



REALIZING THE BUSINESS PROMISE OF IOT

BRUCE@IOT-INC.COM

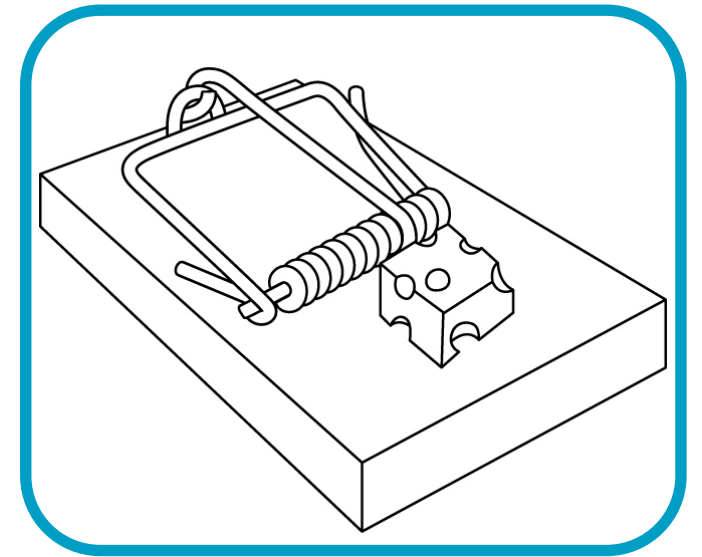
May 2016

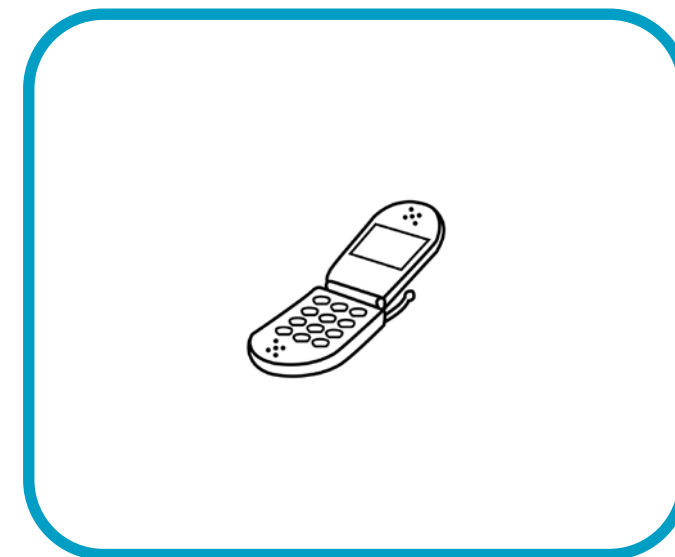
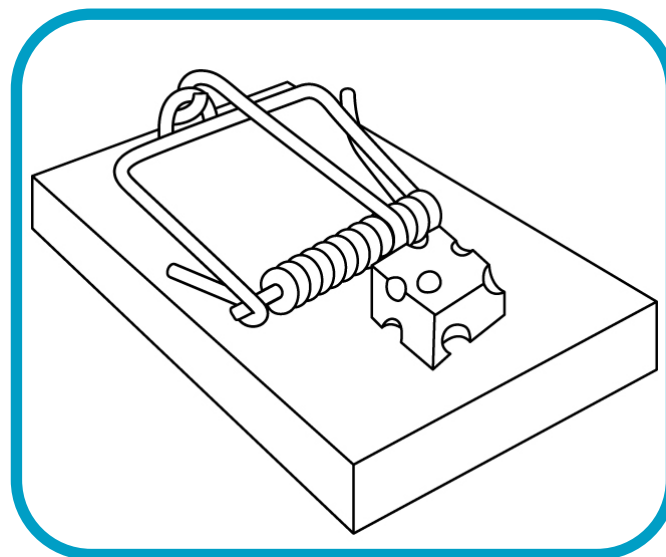
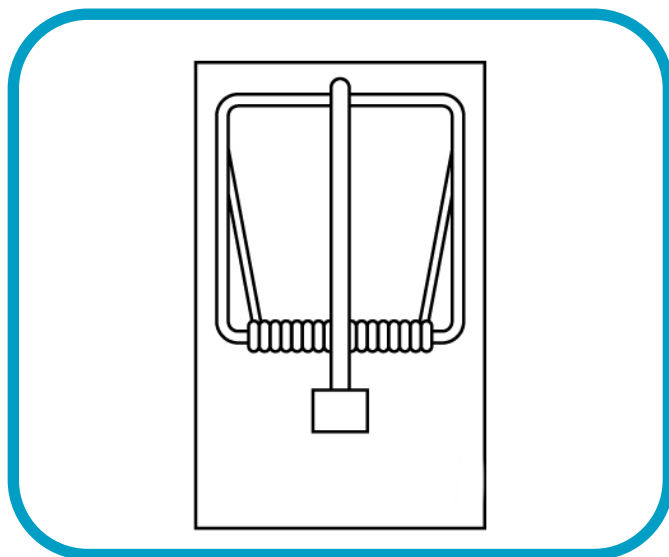
Internet
of Things
WORLD 

