacock is shown from the chest up, facing slightly to the left. Its head is a vibrant blue with a small crest. Its neck and upper body are also blue. The most striking feature is its large, fanned-out tail feathers, which are a mix of brown, gold, and green, and are covered in numerous 'eyes'—circular patterns with blue centers and gold borders. The background is dark and out of focus.

**Stand out  
from the pack**

“The IoT platform adds sex appeal to the product. Sales puts the units on a map of the world and shows that to their end customers using out of the box functionality in the platform. It’s much better than showing the product at a tradeshow!”

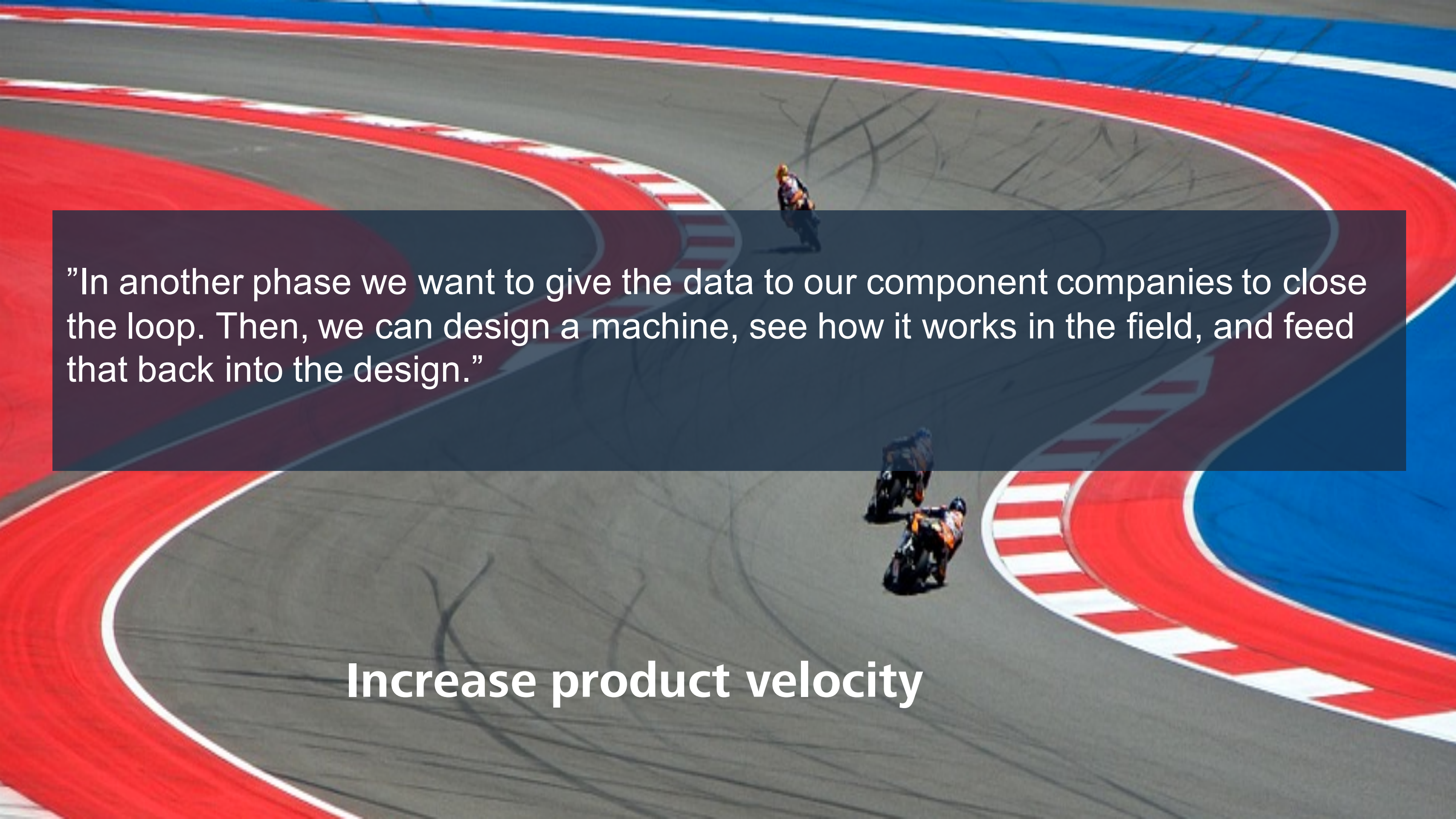


The background is a vibrant, abstract composition of various geometric shapes, primarily triangles and polygons, in a wide range of colors including red, orange, yellow, green, blue, purple, and pink. Many of these shapes are oriented as arrows, pointing in different directions, creating a sense of dynamic movement and forward progress. The shapes overlap and interlock, filling the entire frame.

“Integration is where the power is. If you don’t have integration you will never fully monetize IoT. We’re integrated with ERP, with CRM for lead generation, and with engineering systems to do energy calculations.”

**Surround the customer  
with YOU**





”In another phase we want to give the data to our component companies to close the loop. Then, we can design a machine, see how it works in the field, and feed that back into the design.”

**Increase product velocity**

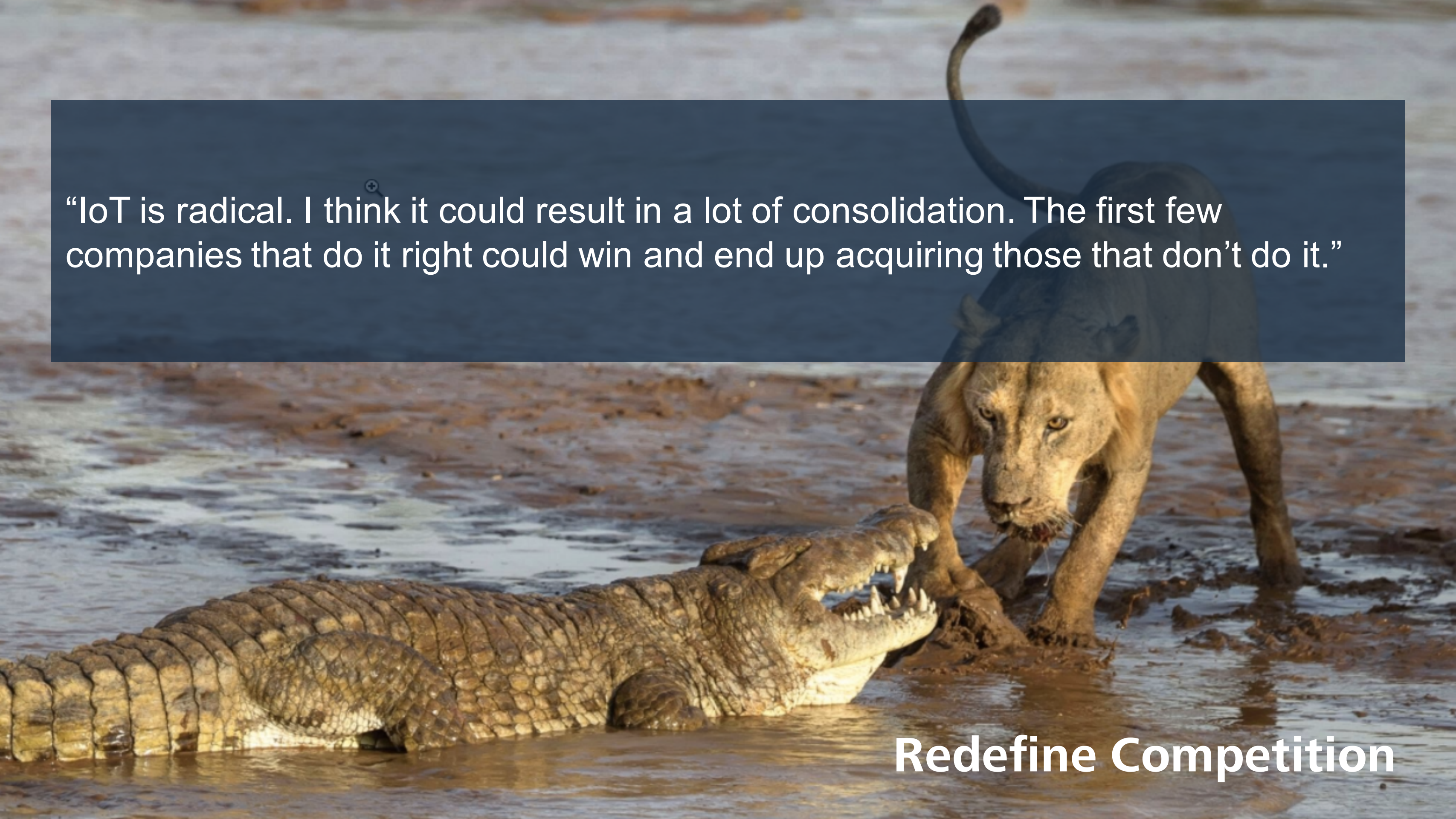


A lioness is walking through shallow, rippling water. Its body is reflected in the water below it. The lioness is looking down and slightly to the left. The background is a vast, open landscape under a clear sky.

## Test new theories

“At first we were just looking at whether or not the unit was running. Now that we’re getting more information, management is realizing they can do more with the data. They’re even talking about installing monitoring devices on other companies’ equipment.”



A lioness is shown in a river, attacking a crocodile. The lioness is standing on the crocodile's back, with its mouth open, showing its teeth. The crocodile is partially submerged in the water, with its head and front legs visible. The background is a muddy riverbank.

“IoT is radical. I think it could result in a lot of consolidation. The first few companies that do it right could win and end up acquiring those that don’t do it.”

**Redefine Competition**

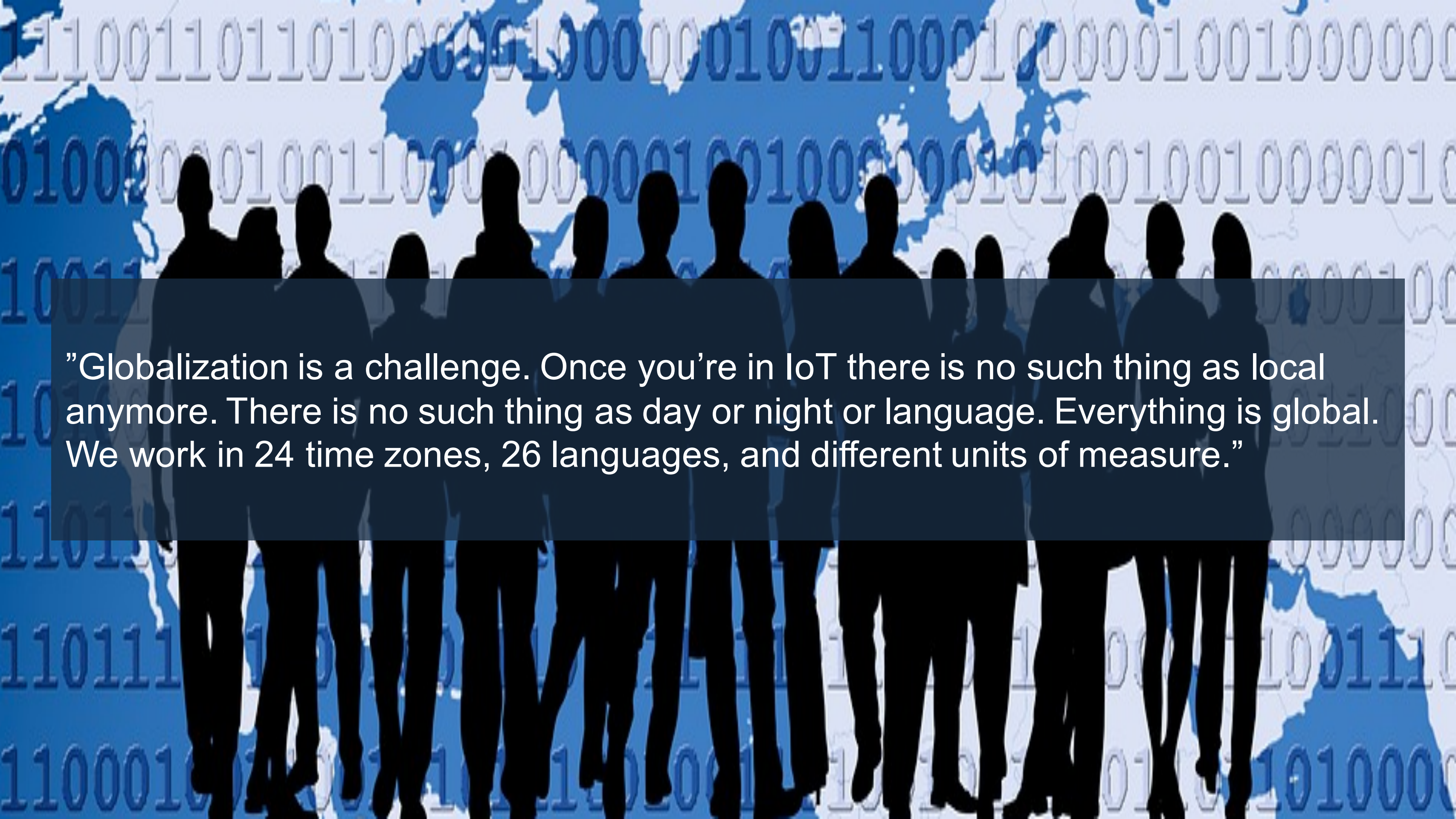




## Start Small

"Honestly, this has been a hard project and I took it on in addition to my normal job. However, I feel like if I don't do IoT, I either won't have a job or a company in a few years. You don't want to be second when the market shifts"





"Globalization is a challenge. Once you're in IoT there is no such thing as local anymore. There is no such thing as day or night or language. Everything is global. We work in 24 time zones, 26 languages, and different units of measure."



