Choose Your Own
Integration Strategy

When you're starting your industrial IoT journey, it's critical that you assess your current infrastructure.

Use the questions below to evaluate your equipment, resources and investment—and identify the right integration strategy for your business.

START HERE

Does your organization understand the value of connecting legacy equipment with business systems?

YES | NO

Not yet →

Show them how **HIROTEC AMERICA** implemented industrial IoT solutions to improve product quality, reduce downtime and more.

Do you find it challenging to collect industrial data from your legacy systems?

YES | NO

We have industrial access →

Well done! We'd like to learn more. **Contact us** to see if we can help you improve performance and reliability.

Do you have other operational challenges while running legacy equipment?

YES | NO

How's your legacy equipment running?

GREAT | NOT GREAT

It needs intermittent maintenance or is frequently down

Is your vendor committed to supporting the legacy equipment?

YES | NO

What's your budget like?

LIMITED | OPEN

How quickly does the business want an IoT framework up and running?

WE HAVE TIME | ASAP

How set are your business requirements?

SOLID | LIKELY TO CHANGE

Do you have in-house expertise available?

YES | NO

Can you dedicate time and resources to source, implement, train and maintain a new solution in the long term?

YES | NO

Leverage internal personnel and technical resources to create an **in-house, point solution** customized to your organization.

Work with industry experts to develop a **best-of-breed, third-party solution** that augments your legacy machines with IoT-ready, out-of-the-box connectivity and extends your equipment's capabilities.

Consider **rip-and-replace,** which completely removes legacy equipment and replaces it with modern, IoT-enabled machinery.

Learn More
Take a deep dive into the pros and cons of these three strategies.

Download the White Paper

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