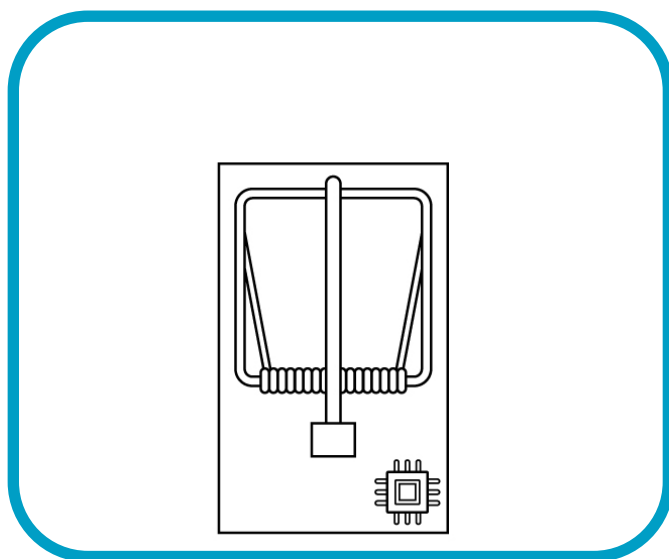


**Build a better mousetrap,
and the world will beat a
path to your door**

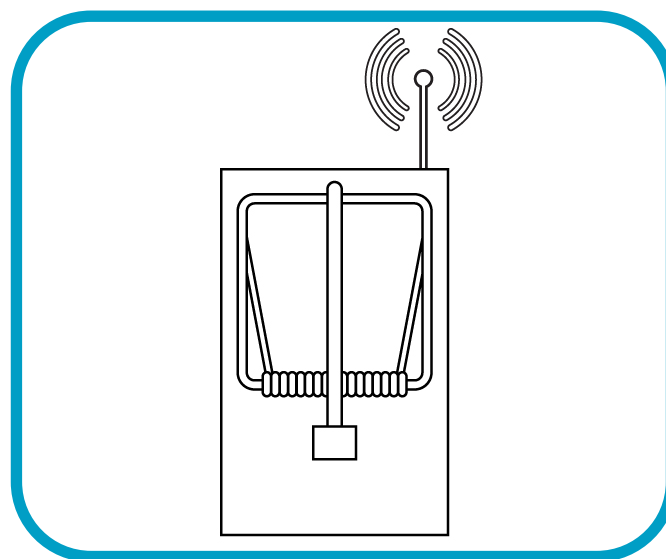
Ralph Waldo Emerson



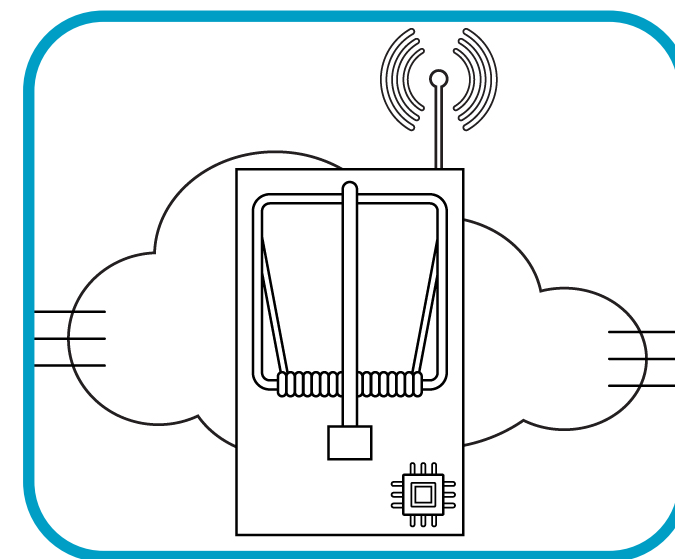




SMART PRODUCT