"I would never advise anyone to build an IoT platform themselves. We spent a fortune on building it, literally millions of euros. To rebuild everything again would we spend the same amount again, or perhaps double that."

**Start  
Small**





# IoT Opportunity & Journey

CONNECTED



Usage patterns  
inform closed loop  
design

Push features out  
via internet

Diagnose before  
service

Create Superior Products

Offer Higher Price Points  
with Software Based  
Features

Increase First Time Fix Rate  
with right data “know before  
you go”



# IoT Opportunity & Journey

ANALYZED



Timing for new product sale

Predictive Maintenance

Shift to proactive service

Increase topline growth

Offer alerts and diagnostic data as revenue service

Reduce support calls, engineering escalations and warranty claims



# IoT Opportunity & Journey



**TOTALLY  
ENGAGED**

Sell subscriptions,  
leases & managed  
services

Tailor to customer  
need

Integrated,  
customer-driven  
business

Higher, more stable revenue  
streams with customer lock-in

Win more bids and create  
new market segments

Optimized sales, marketing,  
product development,  
logistics and service flows



# ROI Levers

## REVENUE DRIVERS

- On-site spares and consumables
- Install base tracking
- Energy / fuel consumption
- Failure alerts
- Sales lead generation (remote operation)
- Remote operation
- Remote upgrades
- Subscription
- Leasing
- Pay-for-performance
- SLAs – contracted
- Tailored products
- Tailored product data (reporting)

Autodesk  
partners can  
help you  
navigate  
business ideas

## COST REDUCTION

- Spares inventory made, held (30% carrying cost) and shipped (often overnight expedite)
- Downtime avoidance / revenue leakage
- Engineering escalations, missed product
- Serviceables
- Support calls per day
- Improved first-time fix rate, reduced 2<sup>nd</sup>/3<sup>rd</sup>/etc.
- Reduced truck rolls and fuel/labor costs
- Warranty claims; ensure customers use and
- Maintain product correctly
- Reverse shipping costs (RMA processing)
- Product recall reduction
- Field upgrades/patches





# Premier Deicers

Sluggish winter de-icing operations impacted departure times and profitability

- De-ice cycle accelerated **40%**
- More on-time departures
- Less fuel consumption
- New revenue streams/services
- Created competitive advantage

**SOLUTION TIME**  
30 Days



# TSM Control Systems

Highly reliable, long-last products limited sales growth and market opportunities

- Enhanced remote diagnostic service
- Power and speed of IoT solution caused strategy rethink
- Transitioning to Product-as-a-Service

**SOLUTION TIME**  
30 Days



# Top 5 Industrial OEM

Remote water treatment facilities are expensive to staff and service

- Cellular remote pump control product
- Shift from field service to unmanned facilities
- Proactive, diagnostic-led service
- Revitalized sluggish product line sales

## SOLUTION TIME

30 Days

vs. 2 years and 10X the cost with in house team



A photograph of an industrial air compressor system. It features a large, tan-colored metal cabinet with a black control panel on the left side. The panel has a small digital display and a red emergency stop button. Above the cabinet, there is a complex network of blue-painted metal pipes and valves. A white mouse cursor is visible pointing at one of the pipes. The background is a plain, light-colored wall.

# Air Compressor OEM

Pioneer: Started Service in early 2000s

- All new units built with IoT hardware and data plans; initial trial service is free
- 3 Revenue Offerings
  - Good: Alerts and Notifications
  - Better: Remote Managed Diagnostic & Fix/Update
  - Best: Energy and other Data Services



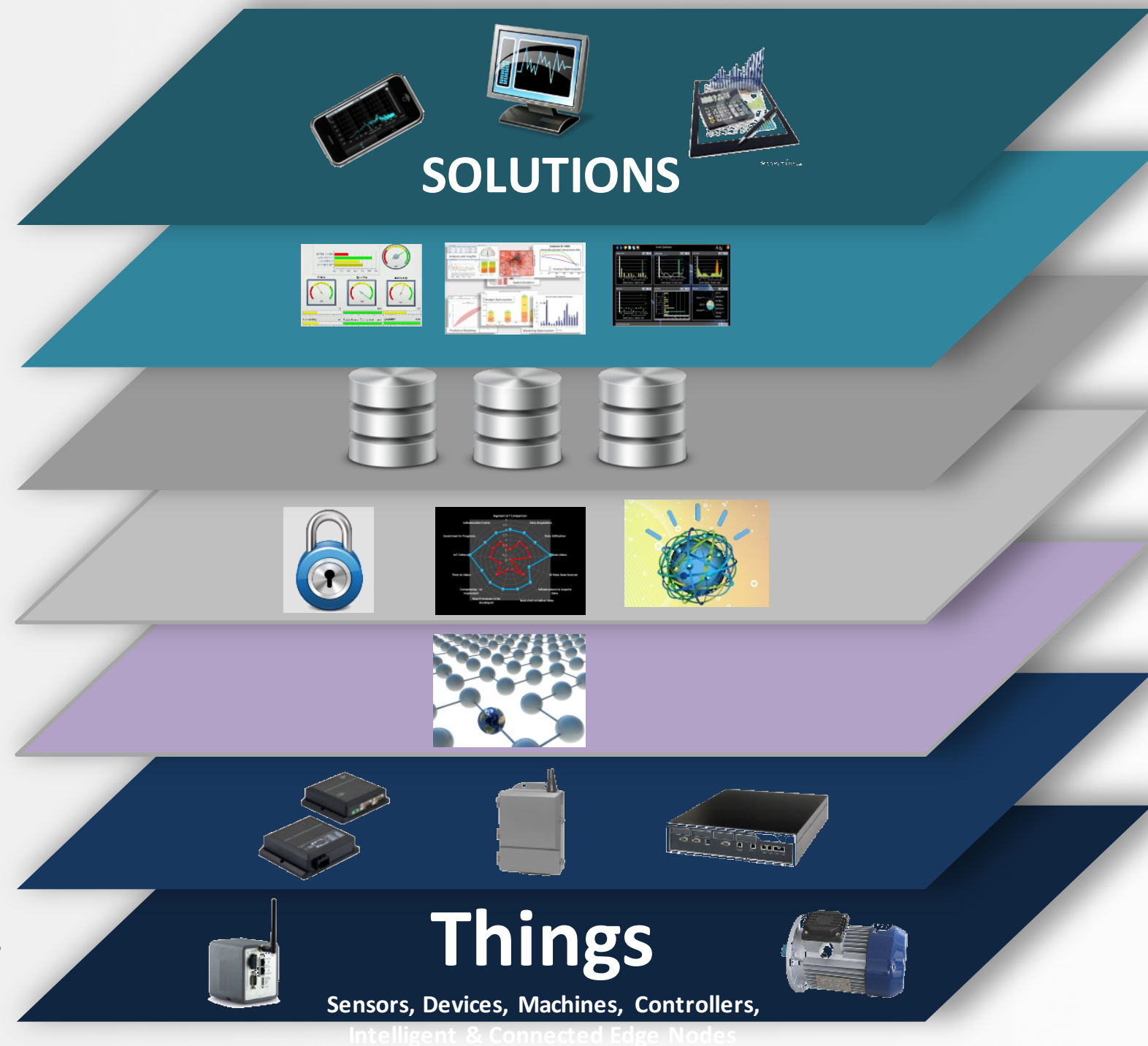
A photograph of a male worker in a light blue shirt and safety glasses operating a large industrial machine in a factory. The machine has a control panel with a screen and various buttons. The background shows industrial equipment and a factory interior. A dark blue semi-transparent banner is overlaid across the middle of the image, containing the title text in orange.

# Building an IoT Capability



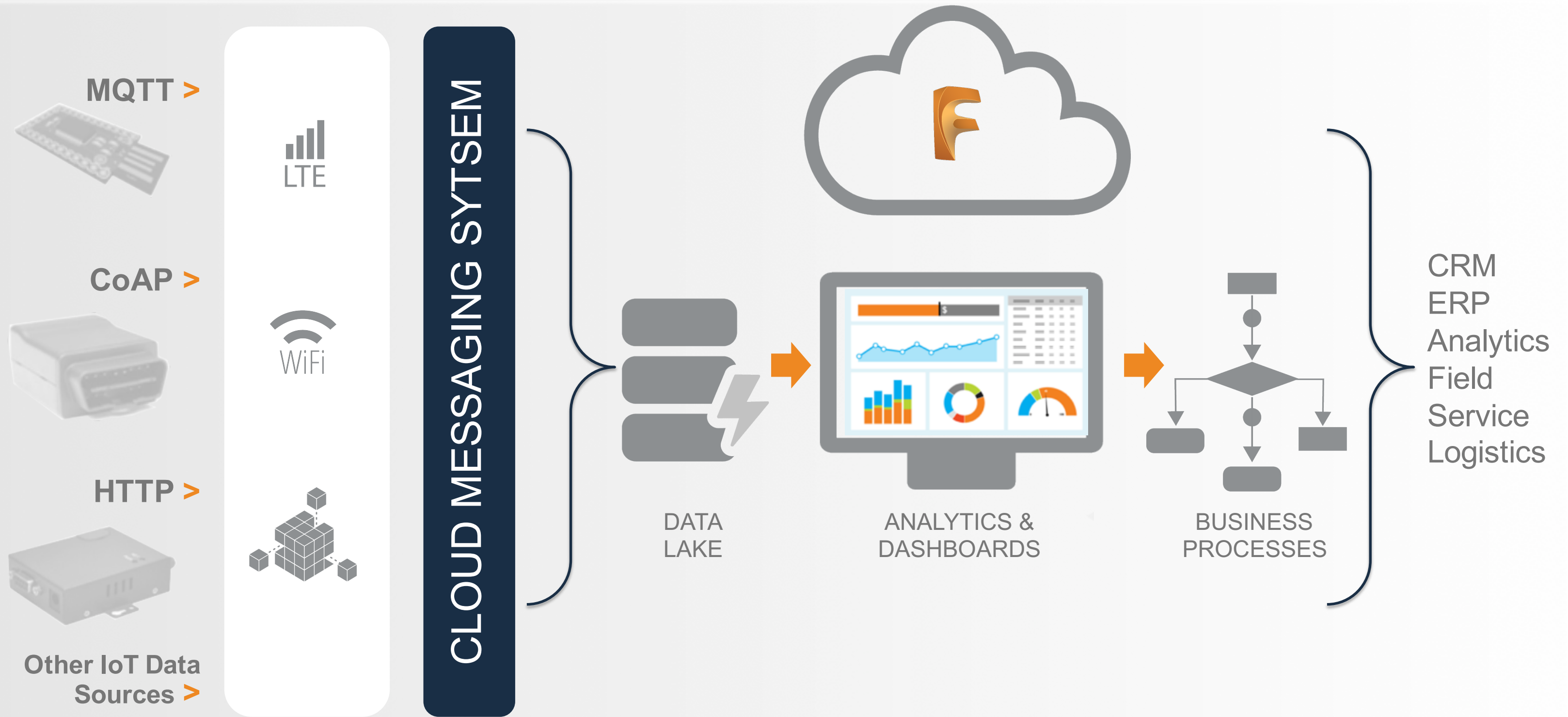
# Technology Implementer View

- 7** **Optimize Performance**  
(Purpose, People and Process)
- 6** **Business Applications**  
(Analytics, Reporting, Control)
- 5** **Cloud Servers**  
(Storage, Software, Redundancy)
- 4** **Software Platform Services**  
(Security, Aggregation & Logic)
- 3** **Network Connectivity**  
(Internet Access, M2M Wireless)
- 2** **Gateways & Edge Computing**  
(Data Filtering/Analysis, Demarcation, Interface Protocols and Security)
- 1** **Physical Sensors & Controllers**  
(The “Things” in IoT)



