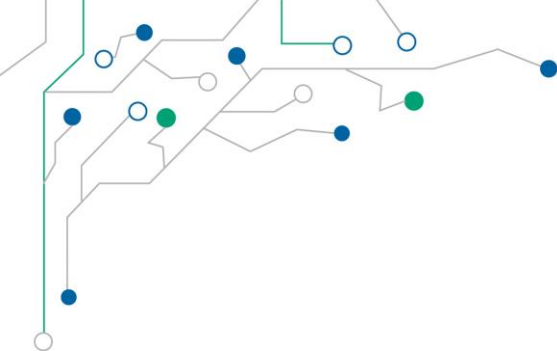


**Un'unica piattaforma per innovare il proprio business connettendo tutti i dispositivi M2M/IoT alle applicazioni aziendali.**



• Tiziano Modotti – EUROTECH

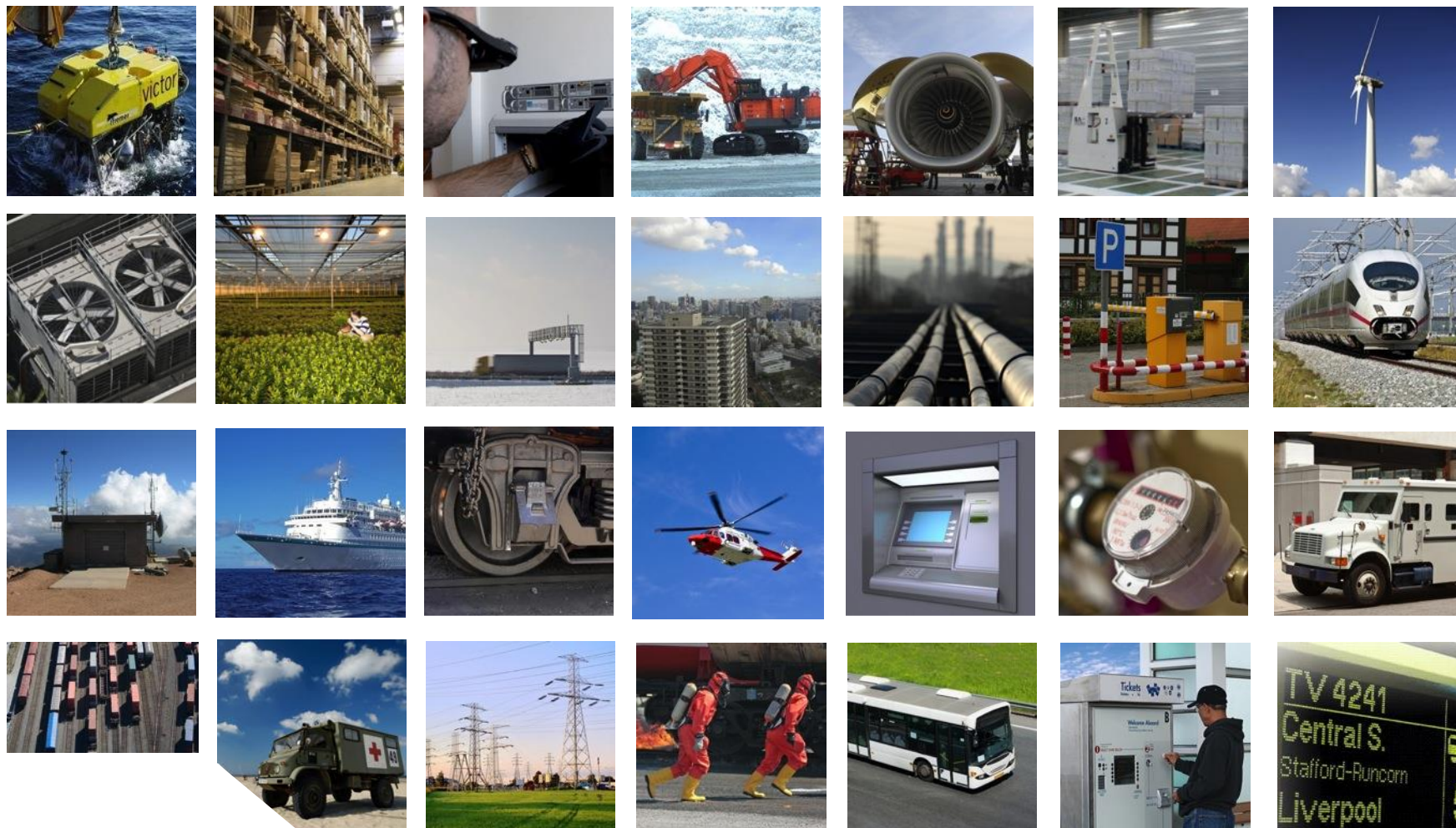


# Agenda

- **IoT Business impact**
- **IT and OT fusion**
- **IOT as an enterprise tool**
- **Inside and outside opportunities**

# The Internet of Things

## Many Devices & Applications



# The business impact

- In 2017, more than 70% of the big corporations will have an infrastructure for “smart objects”
