Taking the mystery out of the Internet of Things!

The IoT and M2M spaces have been offering the promise of unimaginable growth and prosperity from their inception nearly 15 years ago. While we have seen the explosion of new communication technologies, application frameworks and fast-paced embedded design, the promise of IoT has been elusive for many.

- Are you left out of the IoT revolution and not sure where to start?
- Are you lost in the debate over ROI calculations and "build it and they will come" strategies?
- Are you confused by the veritable potpourri of emerging technology acronyms and options?

At IoT Advisors, our founder Joel K Young, has been defining and implementing secure IoT and M2M strategies that solve real world problems for 15 years.   We work with commercial businesses, OEMs, and technology providers to help them find their rightful place and drive business value.

We cover the range of business strategy and technology recommendations to get you off and running and we put it in the language of your respective industry. At IoT Advisors, we take the mystery out of the Internet of Things!

What We Do

At IoT Advisors, we offer a variety of consulting options depending on what your needs are and where you play in the broader eco-system.   The following is a general list of offerings, but we can tailor our services to meet any of your specific needs.

Executive Assessment – Quick session to provide initial feedback on what to do and where to go. Sometimes companies need a sounding board to offer candid feedback, a sanity check, or directional input. This quick assessment is meant to do just that.

Business and Market Strategy – Includes an evaluation, assessment, and recommendations and how to leverage IoT processes and models to deliver the business transformation. The output includes a direction based on a more in-depth analysis on the comparative markets, competition, and approaches.

Technology Strategy – Includes an evaluation, assessment, and recommendations on how to best select and leverage contemporary technologies to achieve IoT technology goals. This maps your deployment environment to the right technology and may also involve introduction to key technology suppliers.

Implementation Engagement – This is a longer term engagement where we offer direct guidance, planning, and management to get your strategic project off the ground. This executive coaching in technology and or business implementation augments your existing staff with subject matter leadership and expertise.

Custom Tailored Engagement – We believe each company is unique and there is never a "one size fits all" solution. We are happy to customize an offering based on what your business needs to be successful in the world of connected things. Call us to discuss.

Markets We Serve

While technology shows no bounds, our primary focus is in the industrial and commercial avenues for IoT. The high flying, rapid changing consumer products space can be exciting, but are driven by short attention span motivations.   The industrial and commercial environments we serve are:

- Remote Monitoring and Control
- Transportation & Logistics
- Retail and Point of Sale
- Energy and Utilities
- Smart City Applications
- Security
- General Connectivity

Who We Are

Joel K Young has been living and working in the technology world for over 30 years – enabling machines to communicate with backend applications to drive business value. He has a unique combination in knowledge and experience which covers embedded systems, large software systems, wireless communications, and security. He has worked in start-ups and large multi-nationals in both public and private settings. His business experience covers engineering, product management, and sales.

He began at AT&T Bell Laboratories where he was one the team members that defined and implemented signaling systems for worldwide telephony; technology that is still in use around the world today. After a stint in security and public safety radio systems, he spent 17 years in product and technology implementation in a space that evolved to be the Internet of Things as CTO of Digi International. As Chair of the IoT M2M Council (IMC), he has been a leading advocate of taking complexity out of the IoT, making it easier to bring buyers and sellers together. His patent portfolio of 16 patents covers the breadth of his experience in wireless communications, cloud based software and secure embedded systems.

Joel K Young, Founder

For more information on how we can make IoT work for you, contact us at info@IoT-Advisors.net.