CONNECTED PRODUCT



IOT PRODUCT

\$19 trillion in the year 2020

Cisco

\$7.1 trillion in 2020

IDC

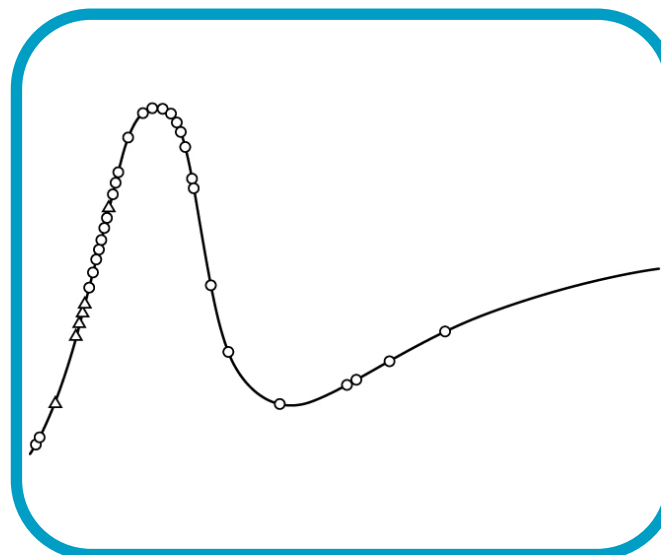
6.4 billion connected things in 2016

Gartner

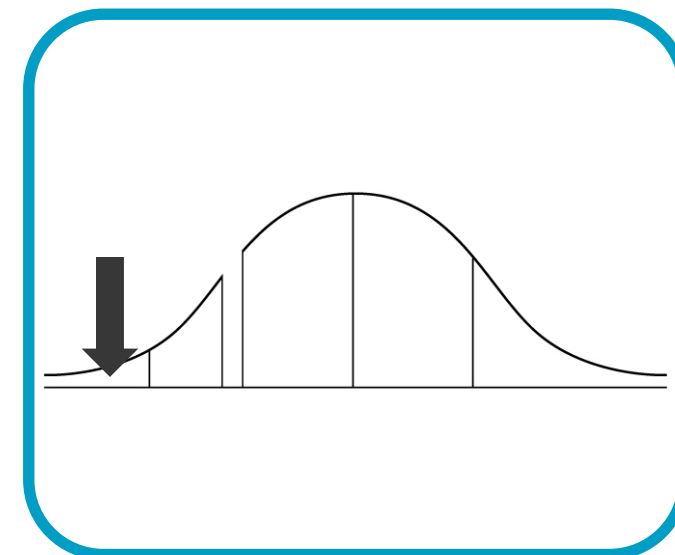
38.5 billion connected things in 2020