- Connected devices are increasing what is called 3<sup>rd</sup> network where 98% of the IT growth by 2020 is forecasted
- IT spending 2015 (Source: Computerworld)





# What does it practically mean?



- A Boeing 787 produces 40TB per hour of flight



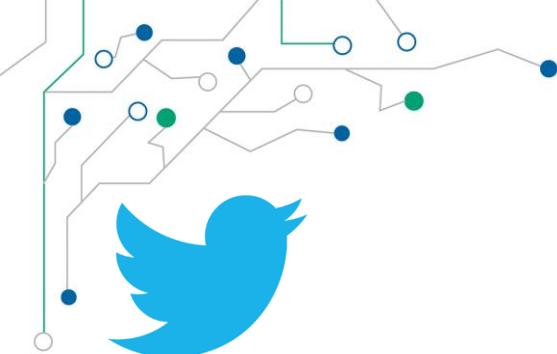
- A supermarket produces 10 GB of data per hour

- An automated manufacturing plant produces 1TB of data per hour



- A mining plant produces 2.4 TB of data per minute

- ...



## Twitter

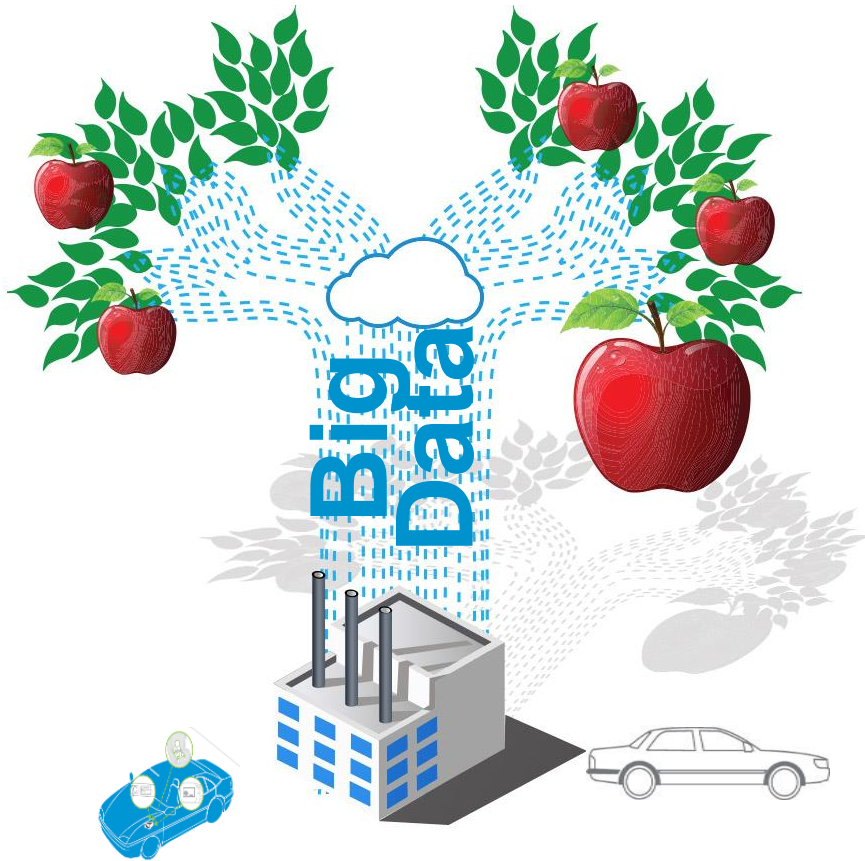
# Twitter vs Devices or Human vs Machine



