



PRISMTECH

IoT - Disruptor or Disrupted?

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Smart Systems Summit 2014 London at the IoD
1-2 October 2014, London, UK

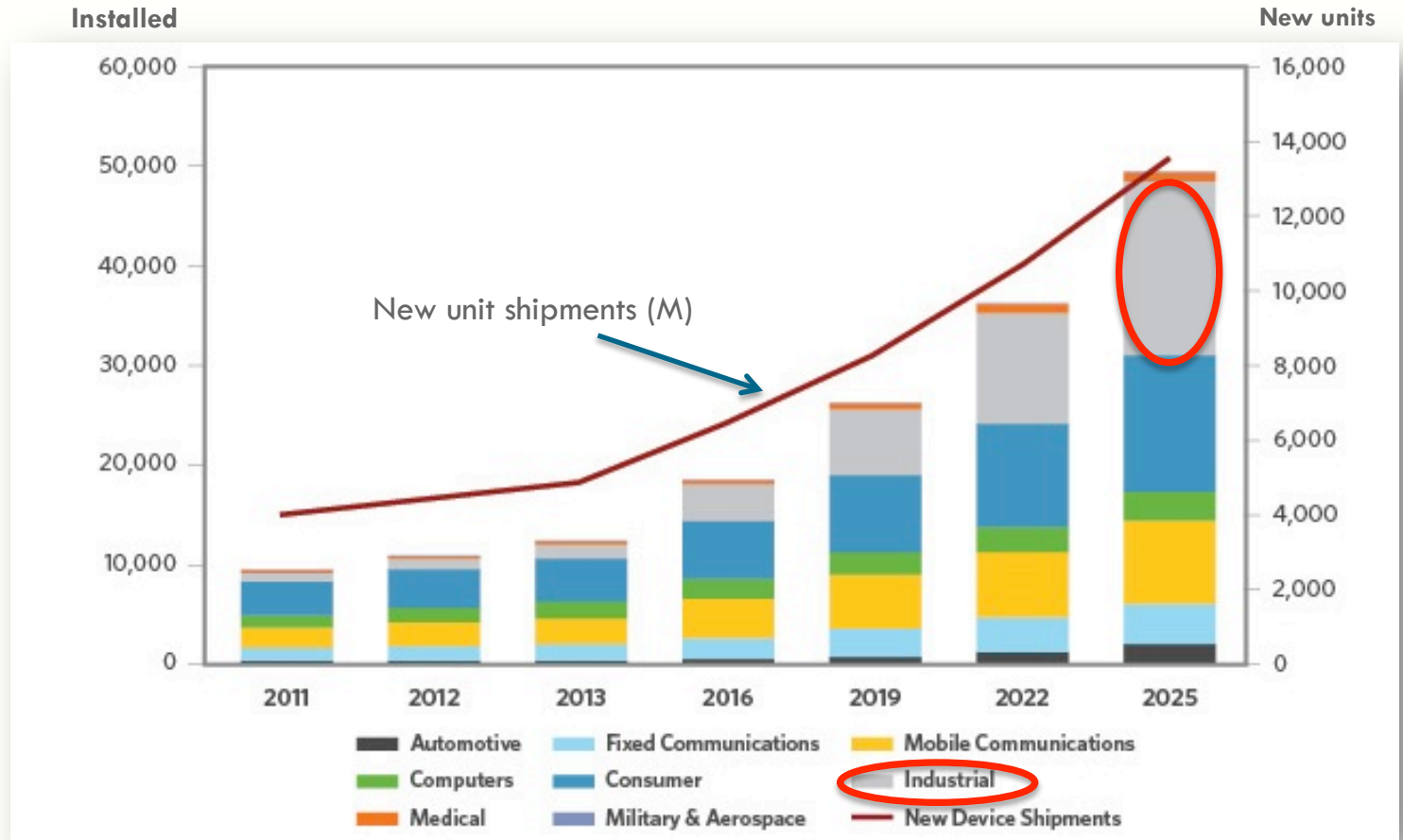
www.hvm-uk.com

Who we are, what we do: Enabling the Industrial Internet-of-Things

- ▶ Software platforms, tools and services to build business-critical solutions for the Industrial Internet-of-Things
- ▶ Event-driven, real-time systems working across Cloud services, enterprise applications, mobile devices, connected machines, sensor networks and legacy systems
- ▶ Global 1000 customers in many vertical markets