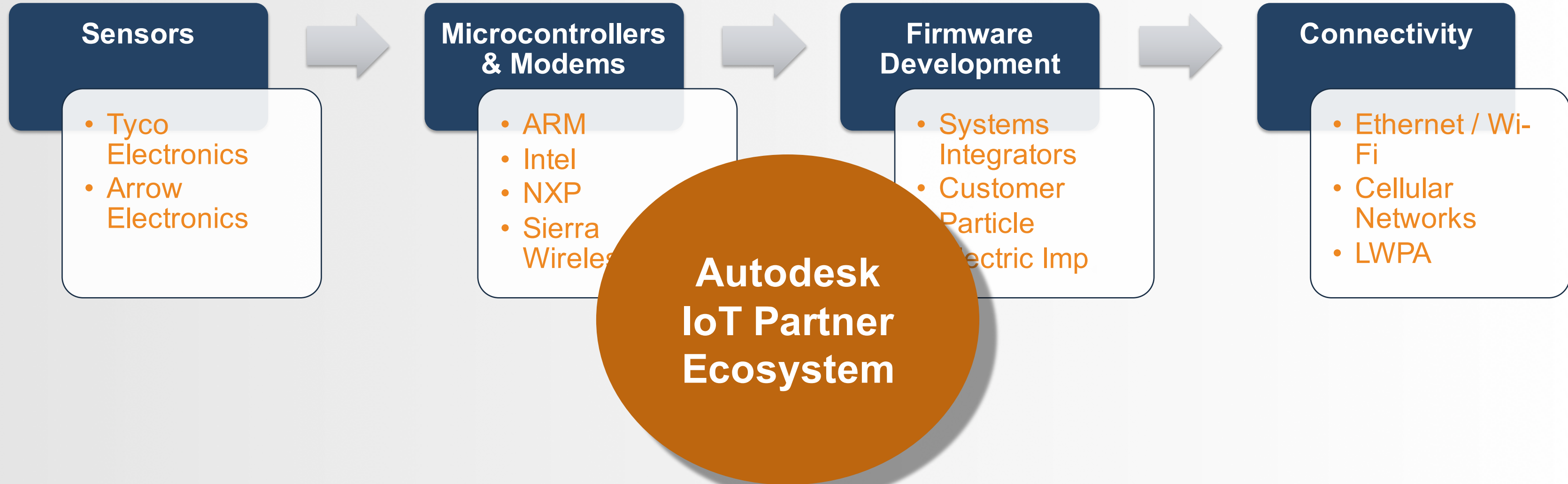


# DNA – End to End View





# DNA – Devices and Networks





# DNA – Application – Product/Thing Model



Data

Serial Number

Make

Model

Weight

RPMs

Engine Temp.

Fuel Level

Diagnostic Code



# DNA – Application – Event Processor & Analyzer

New Routine

Click 'Add' to define a new action

Add

Select Routine

Select routine to edit or delete

Customer - Add

Form: Customer - Add

Customer - Edit

Form: Customer - Edit

Get Dew Point Temp

Every 5 minutes

Roller - Add

Form: Roller - Add

Roller - Edit

Form: Roller - Edit

Sensor Msg

Roller Data: Sensors

Delete Routine

Click 'Delete' to delete selected routine

Delete

Edit as XML

Name \*

Sensor Msg

Code \*

sensor\_msg

Description

Origin

Device

Event

Received Message

Roller Data

☒ Sensors [s1]

Context Variable - source

Message Associated Resource: Road Roller

\*Code [source.\_code]

\*Name [source.\_name]

Id [source.rr\_id]

Device Id [source.rr\_device\_id]

Context Variable - message

Input Message

Type [message.type]

Device Code [message.\_device\_code]

Time [message.time]

Received Time [message.received\_time]

Action Diagram

Click 'Add' to define a new action

```
graph TD; Start(( )) --> UR[Road Roller[A] source /source]; UR --> V[local.hma...]; V --> D{$_local.hma... < 5.0}; D -- then --> RD[Roller Data [UDP :: Abstr...]]; D -- else --> RD; RD --> AS[Data Stream[A]]
```

Point-and-Click Analytics

Variables

Functions

Operations

n:sin

n:sqrt

n:sqrt (Number)

Square root of input Number

n:tan

n:time\_add

n:time\_add\_days

n:time\_add\_months

n:time\_clone



# IoT Simplified

New Query  
Click 'Add' to define a new query

Add

Select Query  
Select query to edit or delete

Customers

Customers 2

Customers 3

Data Stream

Data Stream (Sub)

Road Rollers

Delete Query  
Click 'Delete' to delete selected query

Delete

View Report

Edit as XML

Name \*  
Up to 120 characters

Data Stream

Code \*  
Unique query identifier

rpt\_data\_stream

Select

Show Field Codes

Data Streams as

a

Fields

\*Time

\*Location

HMA Thickness

and Road Rollers as

rr

Fields

\*Customer

Device Id

and Customers as

c

Fields

\*Label

With Criteria

	FIELD			
	a: *Time	default	Time	Input Date Range
	rr: *Customer	default	Customer	Select Element
	rr: Device Id	default	Device Id	Input Text

Display As

Data

Recent Roller Data

Roller Data Chart

Roller Speeds

Weather

Add Report View

Label \*  
Required

Code \*  
Required

View Type  
Visualization method

Table

Map

Gauges

Chart

Trend

Schematics

Composite

Custom

Designations \*  
App components

Report Page

Dashboard Widget

Form Lookup

Export File

API

Default Rows  
Optional

Order By  
Optional

Default

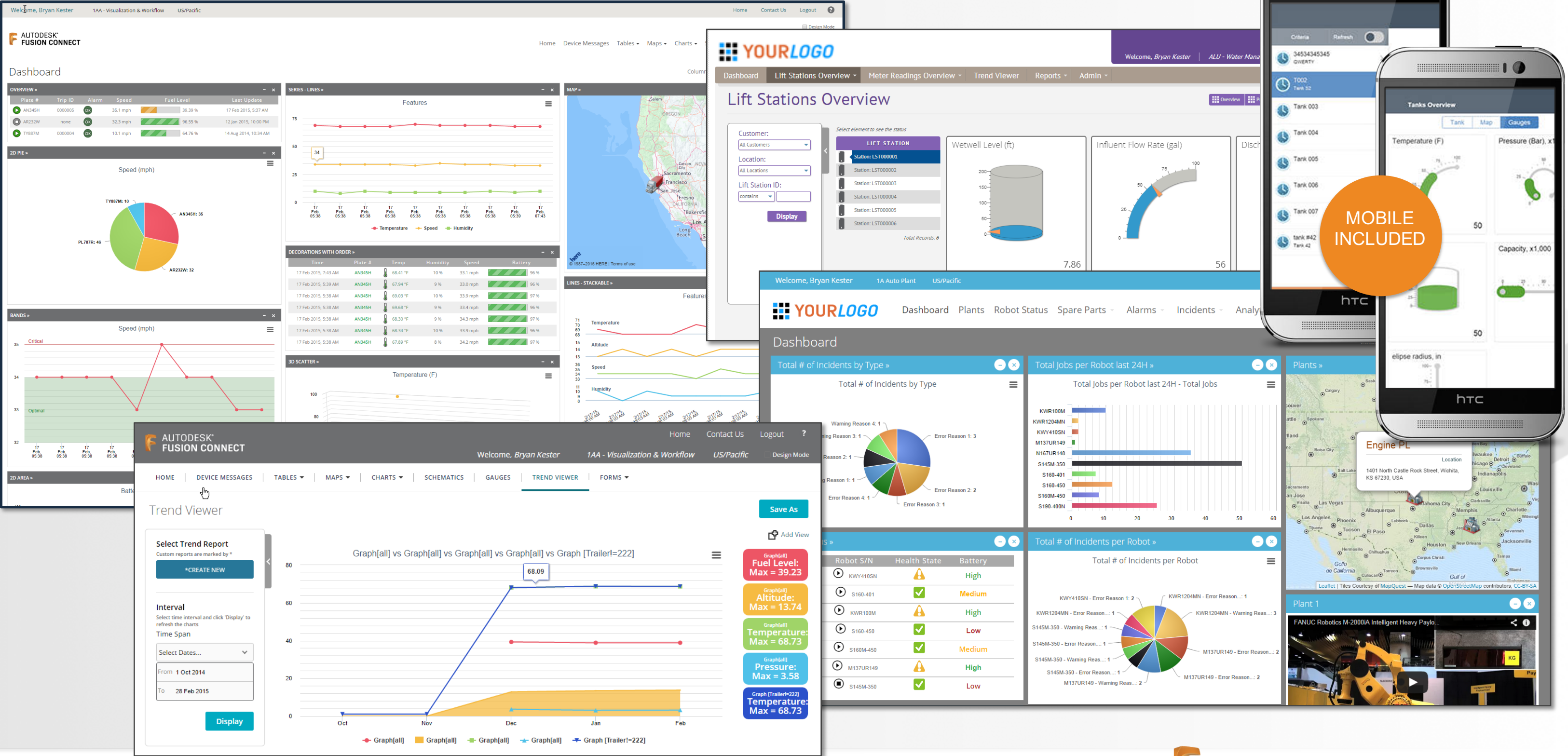
Add

Cancel

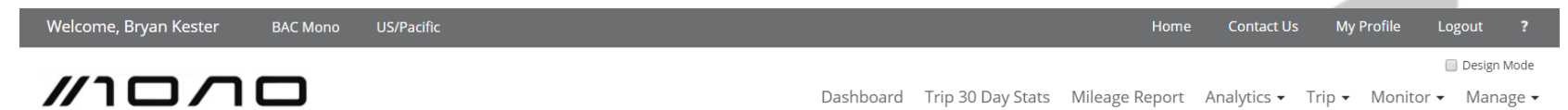
Drag and Drop Web Page Building



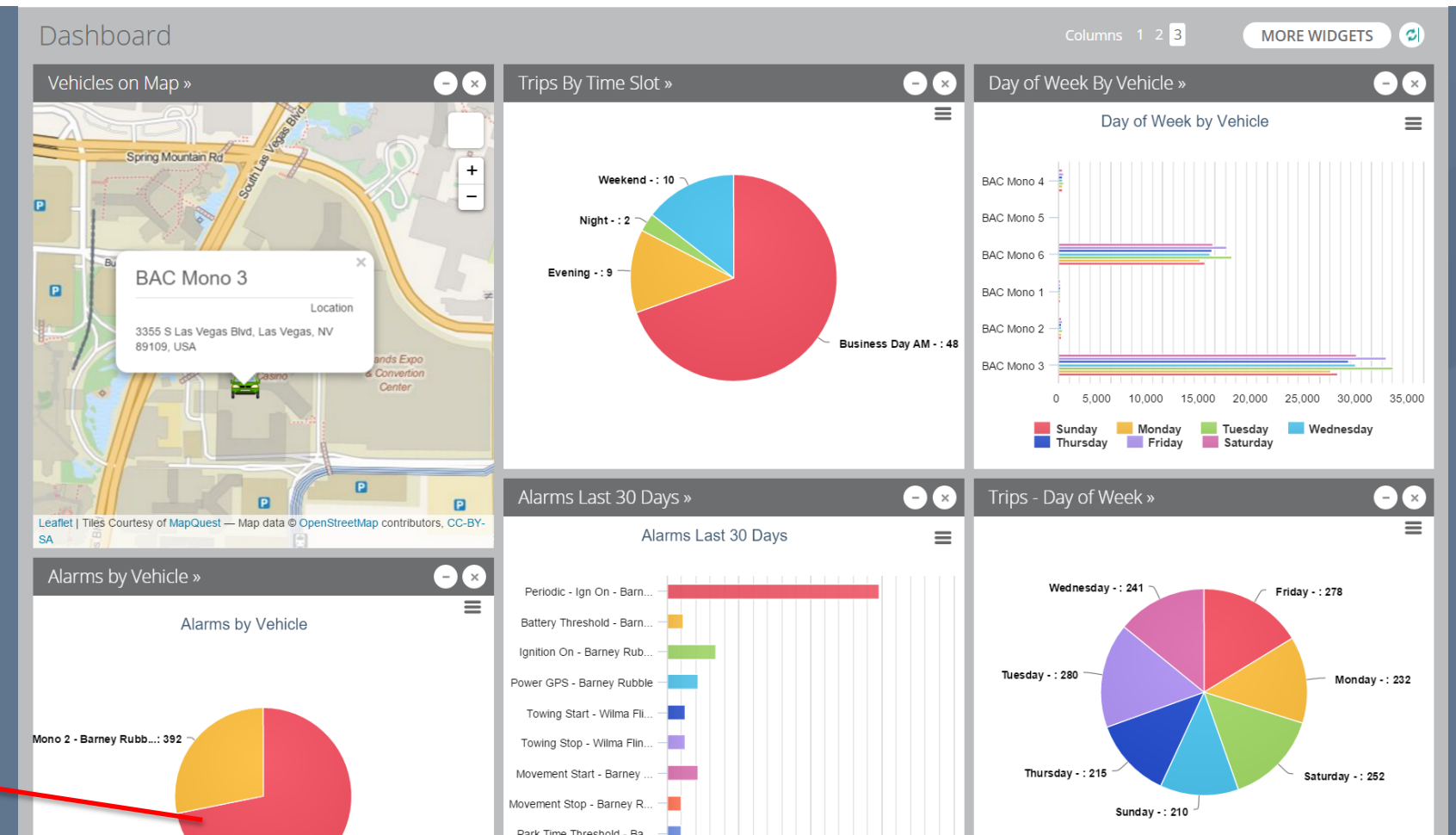
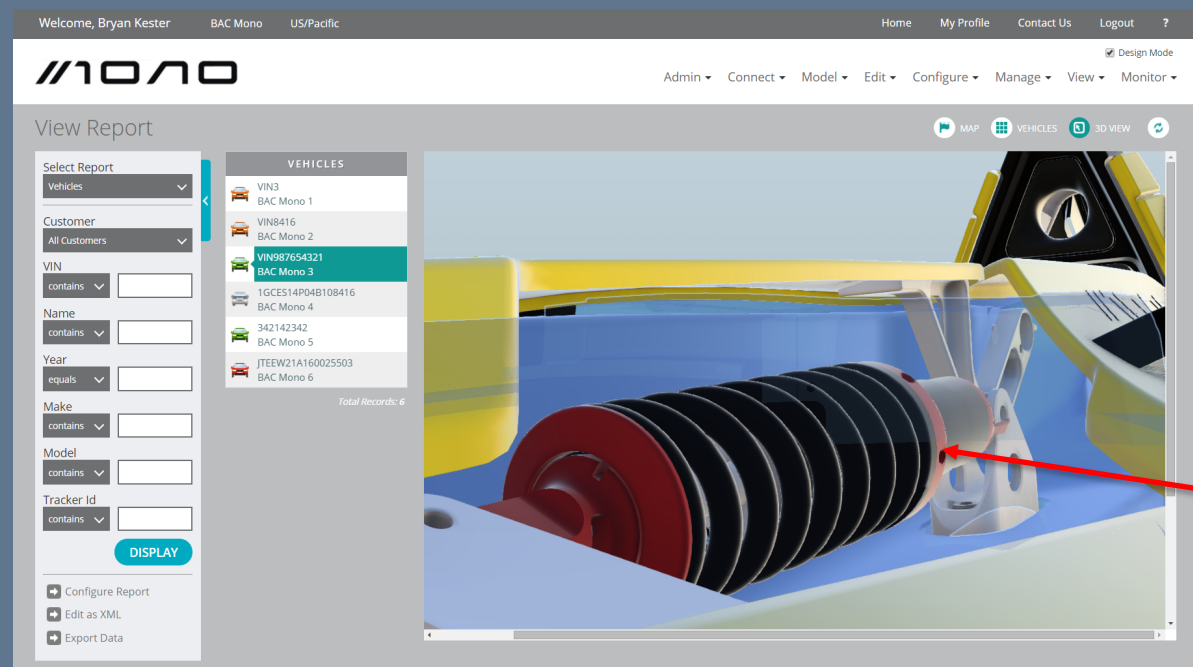
# DNA - Attractive Applications