## Machines

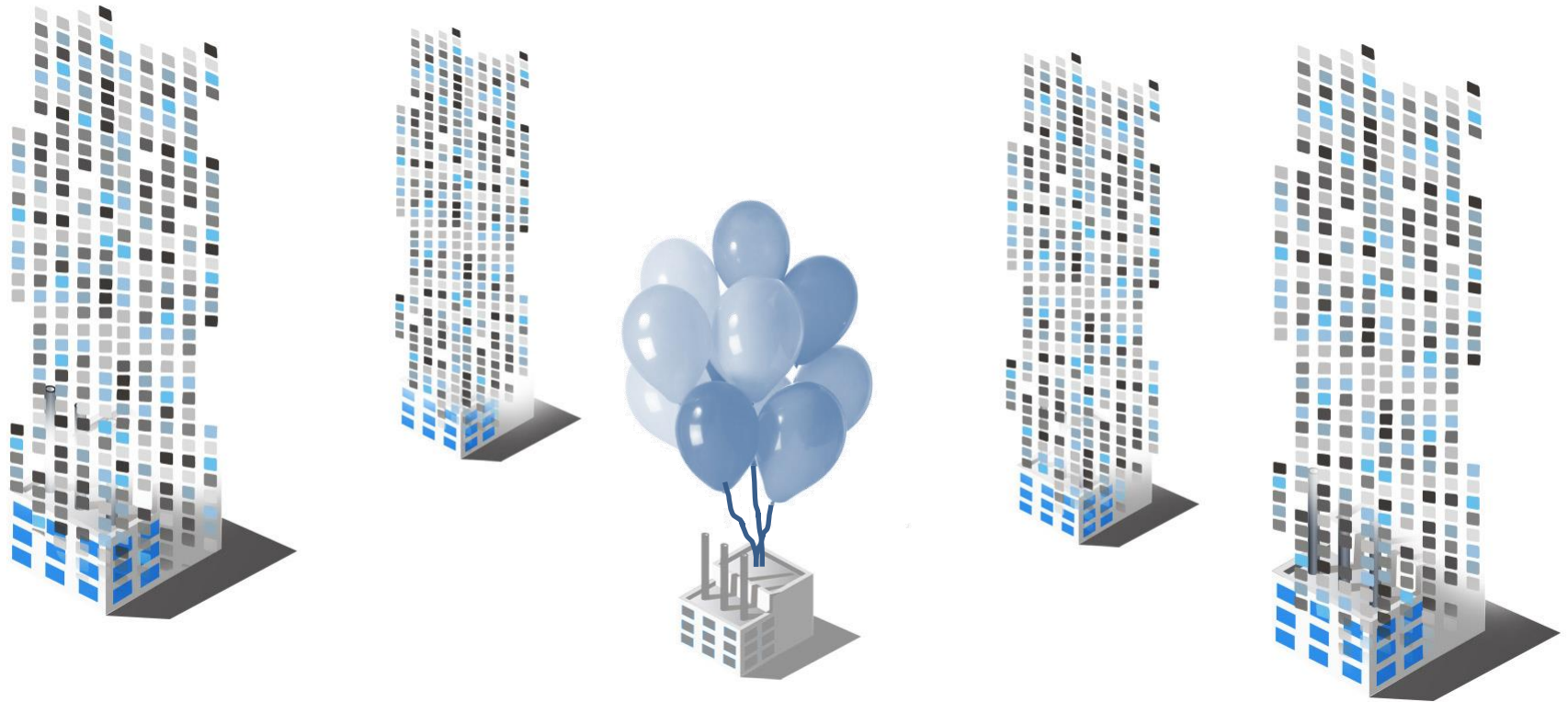
Totale utenti	• 645,75 M	• 300.000	Totale dispositivi
Peso transazione	• 200 byte	• 250 byte	Peso transazione
Transazioni al giorno	• 518 M	• 432 M	Transazioni al giorno
Storage giornaliero	• 96,5GB	• 100,5 GB	Storage giornaliero
Interazioni al giorno per utente	• 0,801	• 1440	Interazioni al giorno per dispositivo

# More data More services



Every business today is  
producing a lot of Data  
that can be turn into  
very valuable  
Information.

