

With operations in 50 countries and state-of-the-art packaging equipment and technology, BOBST envisioned a more efficient way to monitor, manage, maintain, and optimize their factory assets, while delivering new value-added services to their customers.

Headquartered in Switzerland, BOBST is one of the world's leading suppliers of substrate processing, printing and converting equipment and services for the label, flexible packaging, folding carton and corrugated industries. Together with ZEDEDA and the ZEDEDA ecosystem, BOBST is reinventing the art and science of factory automation – improving quality and yield, while reducing risks and costs.

CHALLENGES

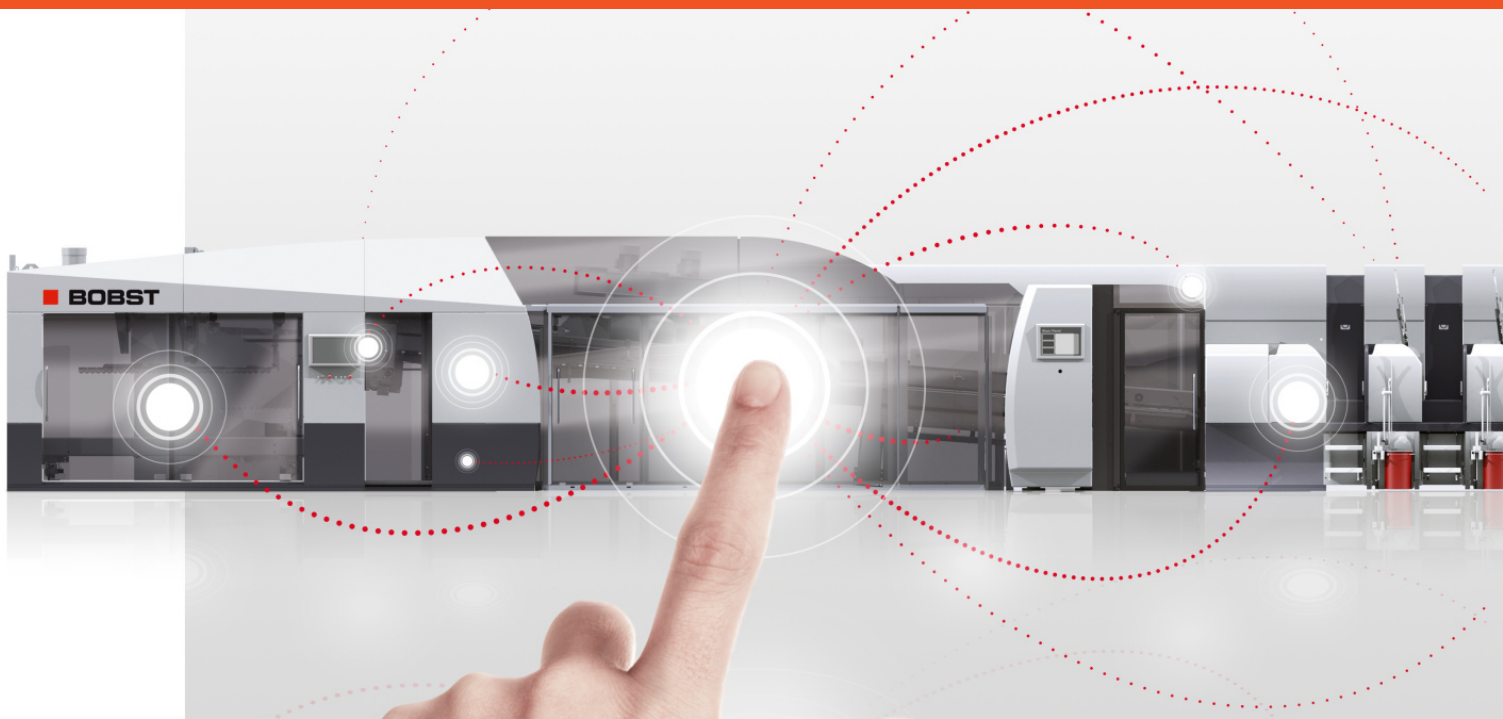
With some edge devices already deployed in the field, and a big roll out date approaching, BOBST needed to find a solution to manage software updates and configuration changes. They needed to find a solution that automated as much as possible the process to maintain the OS versions and apply security patches to edge devices in the field.

SOLUTION

ZEDEDA delivered a complete product which covered the management of the BOBST device fleet, going beyond the OS with full stack configuration and monitoring of the devices. BOBST continues to rely on ZEDEDA's orchestration solution to deploy fully managed edge devices, ensuring the devices always have the latest versions and configurations.

"We considered other solutions in the market which covered different aspects and had different degrees of maturity. ZEDEDA was the only solution that simultaneously covered all our needs, was mature enough, and offered full support to get us started. The quick onboarding supported by ZEDEDA saved us the cost of ramp up and of the learning curve if we had to do it ourselves, compared to other solutions."

Luciano Torres, Product Owner & Architect IoT Platform, BOBST



OUTCOMES & BENEFITS

SPEED

Accelerated product readiness in the area of device management by 6 months, with a prototype in days.

EFFICIENCY

ZEDEDA's orchestration solution is now being embedded in all machines manufactured by BOBST.

SCOPE

Expanded the number of machines the company could instrument and manage including value-added services.

INNOVATION

BOBST's solution, powered by ZEDEDA, is fundamental to the BOBST Connect offering.

SCALE

From the working prototype BOBST created their own device images using ZEDEDA tools.

GLOBAL PARTNERSHIP

BOBST selected ZEDEDA in part given the existing ZEDEDA integration with Microsoft Azure IoT.

"ZEDEDA has been a true partner in assisting us every step of the way to ensure the success of the implementation. Our collaboration also triggered changes in the product for our needs in a true spirit of co-creation."

Luciano Torres, Product Owner & Architect IoT Platform, BOBST

"We are shaping the future of the packaging world where every phase in the production process is connected, digitalized and automated. ZEDEDA provides a cloud-based solution, orchestrating the software lifecycle of our IoT devices deployed worldwide. This enables frequent and secure updates of new advanced software, which are required for our customers who operate, more than ever, in an agile business."

Serge Morisod, Head of IoT Lab, BOBST