# Integrated 3D + IoT





# Dynamic Analytics

**Routines**

**New Routine**  
Click 'Add' to define a new action

**Add**

**Select Routine**  
Select routine to edit or delete

**Customer - Add**  
Form: Customer - Add

**Customer - Edit**  
Form: Customer - Edit

**Get Dew Point Temp**  
Every 5 minutes

**Roller - Add**  
Form: Roller - Add

**Roller - Edit**  
Form: Roller - Edit

**Sensor Msg**  
Roller Data: Sensors

**Delete Routine**  
Click 'Delete' to delete selected routine

**Delete**

[Edit as XML](#)

**Name \***  
Sensor Msg

**Code \***  
sensor\_msg

**Description**

**Origin**  
Device

**Event**  
Received Message

**Roller Data**  
☒ Sensors [s1]

**Context Variable - source**  
Message Associated Resource: Road Roller  
\*Code [source.\_code]  
\*Name [source.\_name]  
Id [source.rr\_id]  
Device Id [source.rr\_device\_id]

**Context Variable - message**  
Input Message  
Type [message.type]  
Device Code [message.\_device\_code]  
Time [message.time]  
Received Time [message.received\_time]

**Action Diagram**  
Click 'Add' to define a new action

```
graph TD
    Start(( )) --> U[Road Roller[A] source /source]
    U --> V[_local.hma_...]
    V --> D{$_local.h... < 5.0}
    D -- then --> R[Roller Data [UDP :: Abstr...]]
    D -- else --> R
    R --> A[Data Stream[A]]
    A --> End(( ))
```



**Nutanix**

**Analysis  
+ Math Model**

**Pre-Built Functions + Partner Functions**



# Making Data Science & IoT Affordable & Accessible

**\$113,000\***

Data Scientist Salary



\*Source: National average for Data Scientist salary; Glassdoor 08/24/16

**VS.**

**\$6-\$12k /year**

Dynamic Predictive Analytics  
powered by Nutonian's  
Eureqa, A.I. modeling engine





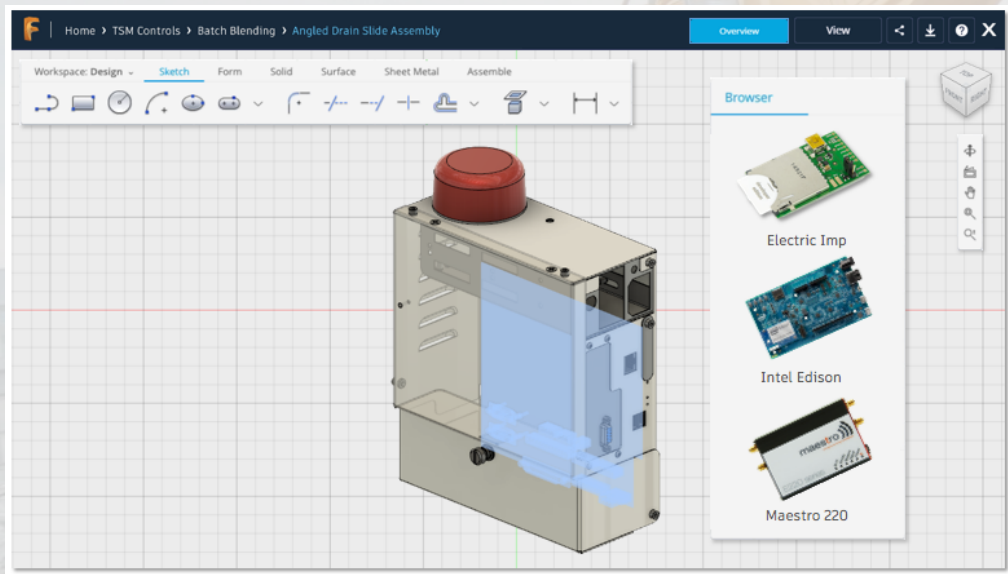
A background image of a factory setting. A worker wearing safety glasses is operating a large industrial machine with a control panel featuring a screen and various buttons. The machine is part of a larger assembly line with overhead tracks and other industrial equipment visible in the background.

# Free Predictive Data Analysis First 10 OEM Machine Builders

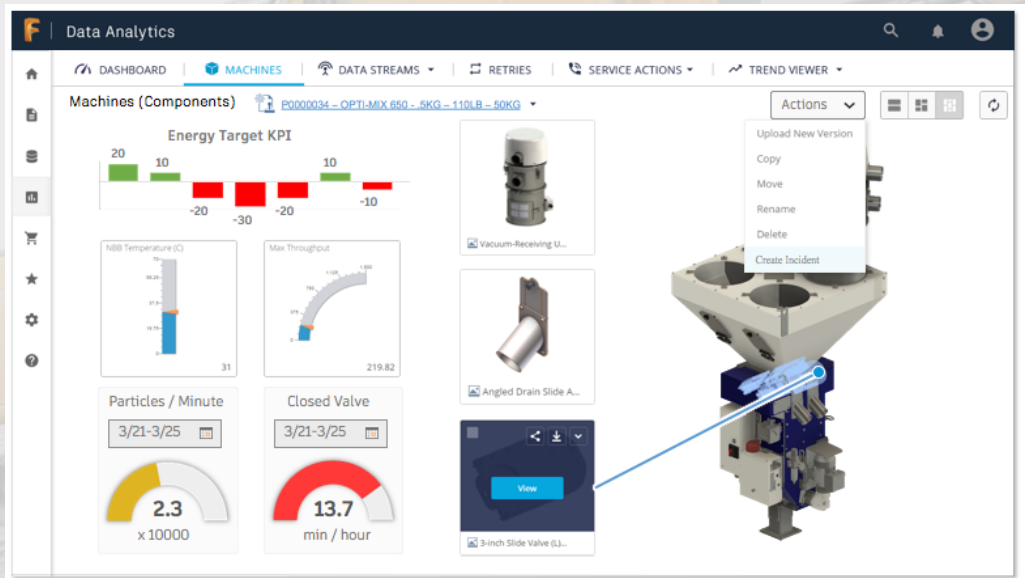
[iot.predictions@autodesk.com](mailto:iot.predictions@autodesk.com)



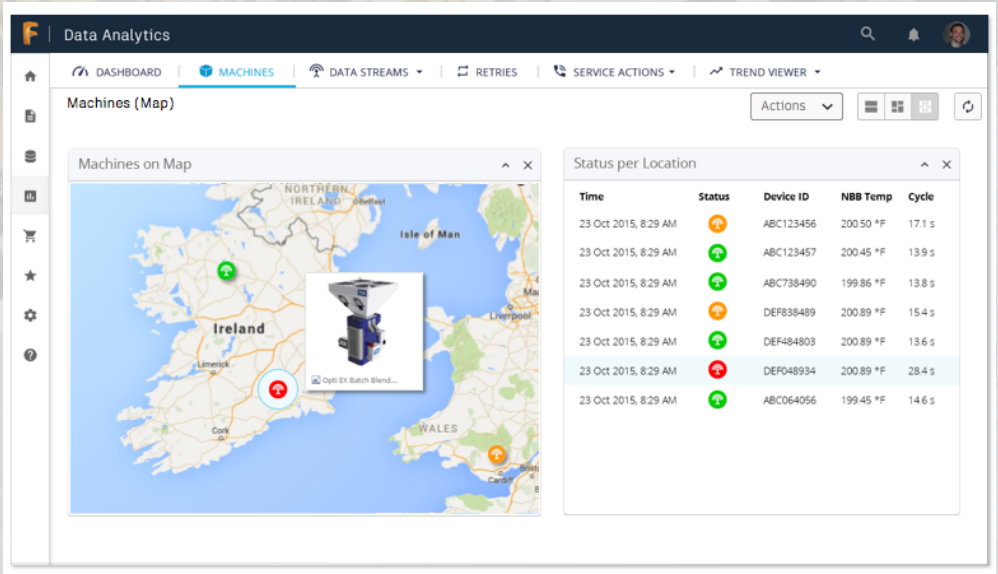
# What if you radically altered product development?