# Softwarization



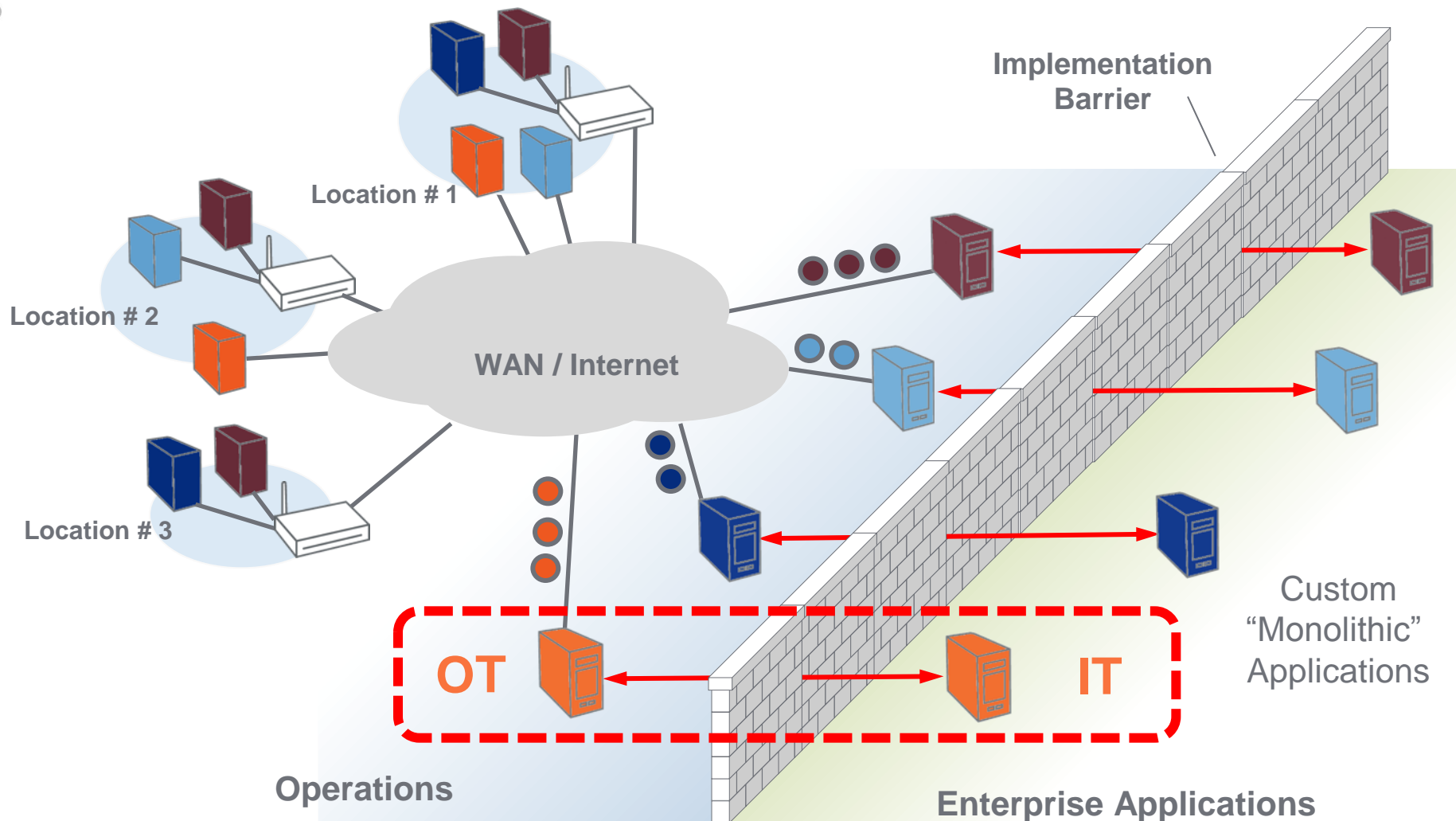
**Companies in every industry need to assume  
that a software revolution is coming...**