Juniper Research

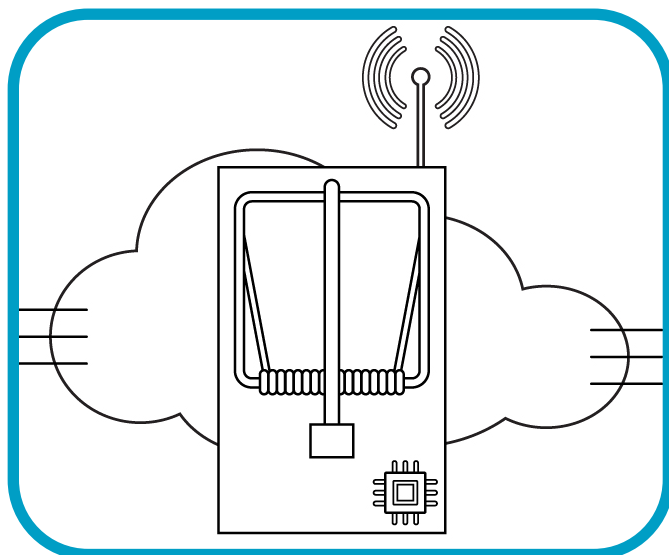
A LOT AT STAKE



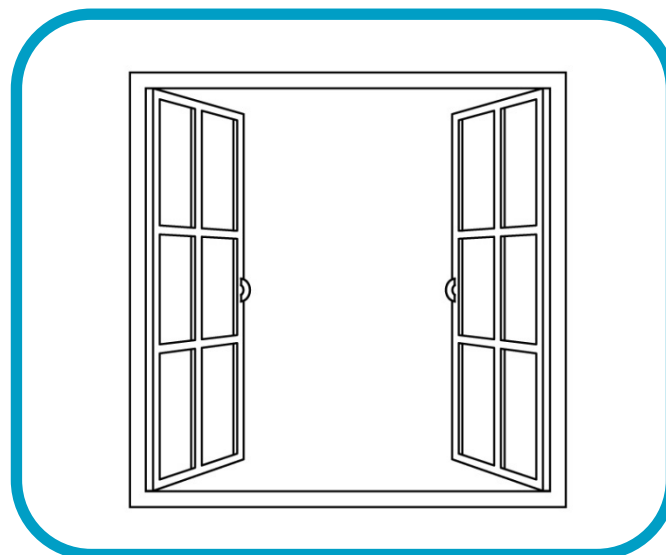
IOT ALL HYPED UP



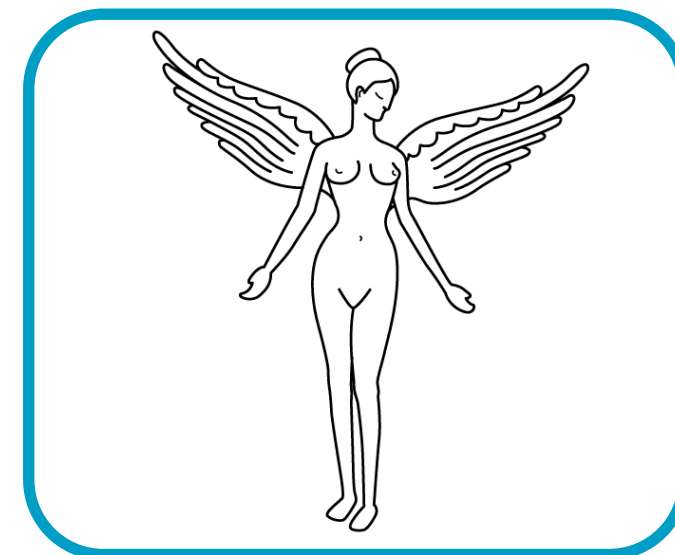
CROWDED SERVING EARLY ADOPTERS



VALUE: TRANSFORMING DATA INTO INFO