CAD/CAM



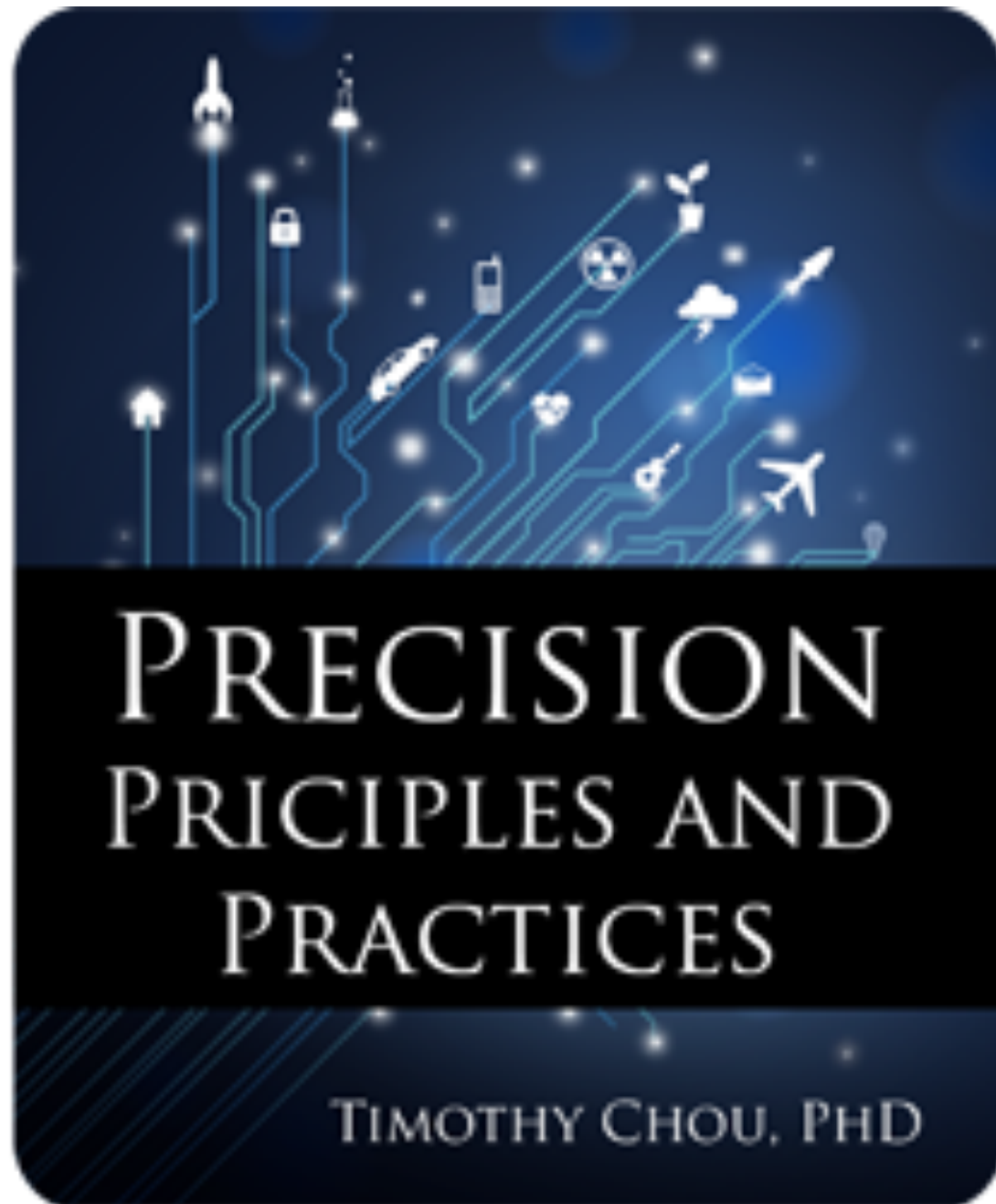
CPQ & PLM



IoT



# Recommend Reading and Remaining Classes



## Thursday

- 8:30 am – 9:30 am - IOT15637 - **Getting on the Fast Track to IoT - Panel**
- 1:00 pm – 2:30 pm - IOT15559 - **An Introduction to Fusion Connect - demo**





# Learning Center

**Education.IoTi.com** is an e-learning platform with free courses focused on Smart Manufacturing, Smart Cities and IoT Engineering

## FEATURED COURSE:

*IoT Fundamentals & Examples of Business Transformation*

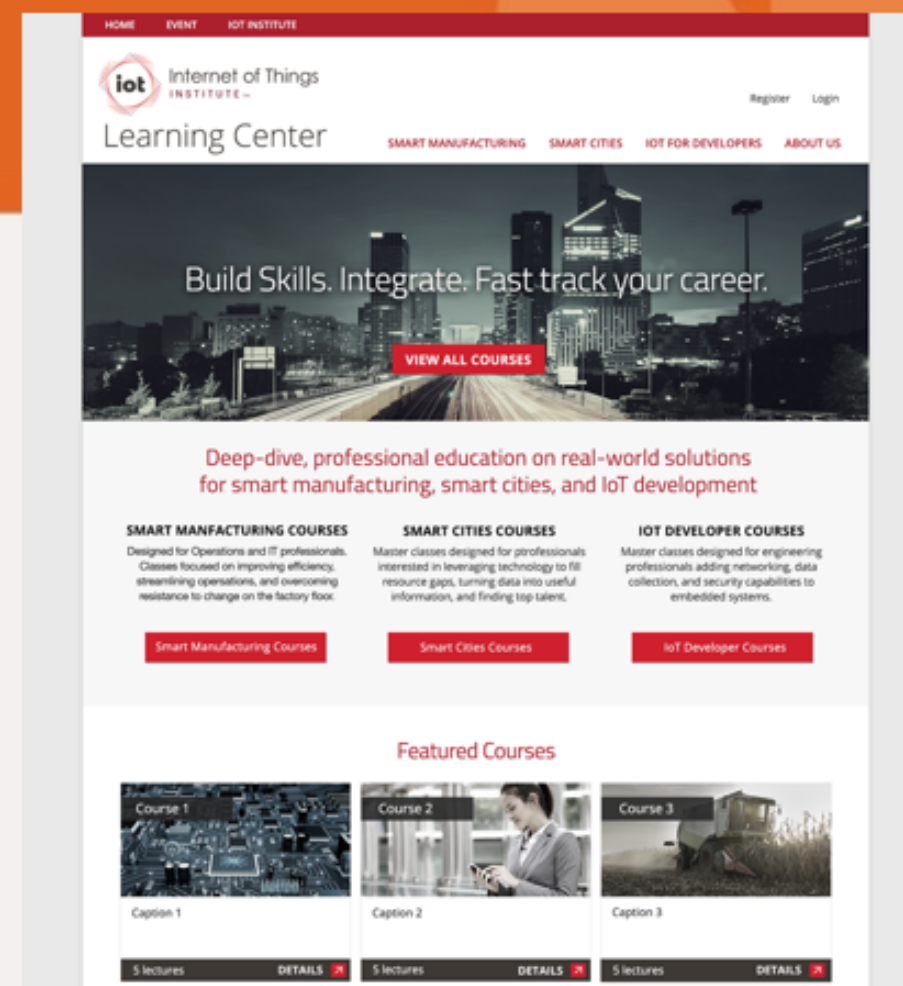
**Instructor: Dr. Timothy Chou**

**-Stanford Lecturer & Author of *Precision: Principles, Practices and Solutions for the Internet of Things***

**Sponsored by:**  
**Autodesk Fusion Connect**



Internet of Things  
INSTITUTE™

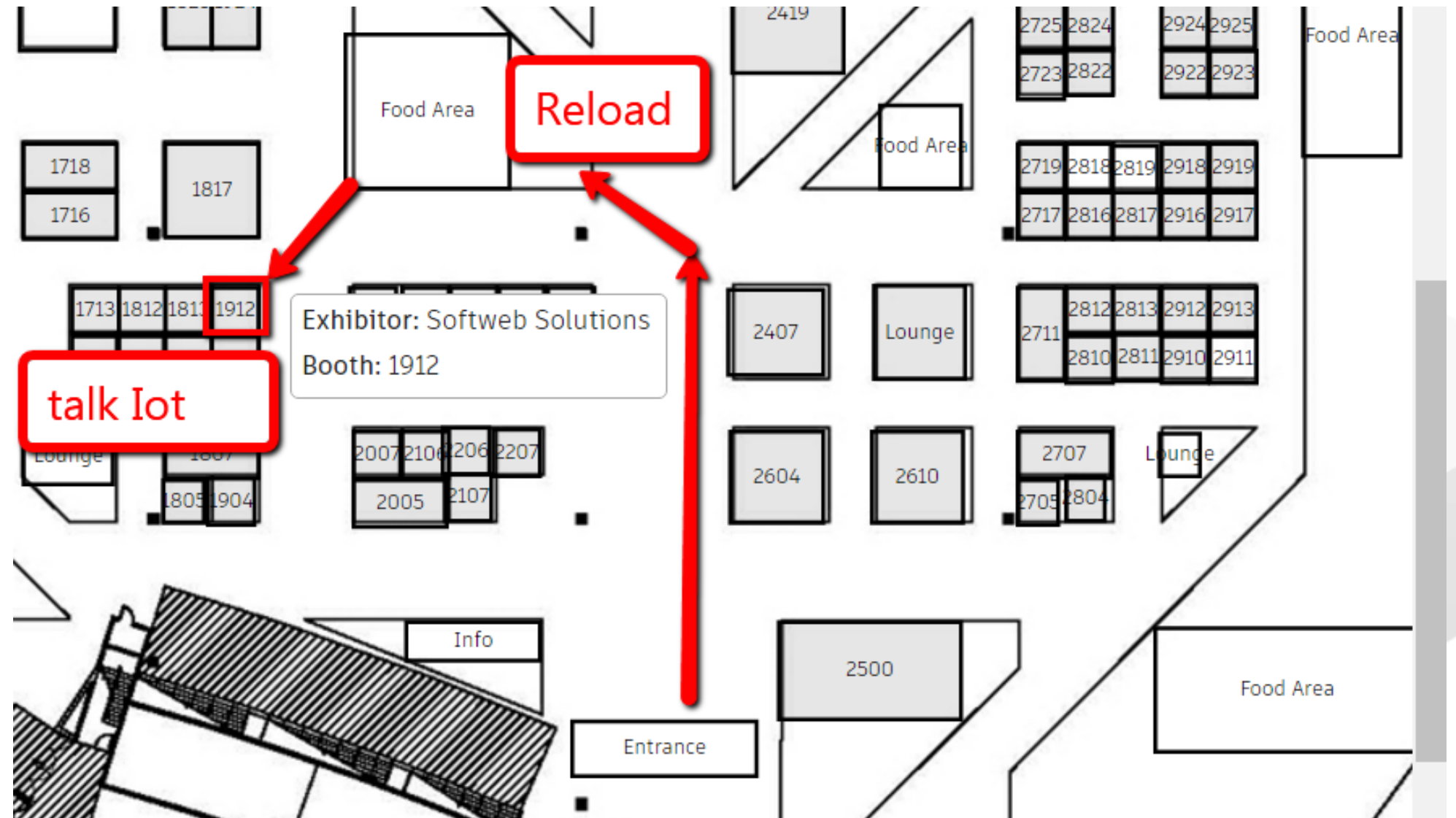






Stop by Softweb booth  
to talk about “Proof of  
Value Workshop”

Booth Number # 1912





# Check out the Global Workshop Dashboard

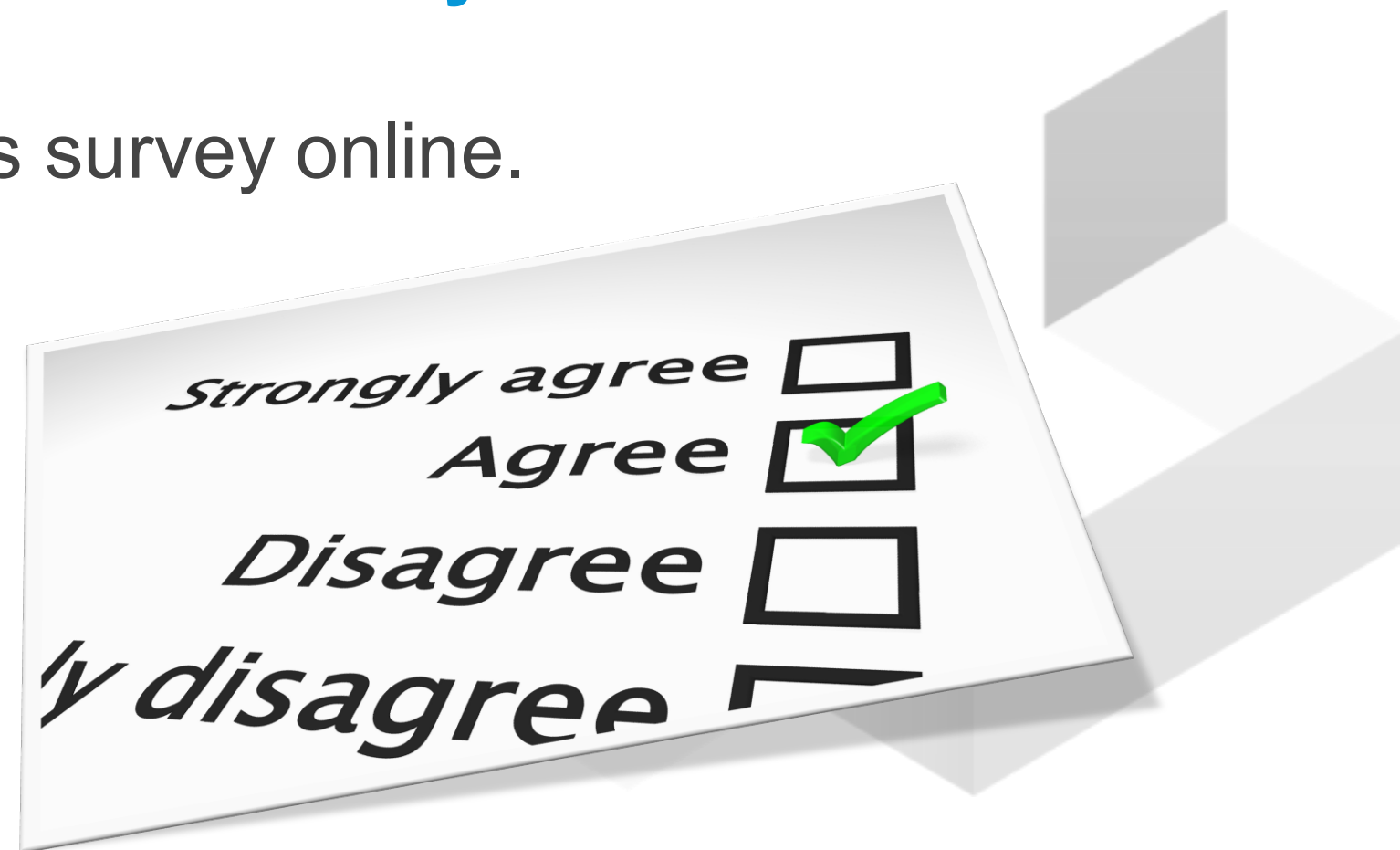


Autodesk Product  
Design & Mfg Zone  
Booth Number # 1031



# How did I do?

- Your class feedback is critical. Fill out a **class survey** now.
- Use the AU mobile app or fill out a class survey online.
- Give feedback after each session.
- AU speakers will get feedback in real-time.
- **Your feedback results in better classes and a better AU experience.**





A person wearing a white lab coat and safety glasses is operating a large, complex piece of industrial equipment. The equipment has a large screen displaying data and various buttons and knobs. The person is standing and looking at the screen. The background shows a laboratory or industrial setting with shelves and other equipment.