**Marc Andreessen**



# The Internet of Things

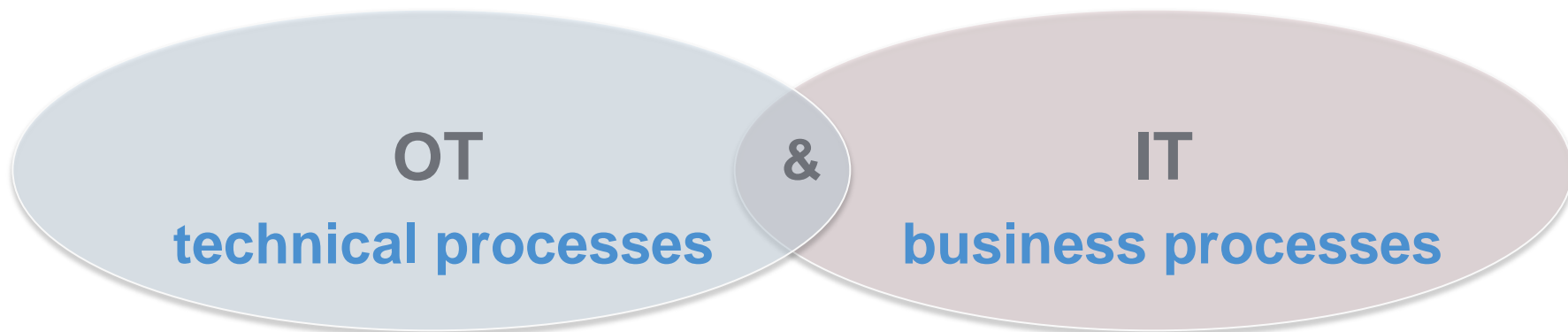
## Legacy Architectures – Implementation Barrier