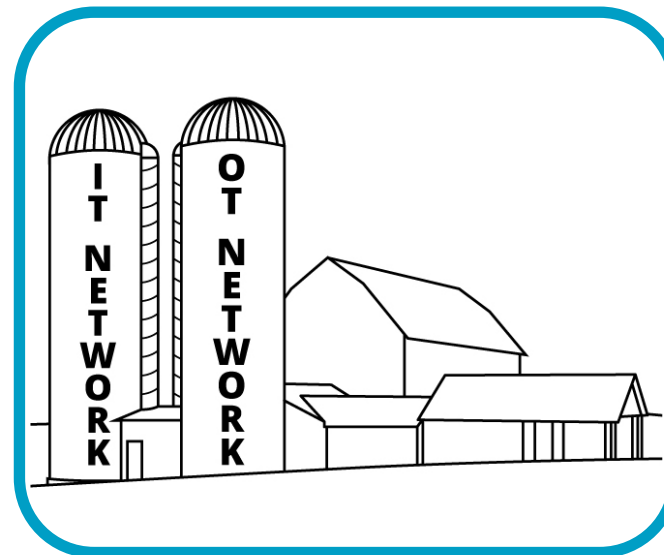
VIEW INTO YOUR CUSTOMERS BUSINESS



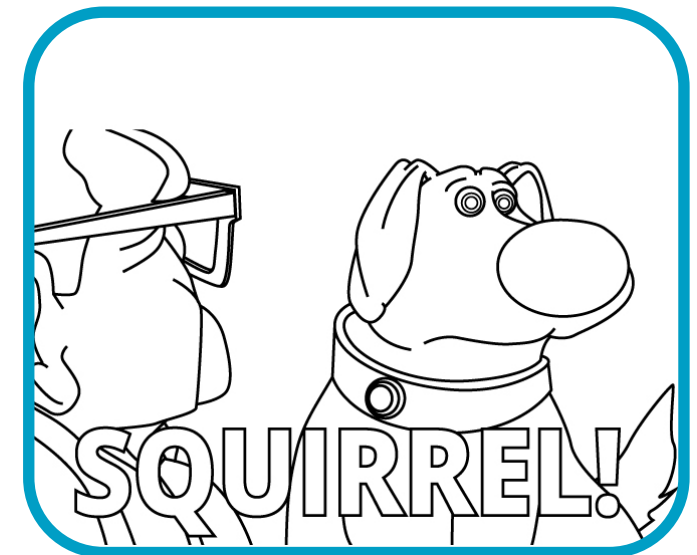
BUSINESS NIRVANA



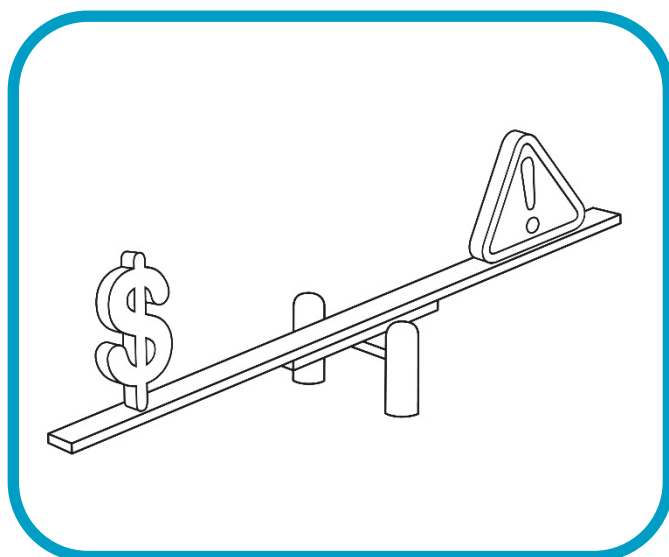
CHALLENGE: CYBER SECURITY



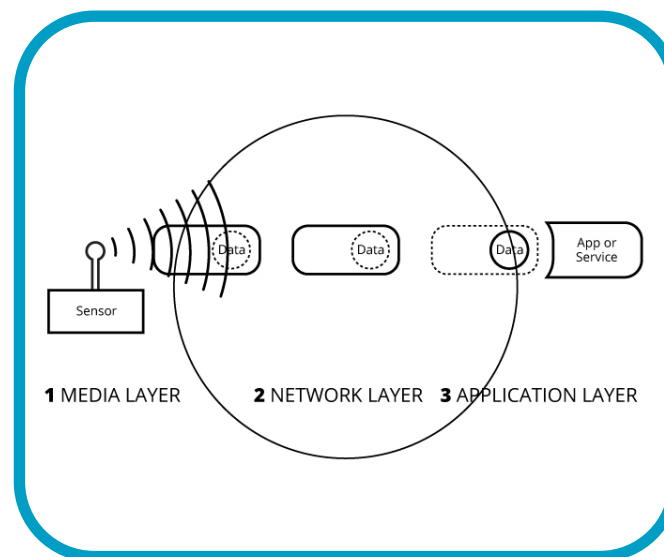