Q&A

[www.fusionconnect.io](http://www.fusionconnect.io)



The background of the slide features a dark, industrial scene. In the upper half, a complex mechanical assembly, possibly a lathe or mill, is visible with various metal components and a blue cable. The lower half is dominated by a dense field of out-of-focus, warm-toned bokeh lights in shades of orange and yellow, creating a sense of depth and activity. A semi-transparent dark blue horizontal band spans the middle of the image, serving as a backdrop for the title text.

# Extra - More IoT Cases



# Energy Orchestration





☐ Design Mode[Home](#) [Trend Viewer](#) [Reports](#) [Resources](#) [Groups](#)

## Dashboard

Columns 1 2 3

MORE WIDGETS

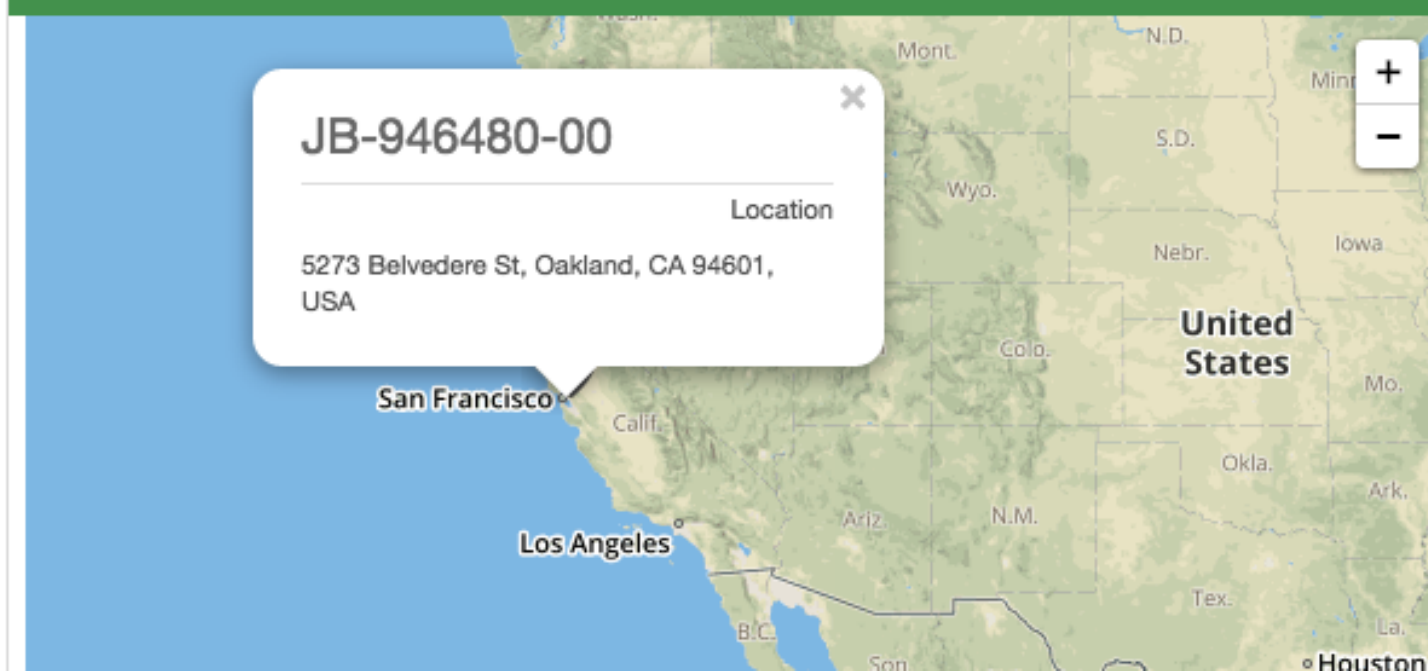


### OFFLINE DEVICES »

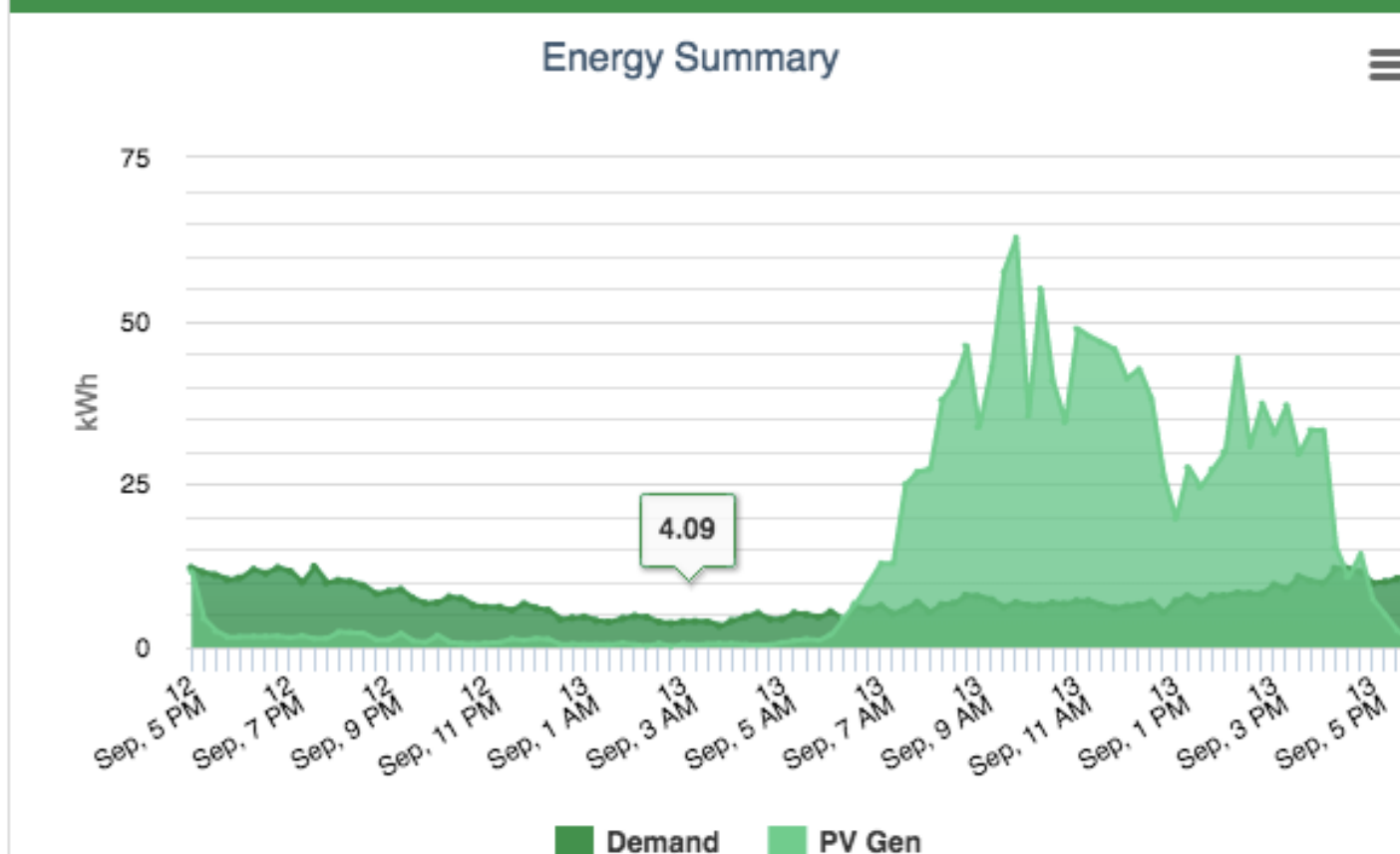


Project	Device	URL (API Key)	Last Upd
Forest City Water Heater Pilot	eGauge16492	egauge16492.egaug.es	20 Aug 2016, 9
Forest City Water Heater Pilot	eGauge16491	egauge16491.egaug.es	24 Jul 2016, 3:2
Oakland Test Site	eGauge13714	egauge13714.egaug.es	8 Jul 2016, 11:0
Forest City Water Heater Pilot	eGauge16490	egauge16490.egaug.es	7 Apr 2016, 5:2
Forest City Water Heater Pilot	eGauge16494	egauge16494.egaug.es	20 Mar 2016, 3
Forest City Water Heater Pilot	Forest City Steffes	3817D727-70D9-43EA-B558-EC866D8D1C8A	20 Aug 2015, 1
Oakland Test Site	Oakland Steffes	8C7DE156-4A10-4EDD-9E2A-9B752D98C1E1	2 Feb 2015, 11

### SITES ON MAP »



### ENERGY SUMMARY »



### DEVICE MESSAGES »



Time	Project	Device	Register	Value
13 Sep 2016, 6:35:40 PM	Forest City Water Heater Pilot	eGauge16484	PVGen1	-3.3 W
13 Sep 2016, 6:35:40 PM	Forest City Water Heater Pilot	eGauge16484	Grid2	2672.7 W
13 Sep 2016, 6:35:40 PM	Forest City Water Heater Pilot	eGauge16484	Grid	6441.5 W
13 Sep 2016, 6:35:39 PM	Forest City Water Heater Pilot	eGauge16488	PVGen2	-13.4 W



City of  
Houston

500K  
Water  
Meters



Major US City





## Nodes



Node ID

contains ▾

IP Address

contains ▾

Status

ALL NONE

☐ In Operation

☐ Caution

☒ Error

Type

ALL NONE

☒ Node

☒ Gateway

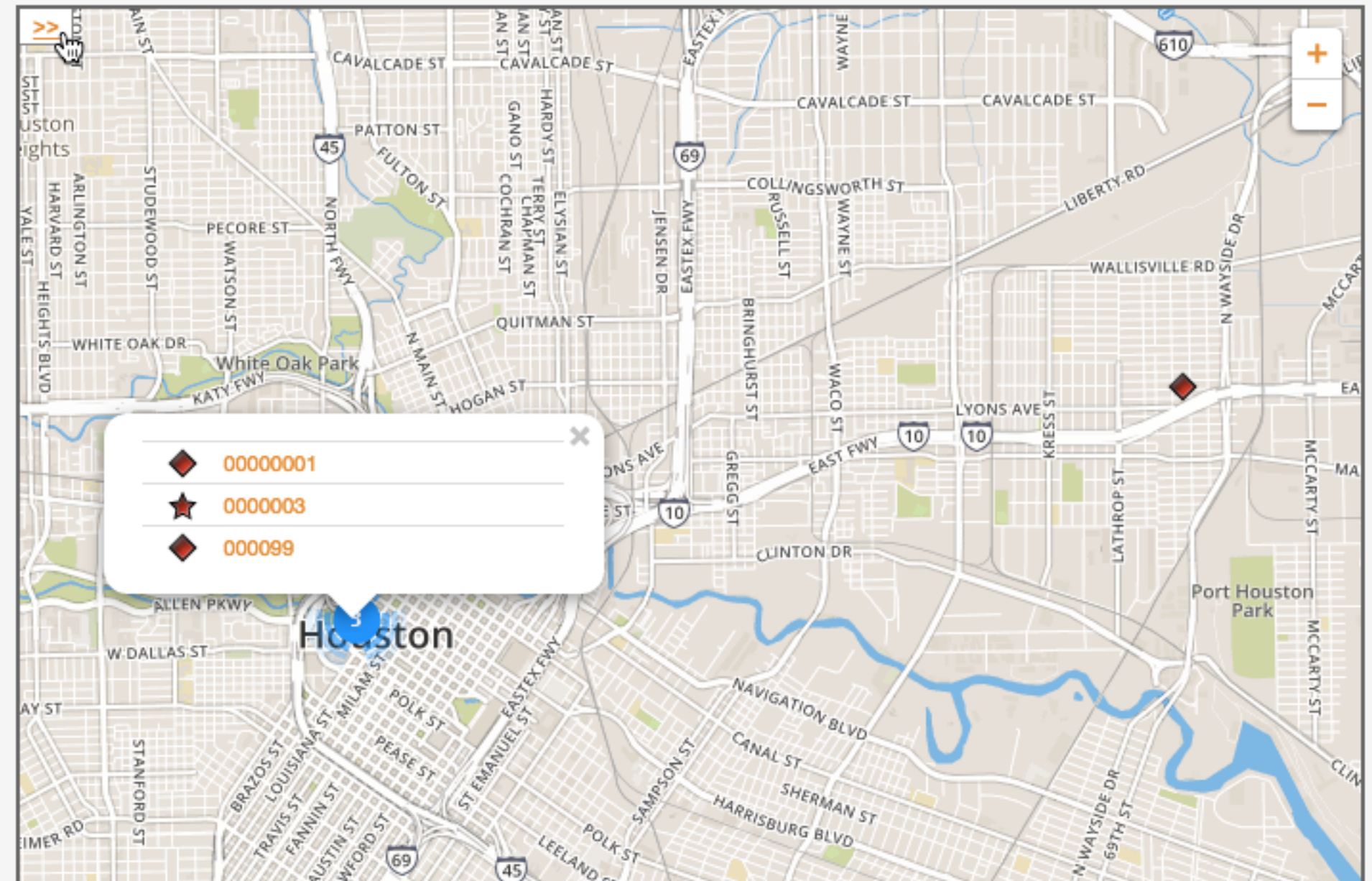
DISPLAY

### NODES

- ◆ Node: 00000001  
Last Update:
- ◆ Node: 0000002  
Last Update: Fri, 30 May 2014  
05:00:00 CDT
- ★ Node: 0000003  
Last Update: Wed, 21 May 2014  
12:49:00 CDT
- ◆ Node: 000099  
Last Update:
- ◆ Node: 023415  
Last Update: Sun, 1 Nov 2015  
03:28:00 CST