Business-Critical Internet-of-Things

Global Internet Connected Devices (M)

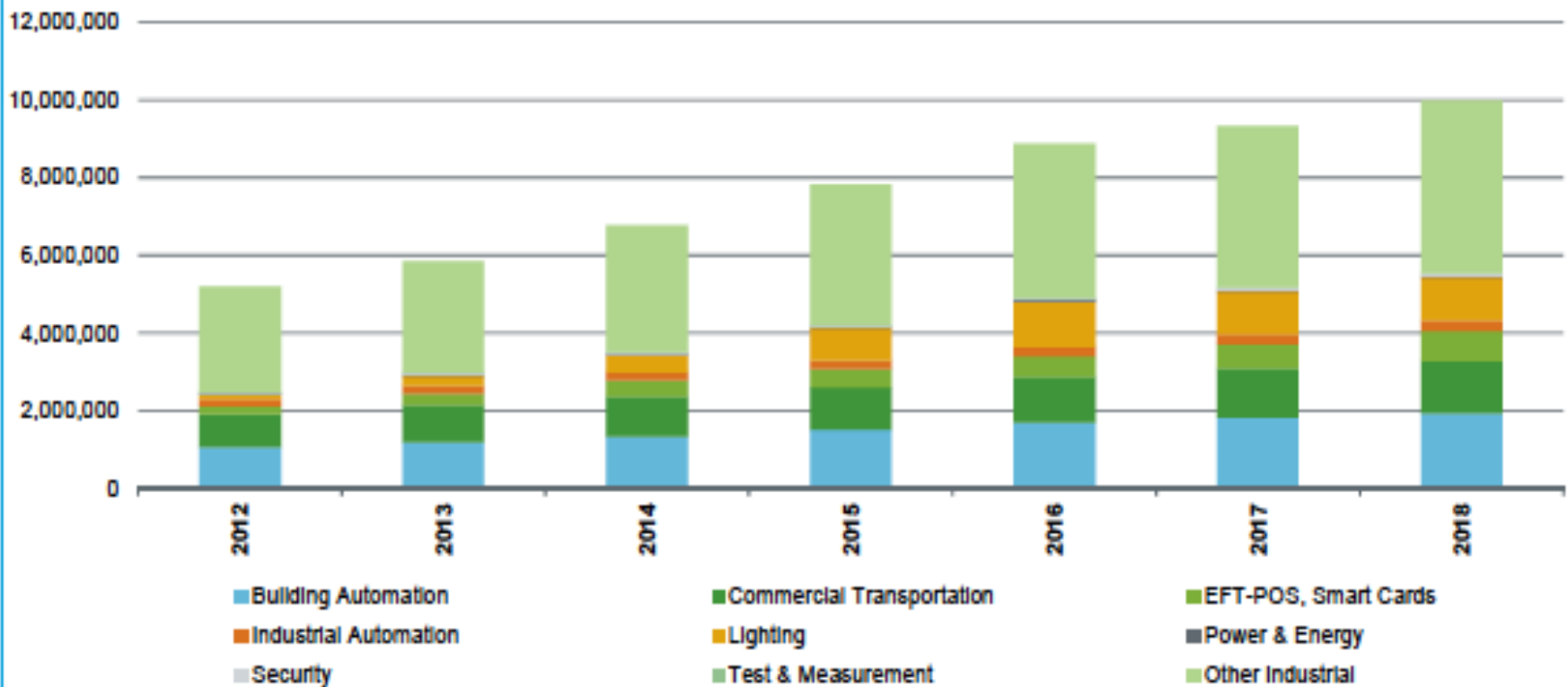


Source: IHS 2013



Industrial Internet Device Shipments

Industrial - All Devices - New Shipments by Category - World



Source: IHS

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What is Driving This Market?

IloT impact on Major Business Problems

- Improving Productivity of Current Operations
 - Leveraging the potential of real-time data access across the extended enterprise
- Creating New Business Opportunities
 - From standalone devices to interconnected systems
 - From interconnected systems to value-add data
 - From value-add to smart business intelligence
- Delivering on Environmentally-friendly policies
 - Reduce waste (e.g. production efficiency)
 - Reduce energy consumption (e.g. Smart Grid)
 - Reduce pollution (e.g. Smart Cities)

Why Now?