CHALLENGE: IOT STANDARDS



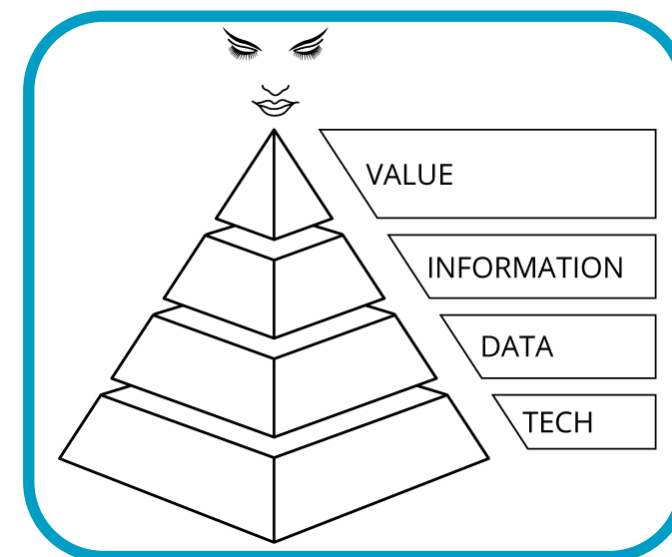
CHALLENGE: SHINY THINGS



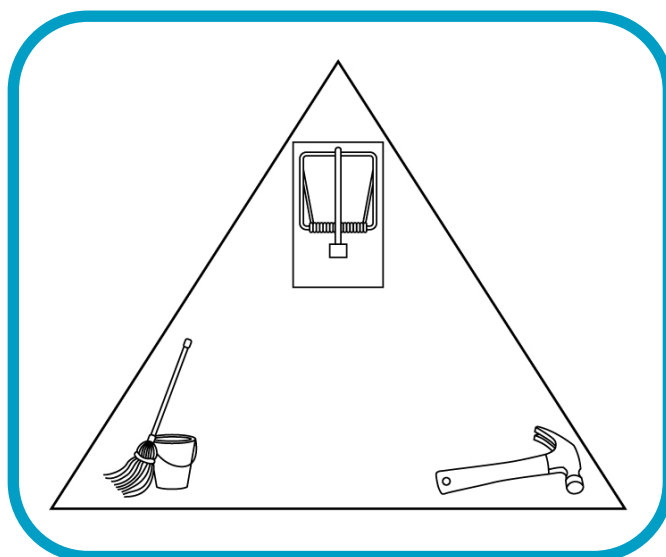
RISK MANAGEMENT



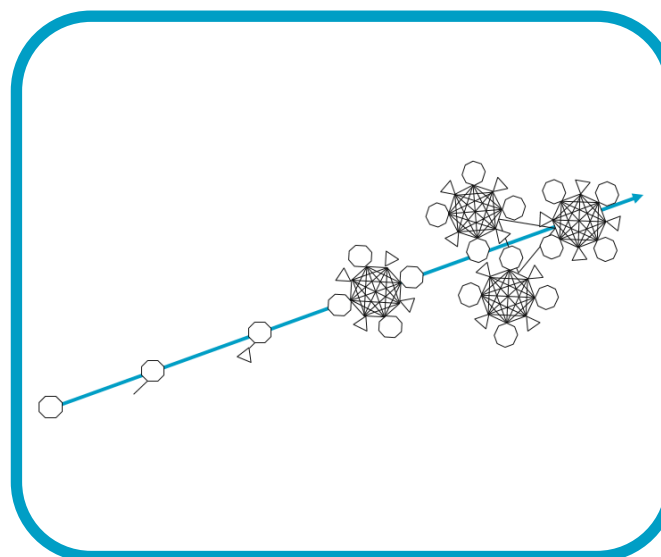
STANDARDIZATION



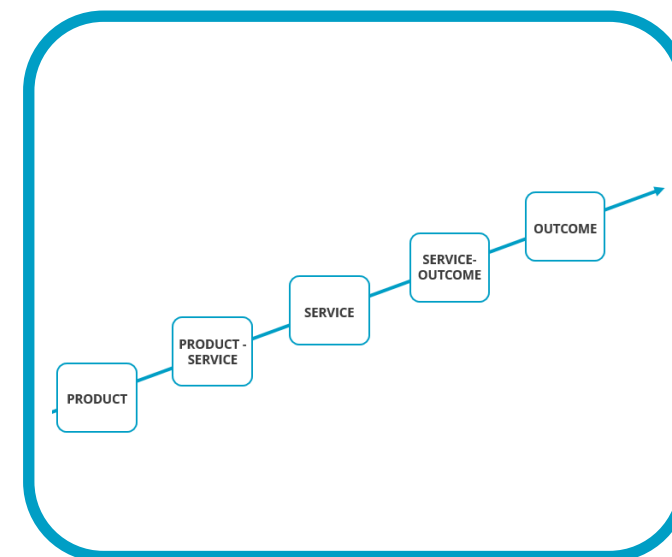