# I-IoT

## The Future of Automated Manufacturing

the fusion of



is leading the way to a new industrial age

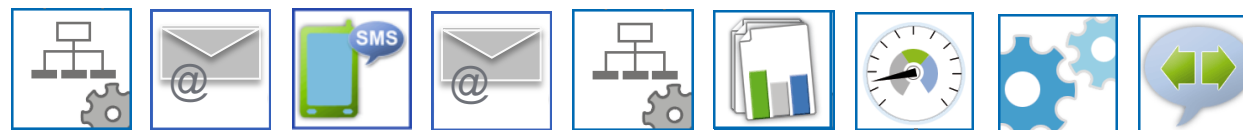


The wave is arriving, it's  
time to decide  
to ride or to be swept

# A Layered Approach

BUSINESS LAYER

IT/OT LAYER



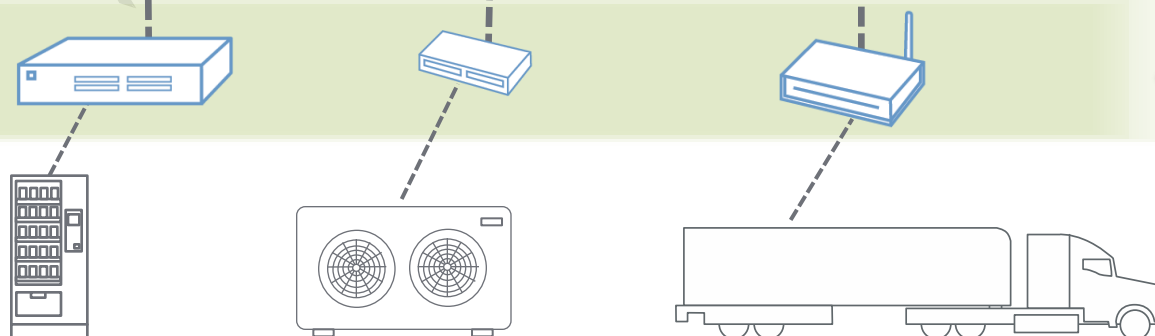
**Business Applications**



**Application Platform**



**M2M Integration Platform**



**Multi-Service Gateway**

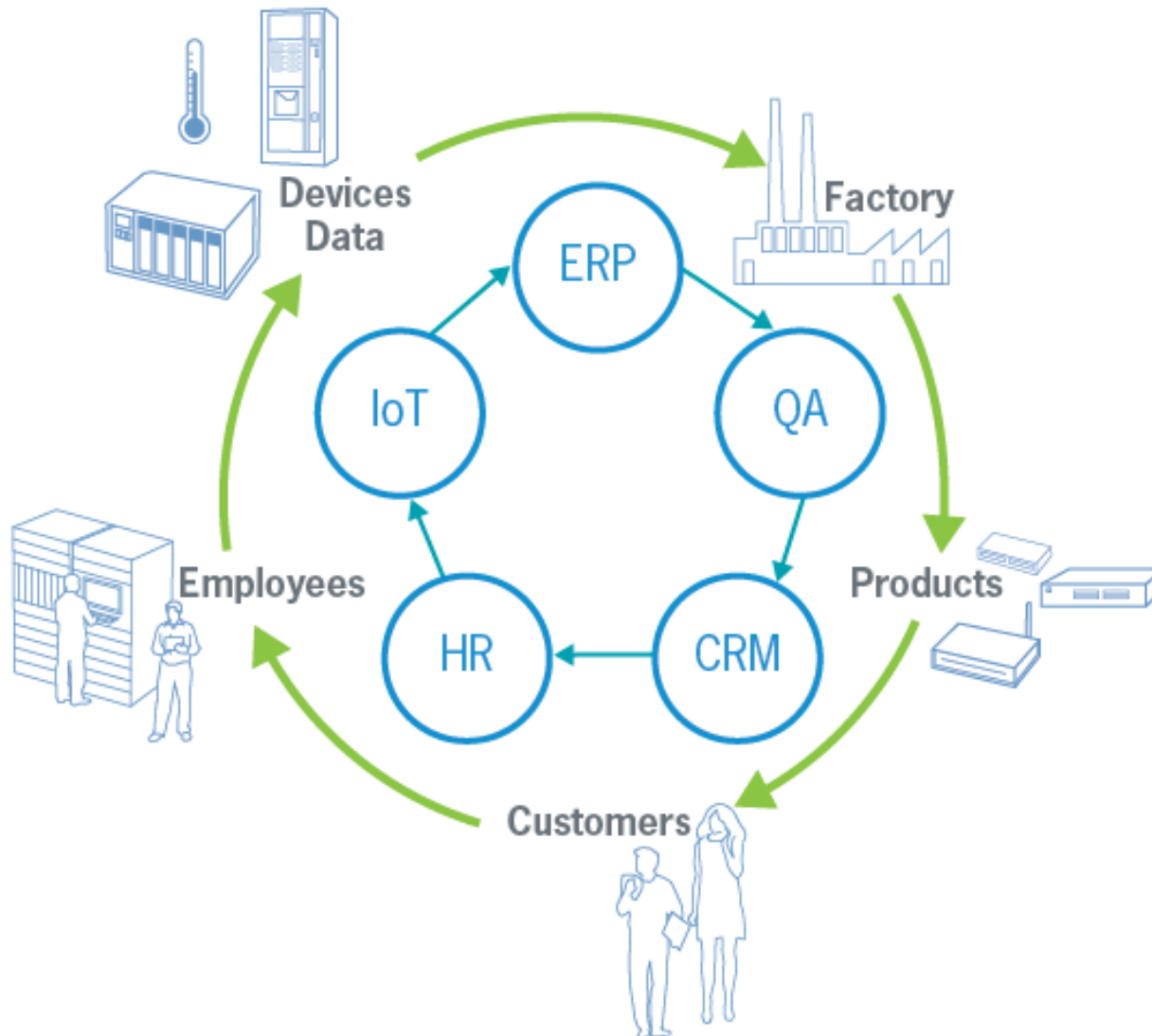
**Sensors, Actuators, Displays, ...**

# Key elements of an IoT Platform

- **Standard & Open**
- **Scalable & Interoperable**
