

The Internet of Things

THE SMART COMPANY .be

INSTALLATION



DATA COLLECTION



ANALYSIS



SEND



(Serious) Business cases

Is there a need for Internet Of Things?

- Business starts with needs
 - Evolution of society
 - Legislation
 - Lacks
 - Innovation

- Can IoT fill this?

Did you know?

- European commission enforces installation of Smart Meters in 80% of all houses of European Union by 2018.
- Food tracability is one of the most important topic right now
- Nursing home will not be able to welcome everybody due to ageing population
- 5% of patients die after a transplatation

How IoT can fill this ?

- Legislation on Smart Meters enforces energy providers to use connected sensors to monitor energy usage.
- It's also a good opportunity to inform households on their energy consumption and helps them decreasing their energy bill.

How IoT can fill this ?

- French law pioneered the idea of protecting produce of a limited geographical origin. This is particularly true for the wine industry.
- Technologies can help to ensure the provenance of goods and inform citizen.

How IoT can fill this ?

- Ageing population forces us to think about technologies that could help elderly lives longer and safer at home.
- Moreover, we can preserve them from the solitude and isolation.

How IoT can fill this ?

- 20% of transplants failed and 5% of patients die after a transplataation.
- Nanotechnologies combined with communication technologies could prevent rejection by detecting antigens on transplanted organs.

What's happening in Belgium?

- Belgium is a « kind of » pioneer in IoT in different sectors:
 - Health
 - Energy
 - Transport

Scanadu

- http://www.youtube.com/watch?feature=player_embedded&v=KSwMauCno6o#!

The Smart Company

- Install smart meters helping households decrease their energy bill.
- Diagnostic consumption or production issues.

Getyoo

- Added information on existing object.
- RFID tag on object that can give more information about it by scanning it with a connected devices.
- Find back the information online.

The business is not only on devices

- IoT involve Big Data.
- Business is in:
 - Sensors
 - Data manipulation
- The Smart Company create more value in data than in the meter itself.

Think about it

- If you look correctly the first slide, we have four steps:
 - **Installation:** could be plug and play OR NOT -> Business for installers
 - **Data collection and analysis:** involve Big Data and data expert
 - **Send and visualize the result:** business for mobile/web developer and UX experts + behavior analysis expert.

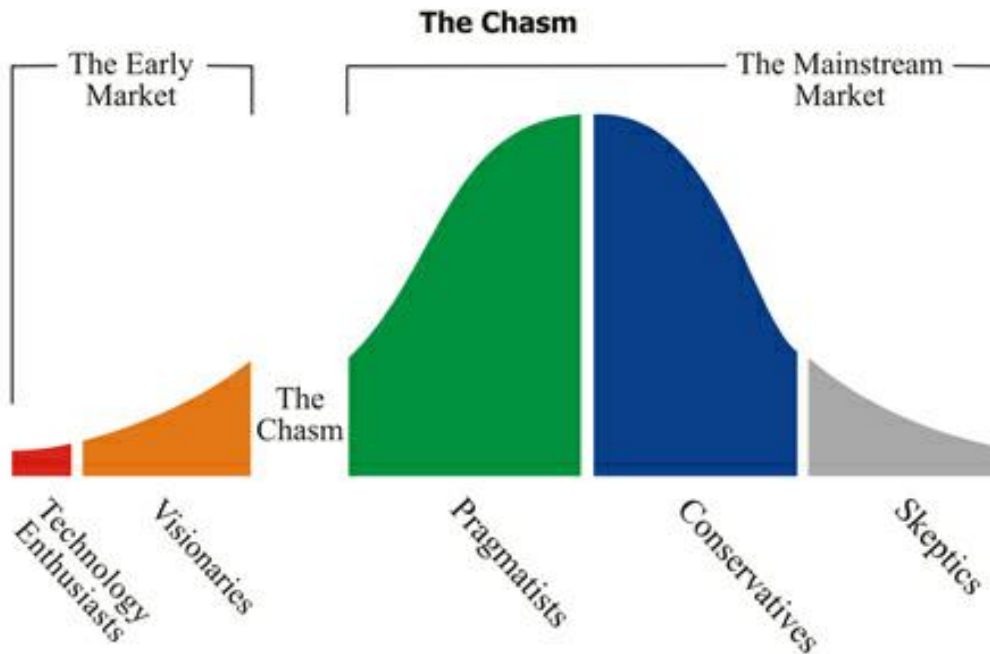
Be smart

- Markets are really different here and there:
 - Germany seems to focus on PLC, it's not the case for Belgium (yet?)
 - Netherlands blocks quite some project due to privacy. Make sure you handle this aspect
 - Terms of use and data access (data belong to monitored users, make sure they grant you access)

To conclude...

- We often heard IoT with a gadget aspect and yet it's a necessary technologies for many sectors.

To conclude...



Too much companies focus on the early market even though there is already a mainstream market.

Q/A

- Any question? Don't hesitate to contact me:

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