



THE PROBLEM

Operational data is already being collected.

Access is restricted to control rooms and specialized systems.

Outside them, getting information means delays, and dependency.

THE SOLUTION

Beyond provides the platform. Certified Partners deliver the outcome.

Together, data becomes relevant, reliable, and actionable.

HOW THE MODEL WORKS

Software	Services
Contracted directly by the customer	Separate monthly fee
Credit card billing	Pricing defined by the partner
Pricing based on active tag	Responsible for ongoing operational value
Secure data ingestion (MQTT)	Tag governance (no useless tags)
Event processing & alerts	Alert tuning (no alert fatigue)
Scalable cloud infrastructure	Data quality assurance
Multi-channel delivery (App, Email, Teams, etc.)	Integration health (MQTT, Gateway, OPC, PLC)

WHY USE BEYOND WITH A PARTNER

Without a partner: noise replaces insight, alerts lose credibility.

With a partner: fewer tags, more value, alerts people trust.

WHO WINS

Customer: Less noise, reliable data and more action.

Partner: Recurring revenue, stronger client relationship.

BEYOND = TECHNOLOGY



CERTIFIED PARTNER = RESULTS