- An explosion of connected low-cost devices (e.g. sensors)
- Increased WAN bandwidth (e.g. 4G, Wi-Fi)
- Advanced, yet proven, connectivity software (e.g. data-sharing platforms)
- Advanced robotics (e.g. autonomous vehicles)
- Rise of real-time analytics (at the edge, gateway, or Cloud)

Economic Benefits of the IoT

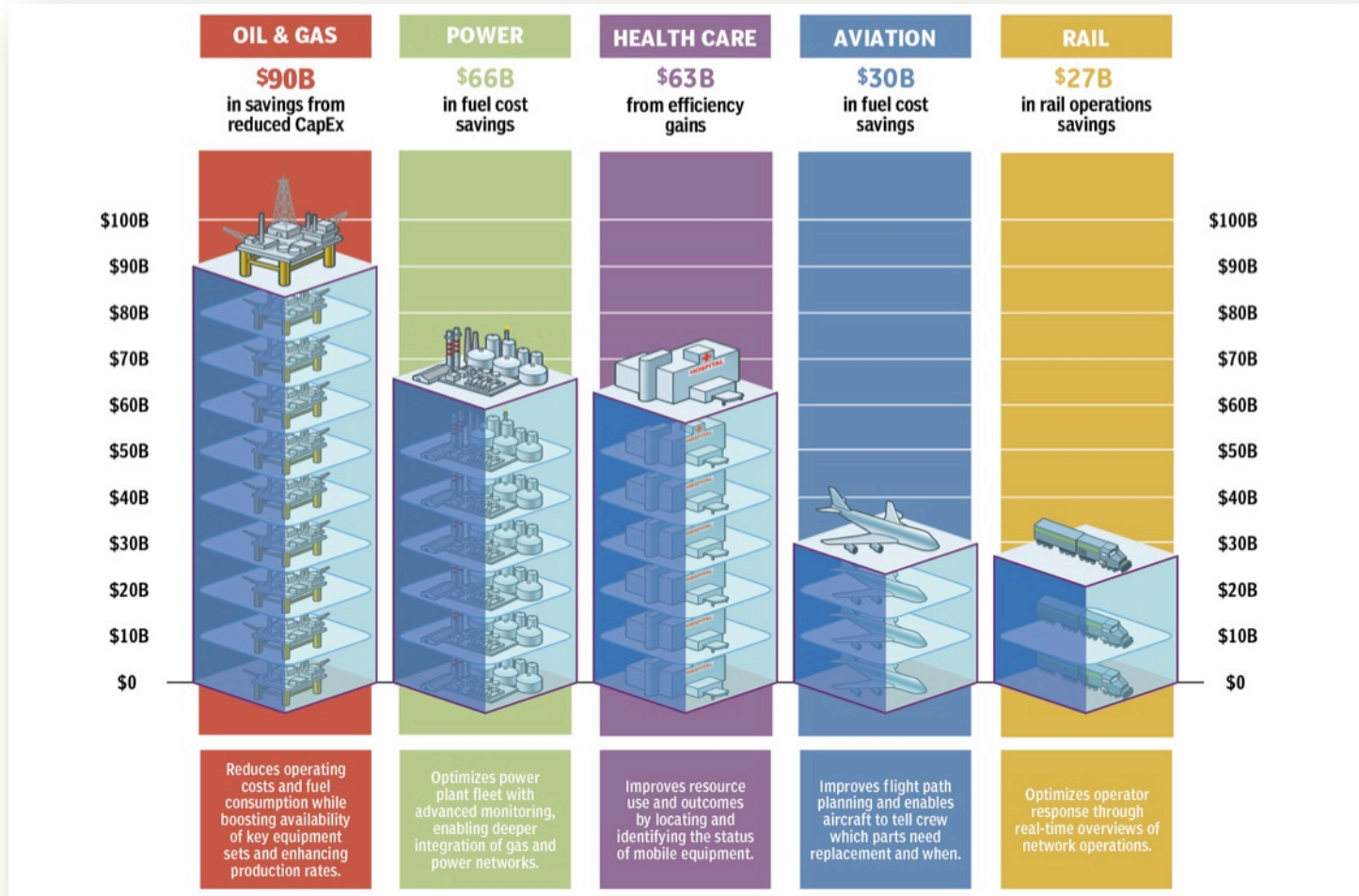
(Bank of America Merrill Lynch: May 2014)

- Employee productivity increases
- Improved Customer Service
- Real-time data and immediate response
- Positive environmental, social and governmental impact

Economic Benefits of Device Connectivity

How Much Could We Save With Connected Machines?