Total Records: 5

To get more information click on marker





# Construction Site Monitoring





# Sensors

Submit Clear

Defines the settings associated with a sensor.  
You may add a new sensor or edit an existing sensor using this form

Sensor 🔍

Job Site *	Humidity	Location
<input type="text"/>	Percentage	Latitude <input type="text"/>
Id	<input type="text" value="0.0"/>	Longitude <input type="text"/>
<input type="text"/>	Noise	Temperature State *
Name *	Decibels	<input type="text" value="High"/>
<input type="text"/>	<input type="text" value="0.0"/>	Humidity State *
Alarm Settings *	Temperature	<input type="text" value="Normal"/>
<input type="text"/>	<input type="text" value="0.0"/> C	Noise State *
Last Update	X Axis Movement	<input type="text" value="Normal"/>
<input type="text"/>	Meters/second	Vibration State *
Battery	<input type="text" value="0.0000"/>	<input type="text" value="Annoying"/>
Percentage of charge	Y Axis Movement	Battery State *
<input type="text" value="0.0"/>	<input type="text" value="0.0000"/>	<input type="text" value="Normal"/>
	Z Axis Movement	
	<input type="text" value="0.0000"/>	

Submit Clear



# Autodesk Pier 9







# Dashboard

Columns 1 2 3

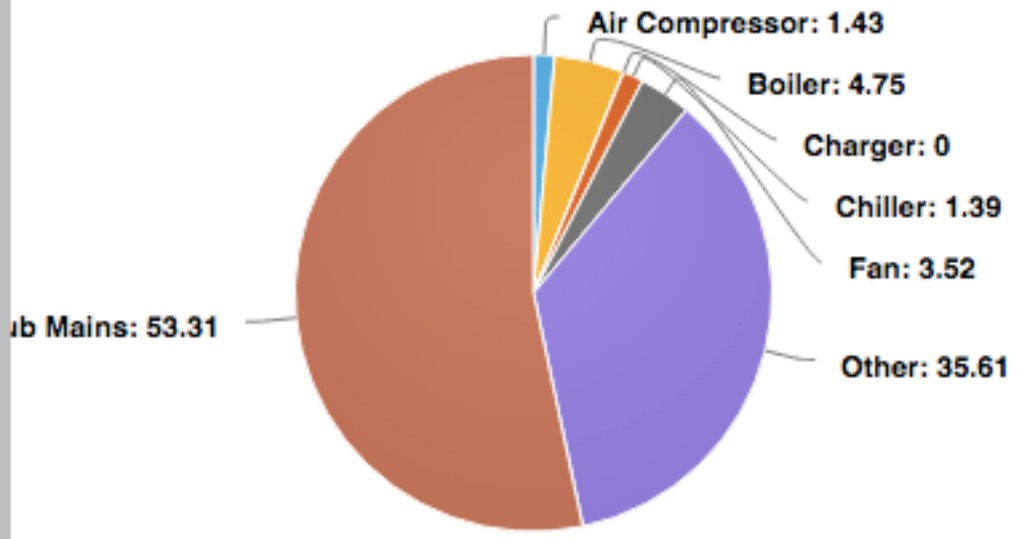
MORE WIDGETS



## Energy Last 7 Days »



### Energy - Summary (Percent)



## Site Total

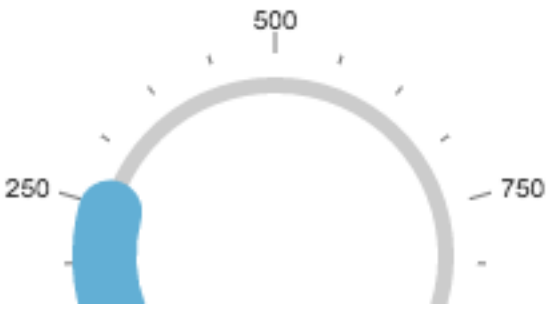


### Energy Yesterday (kW), x1,000



2.040

### Cost Yesterday (\$)



## Alerts »



Status	Last Update	Name
<input checked="" type="checkbox"/>	3 Oct 2015, 7:26 AM	Low Power
<input checked="" type="checkbox"/>	28 Sep 2015, 9:58 AM	Device Missi
<input checked="" type="checkbox"/>	28 Sep 2015, 9:58 AM	Low Power
<input checked="" type="checkbox"/>	28 Sep 2015, 9:58 AM	Device Missi
<input type="checkbox"/>	14 May 2015, 9:46 AM	High Power
<input type="checkbox"/>	14 May 2015, 9:46 AM	High Power

## Load Types per Site »



### Load Types



## Load Types »



### Current Values of Load Types







☐ Design Mode

# Heat Map

Site

All Sites ▾

Time

Select Dates and Times... ▾

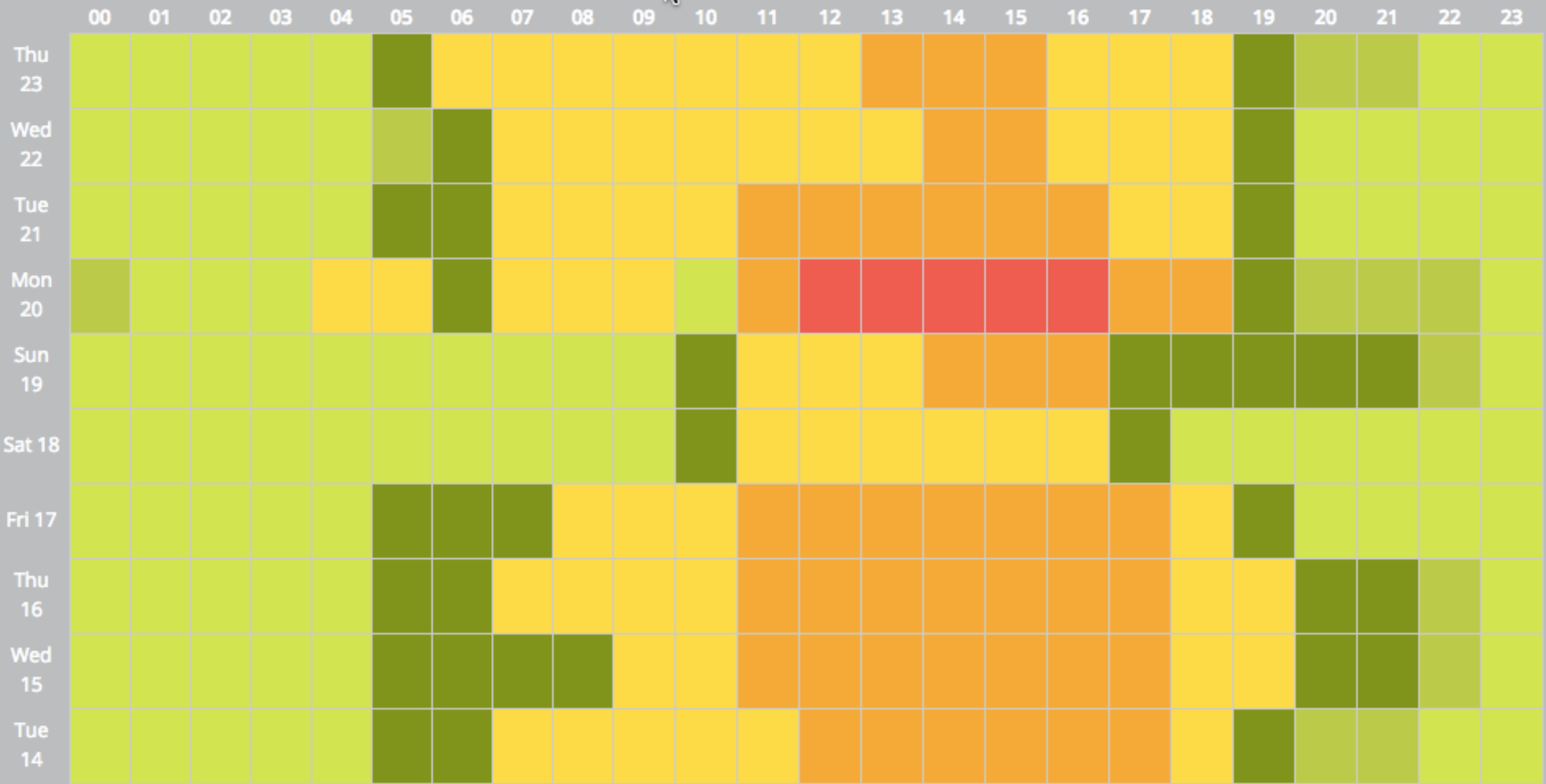
From 2 Jul 2015, 12:00 AM

To 23 Jul 2015, 11:59 PM

Unit

USD ▾

DISPLAY





☐ Design Mode[Dashboard](#)[Energy ▾](#)[Performance ▾](#)[Alerts ▾](#)[Configure ▾](#)[Catalog Data](#)[Monitor ▾](#)

## Current Values



### ~Pier 9 Building

Power

72.89 kW

Energy

72.89 kWh

Current

449.11 A

Total Energy

139099.39 kWh

Total Cost

16700.14

[SAVE AS PDF](#)[CLOSE](#)

## Pier 9

[Current Values](#)[Details](#)



Dashboard

Columns 1 2 3

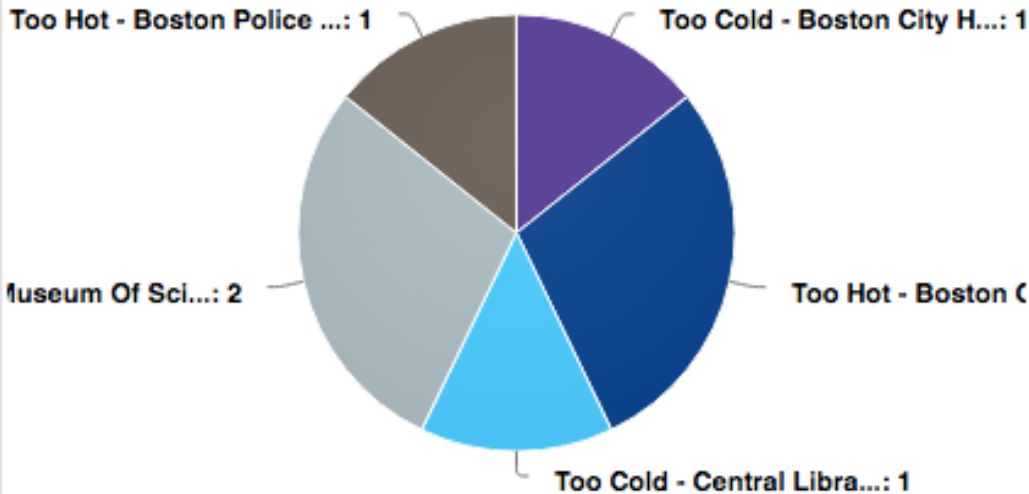
More Widgets



Alerts by Type By Building Last 24 Hours »