TOP-DOWN FROM VALUE



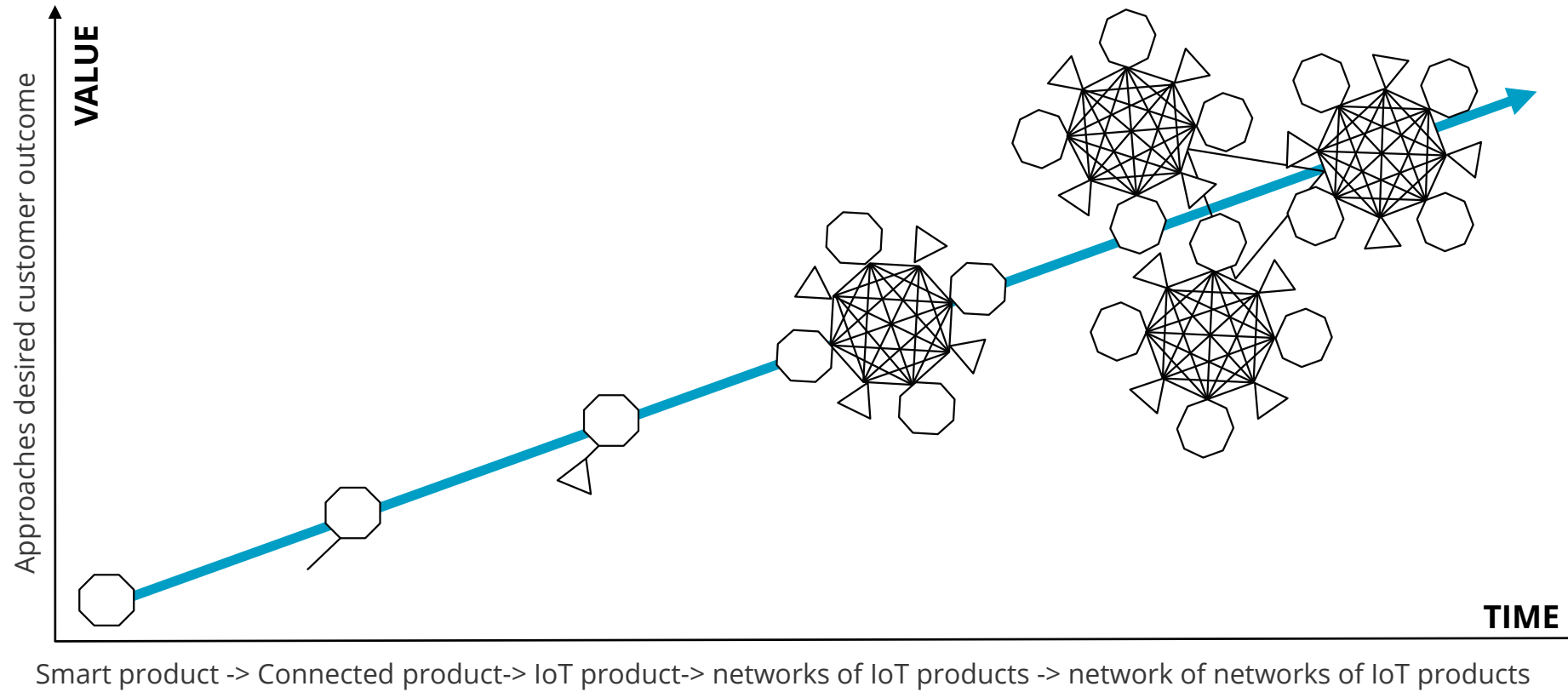
OUTCOME: CLEAN AND HEALTHY



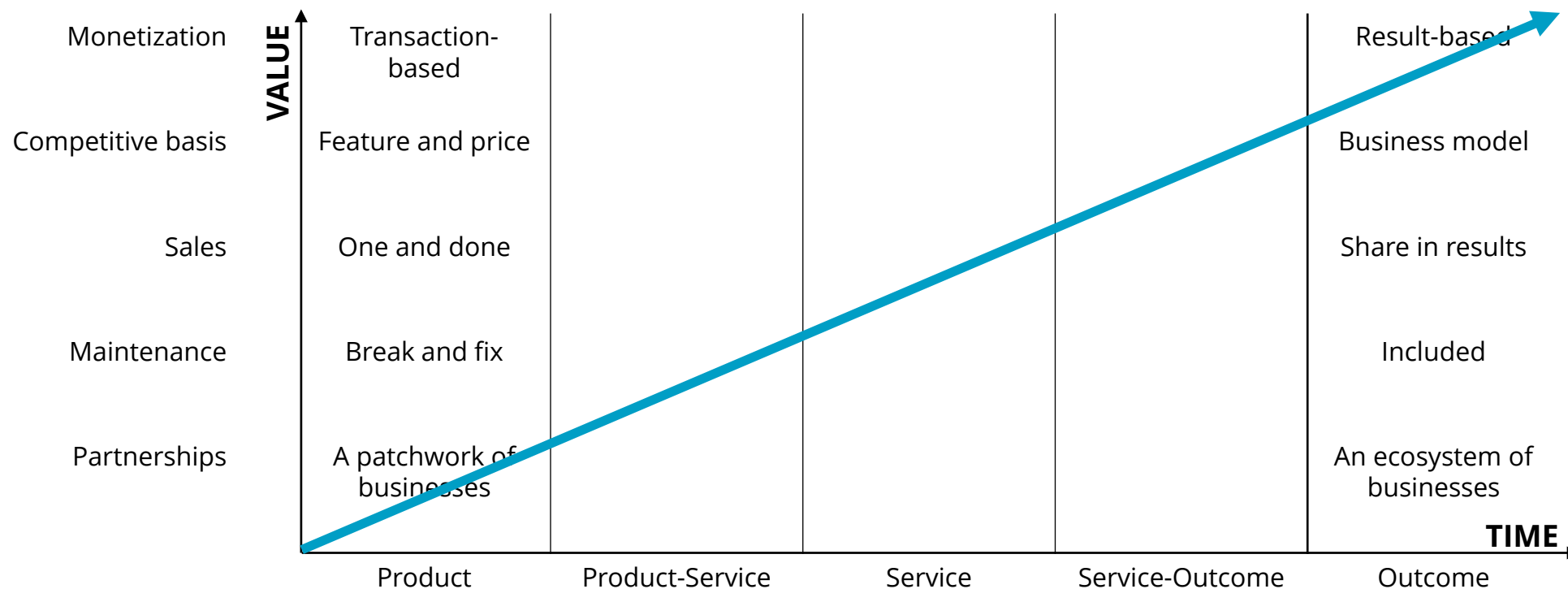
IOT TECH CONTINUUM



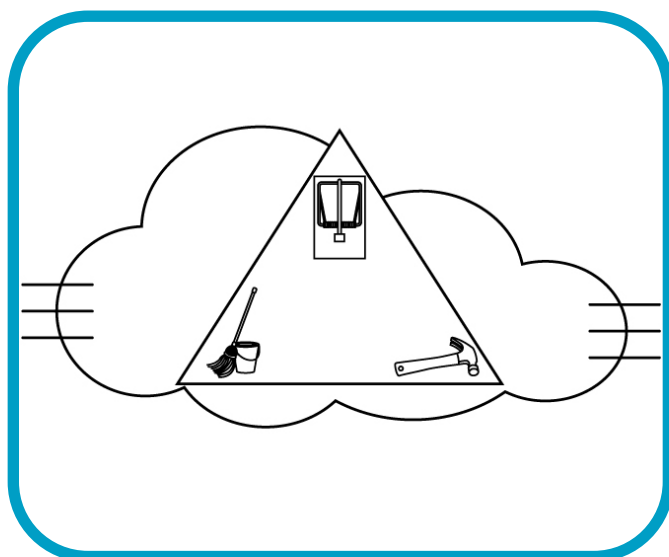
IOT BUSINESS MODEL CONTINUUM