- **Security**



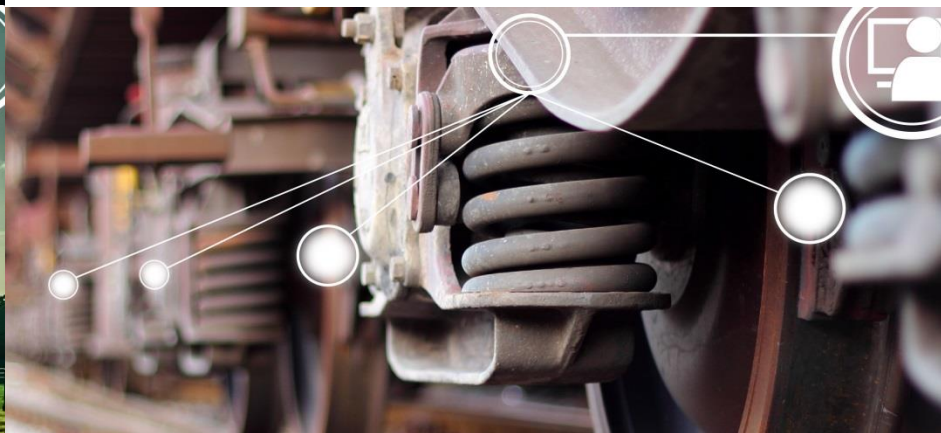


# IoT as a enterprise tool





# Inside Opportunities

- 
- 
- 
- predictive maintenance
  - remote Monitoring & Assets Performance Management
  - operational efficiency and productivity gains

# Outside Opportunities

- new business models
- products-as-a-service,
- pay-per-use
- monetization of data

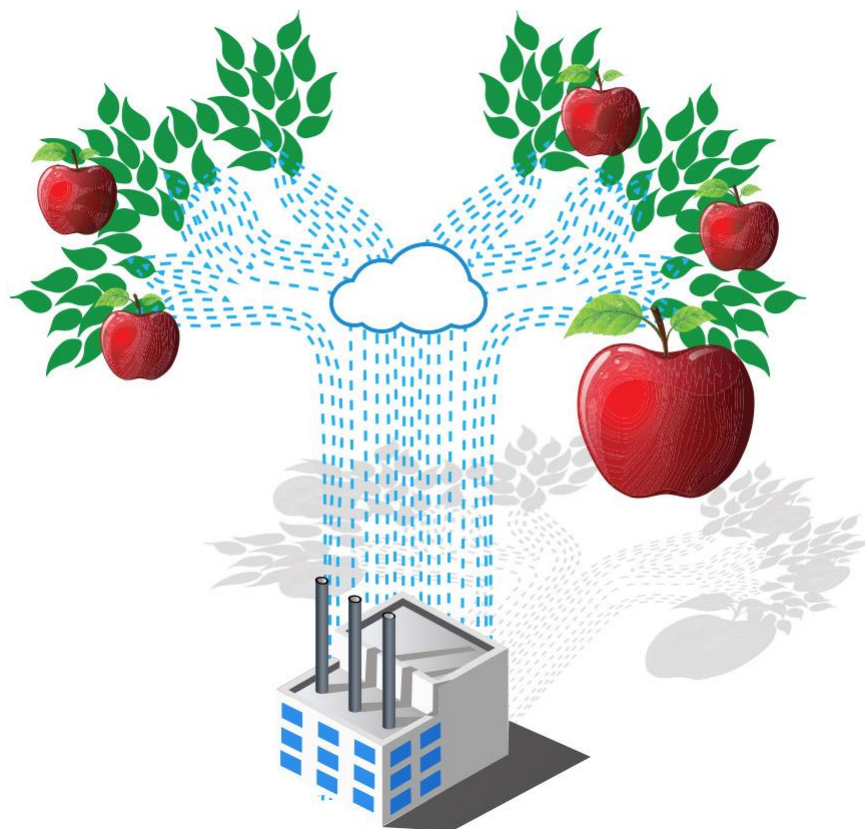


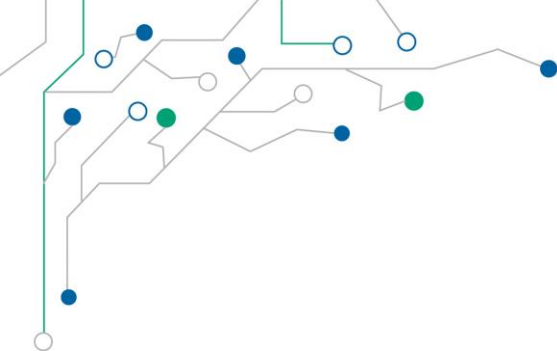


# More data, More services

device data  
will become  
the new  
“currency” of  
the realm in  
a connected  
world

Harbor Research





# Thank you!