

The Internet of Things: The perfect storm?



A "**perfect storm**" is an **expression** that describes an event where a rare combination of circumstances will aggravate a situation drastically.

internet of Things:

PERFECT STORM

OR wash out?

Brian Partridge



Cloud + Big/Fast DATA are CRITICAL

IOT = BUSINESS PROCESS CHANGE

Limitless APPLICATIONS

STILL in its EARLY DAYS

Beware the HYPE!

Growth potential exists but there are **headwinds**

- Small devices
- Security
- Privacy
- Data management
- Risk - Costs are too High

PC

Mobile

IOT

INCREASING DEMOCRATIZATION

DATA TOOLS

MACHINE DATA

New insights + value

ANYONE collaborative



CONNECTIVITY driving M2M

growing for network operators

growing demand for low volume deployments

START SMALL PLAN FOR SCALE



What are the VERTICAL + volume solutions?

What are the HORIZONTAL + wide appeal solutions?

BEST PRACTICES

- Flexibility
- EXPERIMENT
- De-Risk
- Global/Local



HYPE

PROCRUSTINATION

Just wait HELP understanding cloud

no migration plan in place

MOVE NOW ADJUST OS TECHNOLOGY GUIDANCE

resiliency

help practitioners for cost effectiveness

LICENSES

have some where protected

But also: ease of management issues

APIs

Every provider has different APIs

who will win?

VM SPRAWL becomes cloud sprawl

Do what's RIGHT FOR YOU

EMERGE Beware Hype in marketing

THINK ABOUT SPRAWL THROUGH CHALLENGES

CHOOSE PROVEN PROVIDERS

- BENEFITS:**
- Licensing models
 - Regulatory requirements for private cloud
 - Auditor comfort
 - Guarantee performance
 - Logical infrastructure