A **1%** improvement in efficiency in these five industries could add up to **\$276 billion** over 15 years

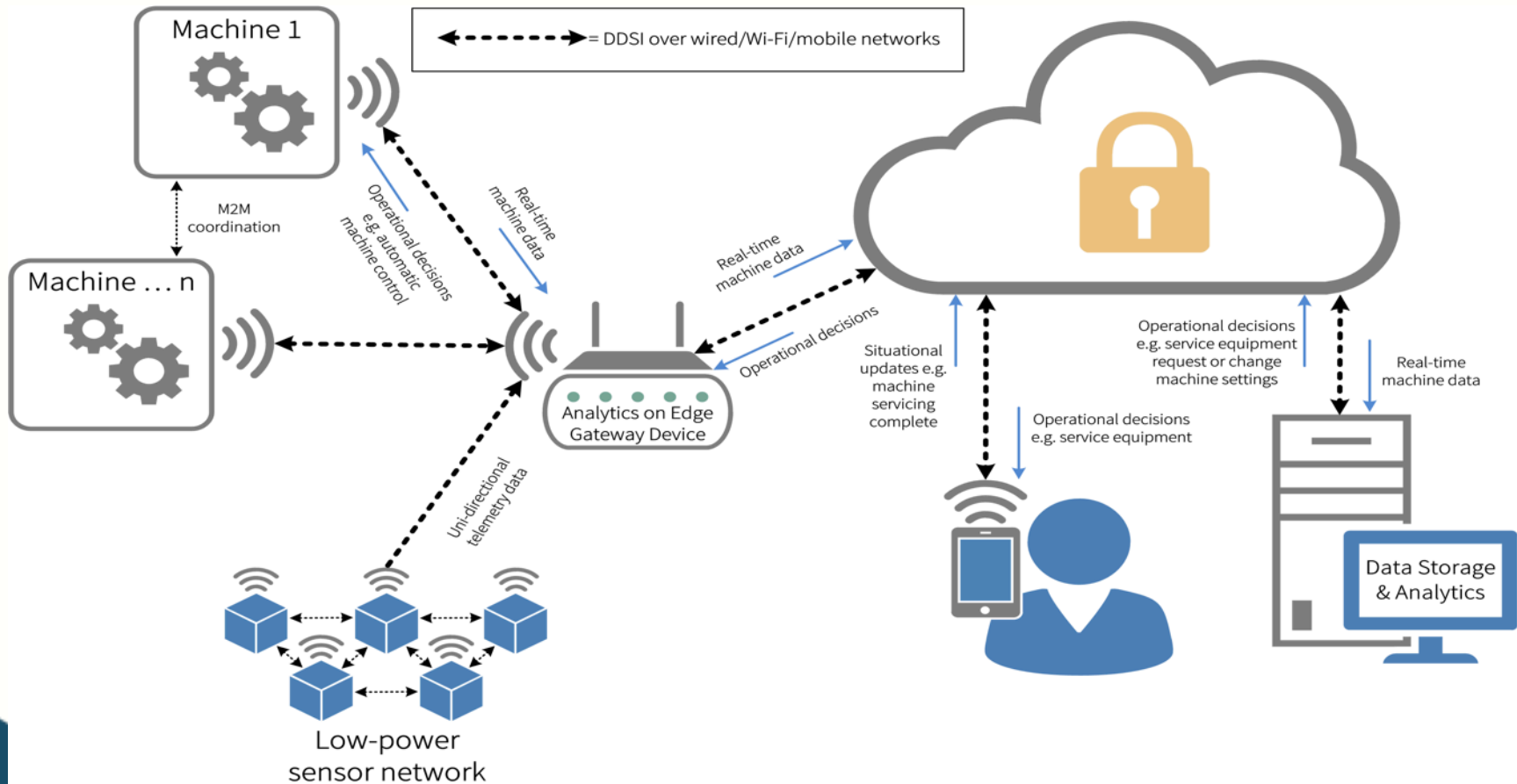


Source: General Electric 2013

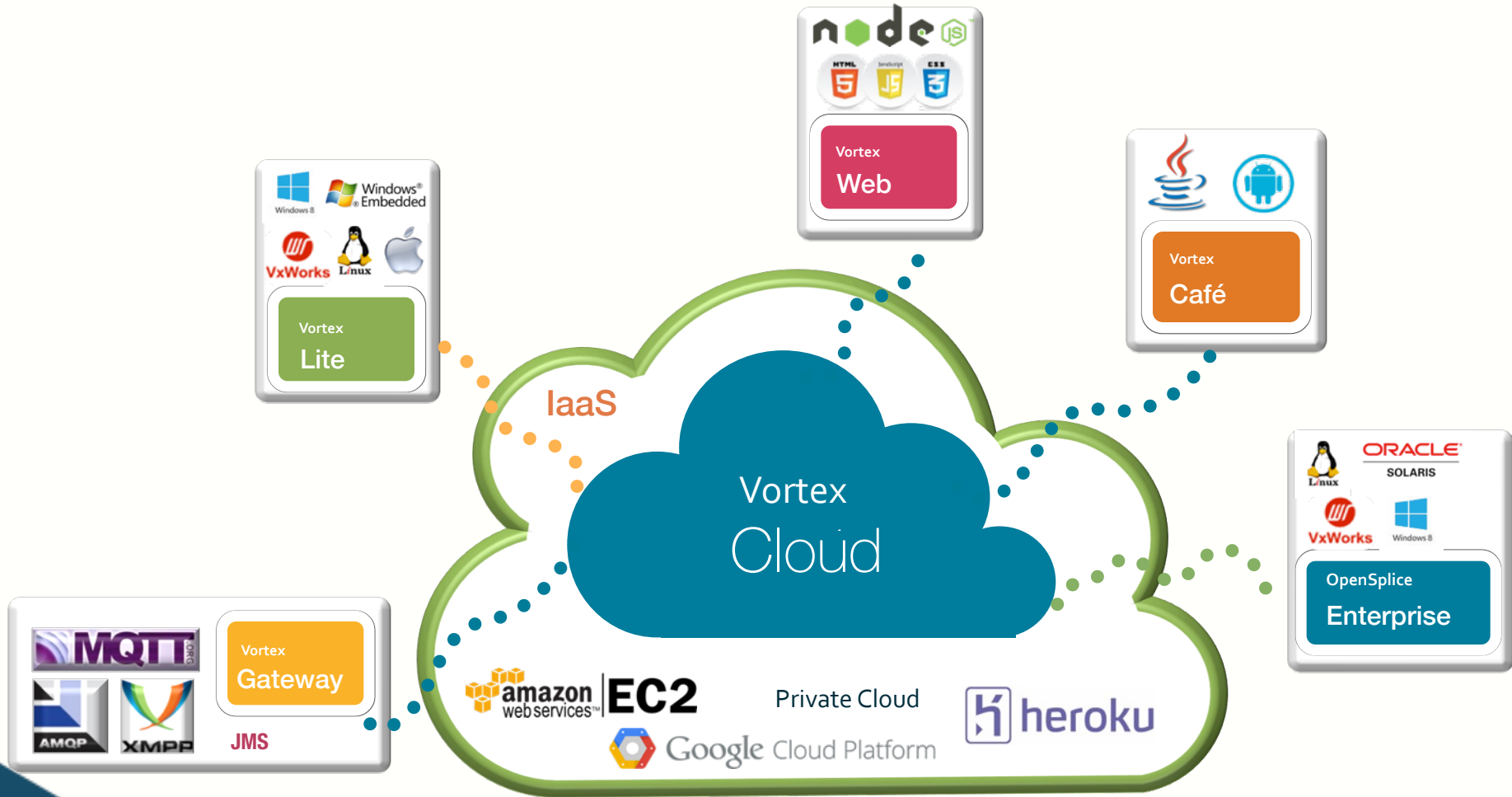


A Business-Critical IoT System

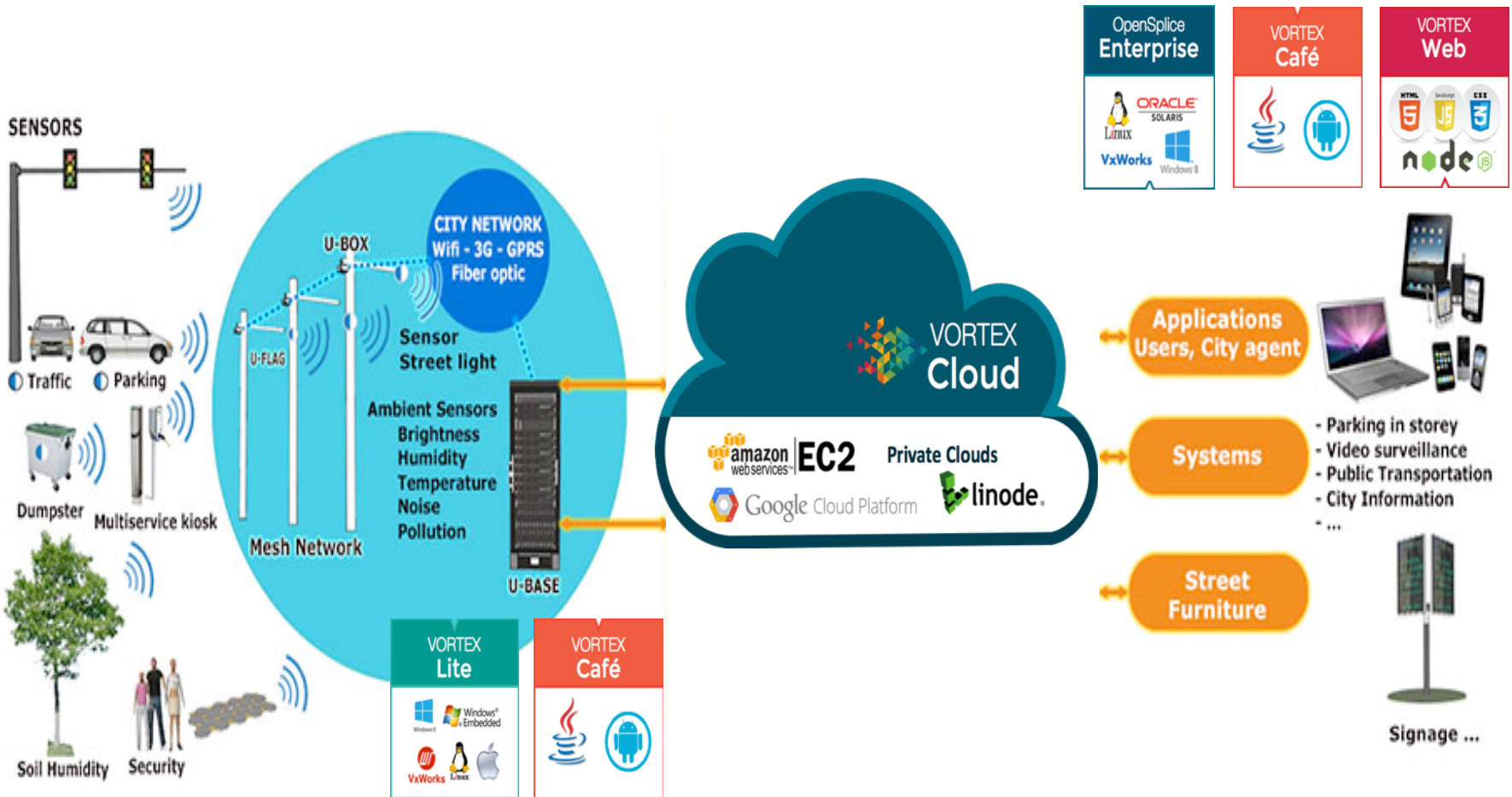
Intelligent Data-Sharing to Support Distributed Intelligence



Delivering Intelligent Data-Sharing



Use Case: Smart Cities (Cité de Nice)



Current State of the IoT

- 75% of companies are either actively exploring or using the IoT
- Only 6% of business leaders believe that it is merely hype
- In three years, 96% of surveyed individuals expect their business to be using IoT in some respect
- 61% of the leaders recognize that they need to integrate IoT into their businesses, or else the business will fall behind
- Only 30% of organizations saw double digit growth in IoT investments

Source: The Economist (Survey 4Q13)

Conclusions

- The Industrial IoT
 - Essentially an outgrowth from LANs to WANs to exploit the Internet, Cloud and Mobility for business advantage
 - It is real and it is happening now
 - Enabling technologies are proven – the extension of real-time distributed systems to the Internet
 - ROI has been validated by major users (e.g. GE)
 - Benefits include: cost and time savings, new business models and eco-friendliness
 - Hyper-connected extended enterprises will become the ‘new normal’
 - How will you respond? Pro-active or reactive? Disrupted or Disrupter?

Thank You!

- If we can help you, please contact us directly
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- Or via social media
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