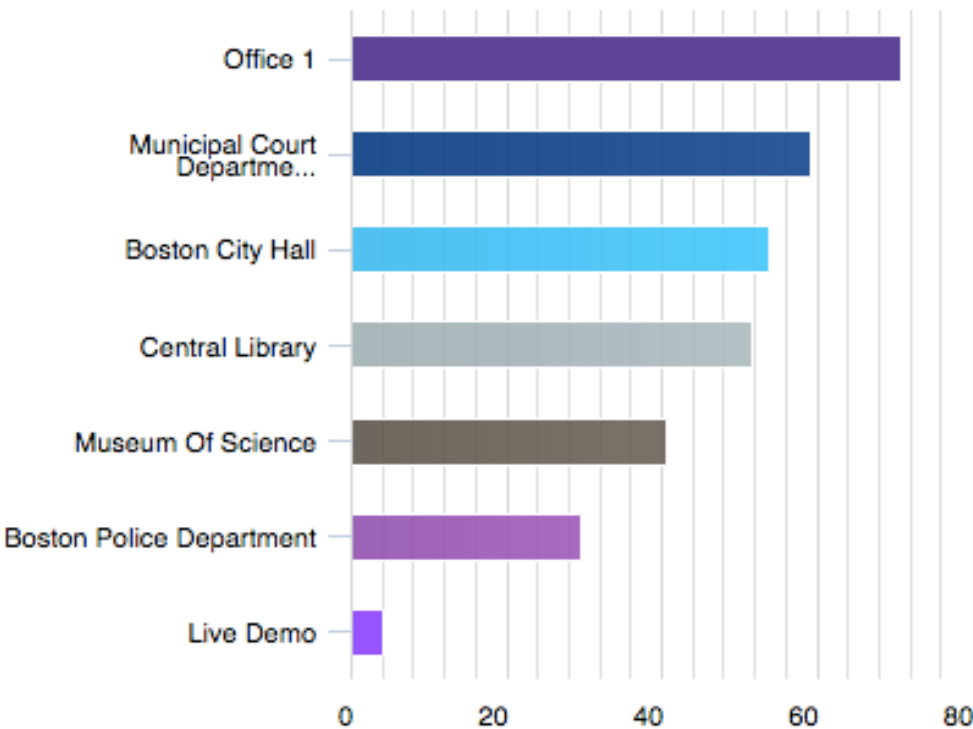
Alerts by Type By Building Last 24 Hours



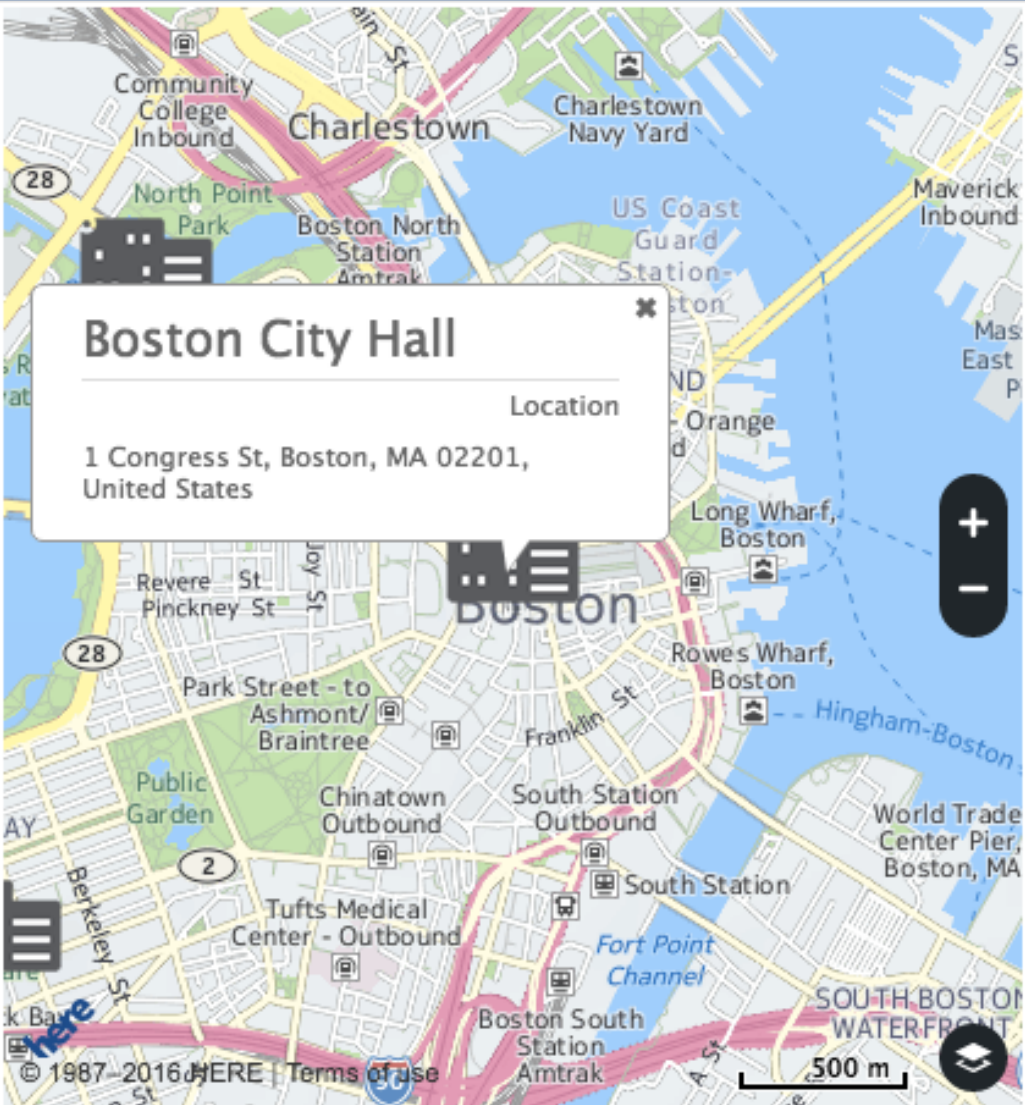
Average Building Lighting Last 24 hours »



Average Building Lighting



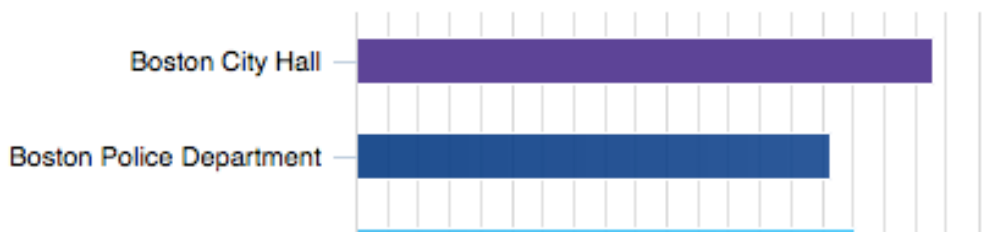
Buildings on Map »



Average Building Temperature Last 7 days »



Average Building Temperature



Sensor Historic Data »



TIME	BUILDING	ROOM	TEMP
24 Aug 2016, 6:25 PM	Central Library	Reading Room	48
24 Aug 2016, 6:20 PM	Central Library	Reading Room	60
24 Aug 2016, 6:20 PM	Municipal Court Department	Judge's Office	68

Rooms »



BUILDING	ROOM NUMBER	LAST UPDATE
Live Demo	Demo Room 1	24 Nov 2015, 5:30 PM

[Dashboard](#)
[View Trends](#)
[Buildings](#)
[Rooms](#)
[Alerts](#)
[Sensor Messages](#)

## Buildings

[Plan](#)
[Buildings](#)
[Locations](#)
[Average Building Temperature](#)


Building

contains

Average Light

equals

Display

### BUILDING

- Boston City Hall
- Boston Police Department
- Central Library
- Live Demo
- Municipal Court Department
- Museum Of Science
- Office 1

Total Records: 7

### 2nd hall

#### High Energy Alert

Alert Time

2014/03/25 21:21:45

Current Energy

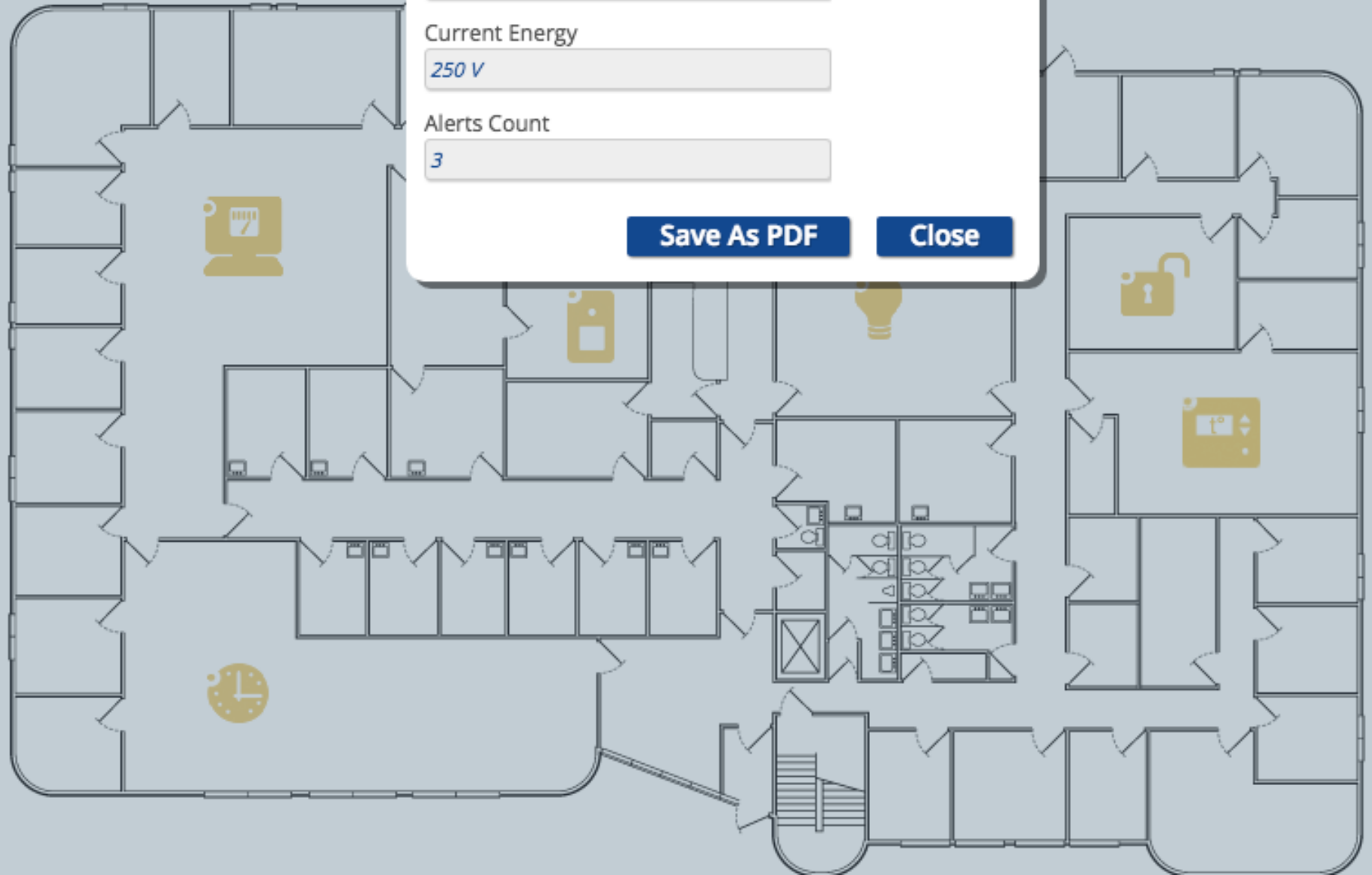
250 V

Alerts Count

3

Save As PDF

Close

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[FloorPlan 2](#)




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[Buildings](#)
[Rooms](#)
[Alerts](#)
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## Buildings

[Plan](#)
[Buildings](#)
[Locations](#)
[Average Building Temperature](#)


Building

contains

Average Light

equals

Display

[Export Data](#)
[Data Analytics](#)

Show all columns and restore the order

Add

BUILDING ▼	ROOMS	CONTACT NAME	PHONE	E-MAIL	
Office 1	Rooms	office owner	617-544-8765	oowner@boston.net	
Museum Of Science	Rooms	Ben Stiller, Museum Keeper	617-723-2500	bstiller@boston.net	
Municipal Court Department	Rooms	Judge Smith	617-727-5300	sjudge@boston.net	
Live Demo	Rooms	John Smith	888 345 0987	frank.ploumen@alcatel-lucent.com	
Central Library	Rooms	Jane Doe, Head Librarian	617-536-5400	jdoe@boston.net	
Boston Police Department	Rooms	Sheriff Jack Green	617-343-5500	jgreen@boston.net	
Boston City Hall	Rooms	Veronica Smith, Mayor's Admin	617-555-1212	vsmith@boston.net	

Total Records: 7



Q&A

[www.fusionconnect.io](http://www.fusionconnect.io)





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