build servers privately

CONSIDER/THINK THROUGH DATA MIGRATION

understanding pricing models

SaaS way by provider

'Smart' buildings



Leverage data to transform buildings services



Operate your
buildings
with insight



Tenant applications & services



Smart buildings enablement services

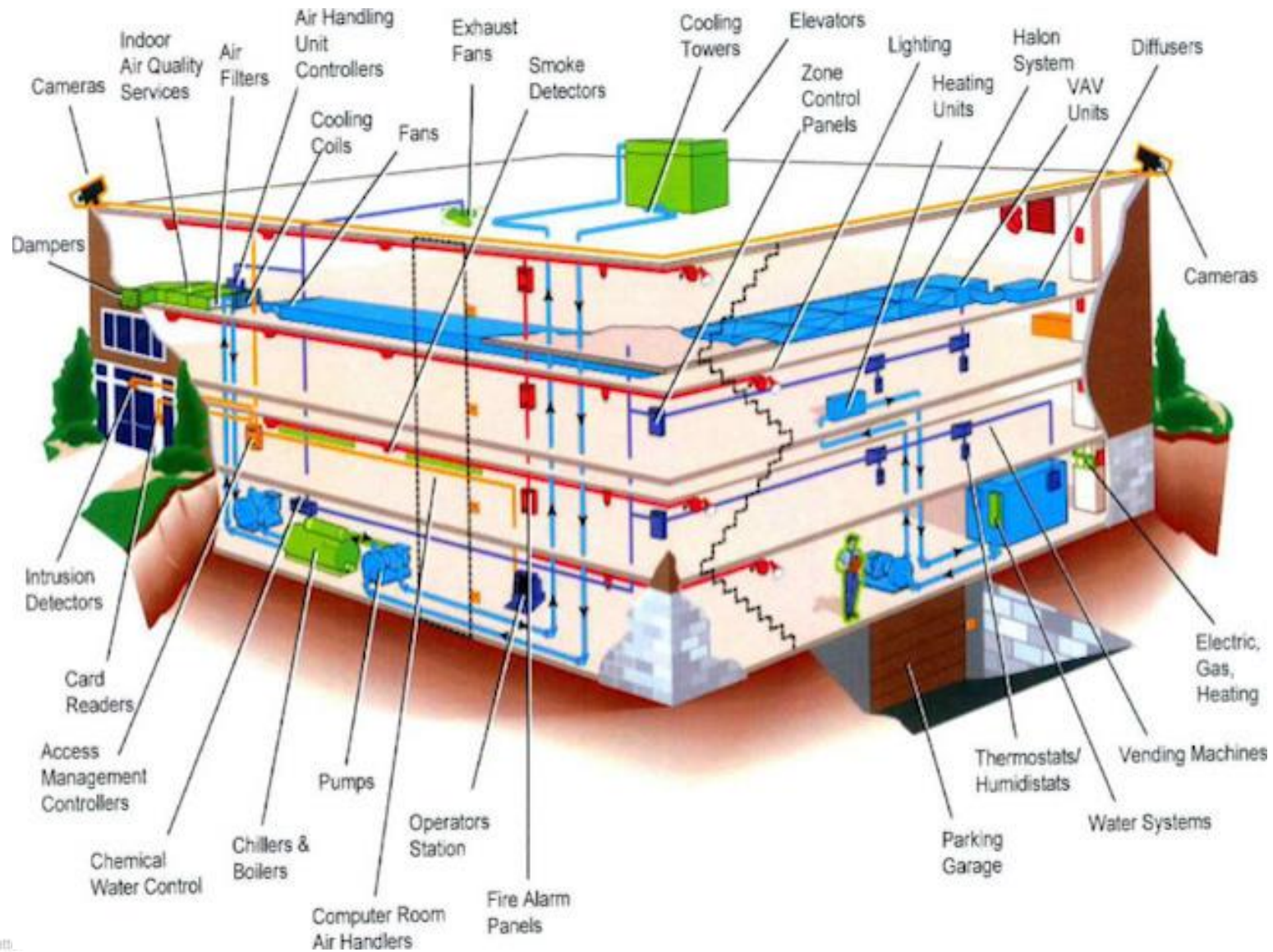


Security & accessibility services



Building operation services

What are we measuring?



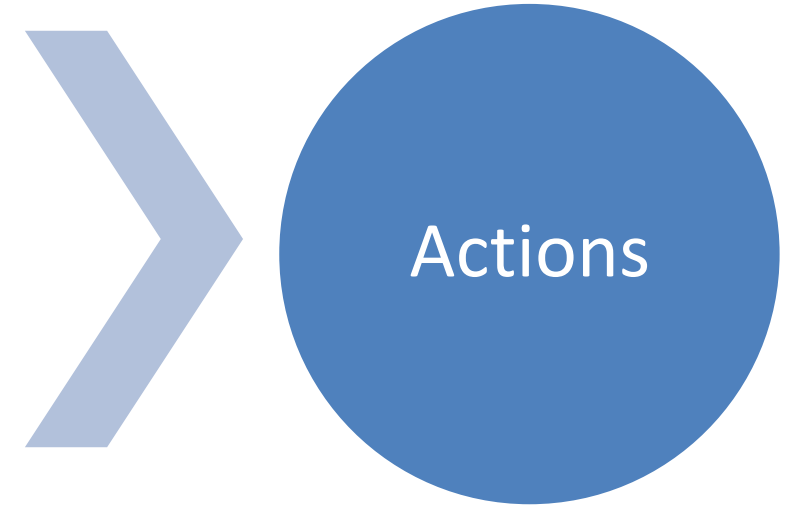
How to mitigate the impact



Do the math...
more end-points x
shorter frequency =
more transactions

What data:
need vs want?

- Fault Detection
- Diagnostics
- Alarms



- Focused priorities
- Data-driven decisions
- Prompt Action

THE INTERNET OF THINGS

AN EXPLOSION OF CONNECTED POSSIBILITY

BILLIONS OF DEVICES