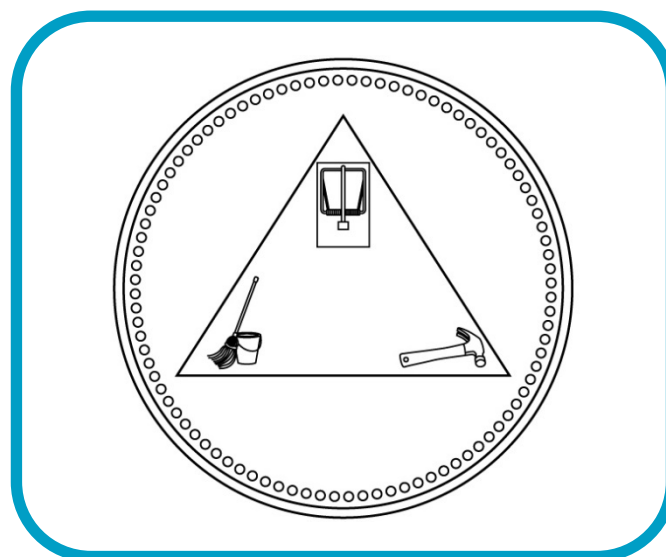
IOT TECH CONTINUUM



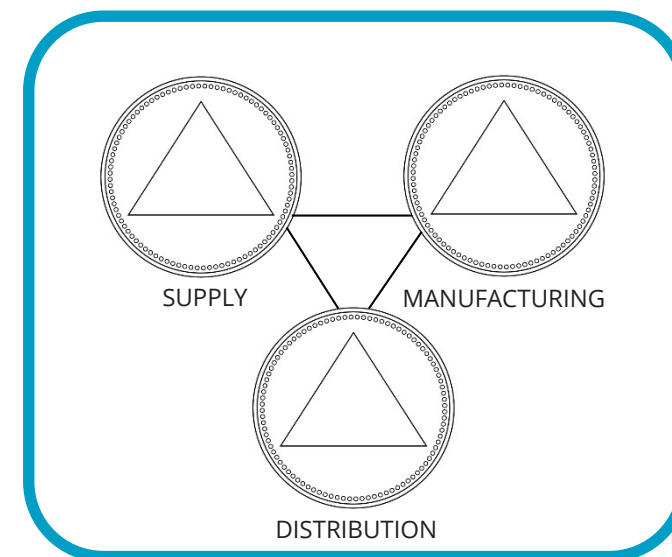
IOT BUSINESS MODEL CONTINUUM



TECH: IOT PLATFORM



BUSINESS: IOT ECOSYSTEM



OUTCOME-BASED ECONOMY

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