



Ayla Connects Ozner's Smart Water Filtration Systems to the Internet of Things

Background

Ozner Water International Holding is part of a large Chinese company that develops, manufactures and sells water-purification systems. Ozner is leveraging Ayla's IoT cloud platform to better manage and maintain its connected filtration systems and to help expand their sales into international markets.

The Challenge

Transitioning to cloud based services

Before working with Ayla Networks, Ozner was already using cloud connectivity to identify and solve water-filtration system malfunctions as well as to monitor filter cartridges for replacements.

But, in June 2015, Ozner executives talked with Ayla about how the company might further improve its water systems with IoT technology. They liked what they heard from Ayla, but the executives needed to be sure that Ayla's Agile IoT Platform provided the security and reliability Ozner required.

After several meetings at their headquarters in Shanghai Pudong, it was clear that Ozner and Ayla shared a vision of leveraging the IoT to take a leadership position in providing better, safer products.

-David Friedman, Ayla CEO & Co-Founder

Ozner was interested and the companies began working together in November 2015.

Company Profile

- Headquartered in Shanghai Pudong, Ozner is a large, diversified enterprise that researches, develops, manufactures and markets products for high-tech markets worldwide, with water purification and air purification as its main businesses.
- Customers for Ozner water and air purification systems are in healthcare, foods, electronics and other markets.
- The company holds approximately 100 patents in water-treatment technology.
- Ozner provides non-ou sourced technical support for its products 24 hours a day/seven days a week.
- Ozner recently was named as one of China's "Top 10 Water Purification Brands" and awarded by Ernst & Young and Fudan China as a "most promising enterprise" for its high-growth potential.



The Ayla Solution

By April 2016, Ayla's highly configurable IoT platform had enhanced Ozner's connected water-filtration product line in the following ways:

- The Ayla Insights business intelligence and analytics tool was employed to obtain real-world customer data from the Ozner Water connected smart-filtration systems in use.
- The customer data collected through Ayla insights included additional maintenance and service checkpoints from the deployed systems.
- Meanwhile, Ayla engineers built Ozner a mobile app that lets Chinese customers remotely control their own filtration systems using popular social networks, such as Weixin (aka WeChat).

The Benefits

By using Ayla's IoT platform, Ozner was able to:

- Expand its knowledge of customer requirements and use the information for future product improvements
- Anticipate many more of its customers' needs before they became service problems or system malfunctions
- Allow customers to control and monitor their filtration systems anytime, anywhere—and communicate with Ozner customer service—via smartphone and their favorite social network.
- Conquer long-distance maintenance and service concerns as the company expands beyond China into international markets

"Ayla's IoT technology helps Ozner maintain the high degree of quality our customers expect."

– Xiao Shu, Ozner board chairman and CEO

Ayla Networks now is collaborating with Ozner Water International Holding to expand the Chinese company's leading position in smart connected water filtration systems.

"Ozner is a fast-growing company that is a leader in its market in China. We will work with them to help expand into international markets."

– David Friedman, Ayla CEO & Co-Founder

CASE STUDY



Ozner

"With Ayla's technology, Ozner is leveraging remote monitoring and control capabilities."

– Xiao Shu, Ozner board chairman and CEO

OZNER



 **Ayla Networks**

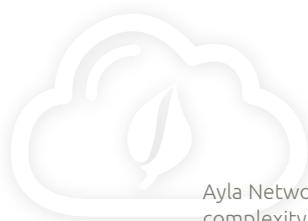
4250 Burton Dr., Suite 100
Santa Clara, CA 95054
USA

Tel 408 830-9844

Fax 408 716-2621

marketing@aylanetworks.com

www.aylanetworks.com



About Ayla Networks

Ayla Networks empowers leading manufacturers by simplifying the inherent complexity of the Internet of Things (IoT), enabling them to turn their products into smart connected systems and transform their businesses to compete in the game-changing world of connectivity. Delivered as a cloud platform-as-a-service (PaaS), Ayla's IoT platform provides the flexibility and modularity to enable rapid changes to practically any type of device, cloud, or app environment.

For more information, contact Ayla at www.aylanetworks.com.