

Internet of Things: Reality Check

Maciej Kranz

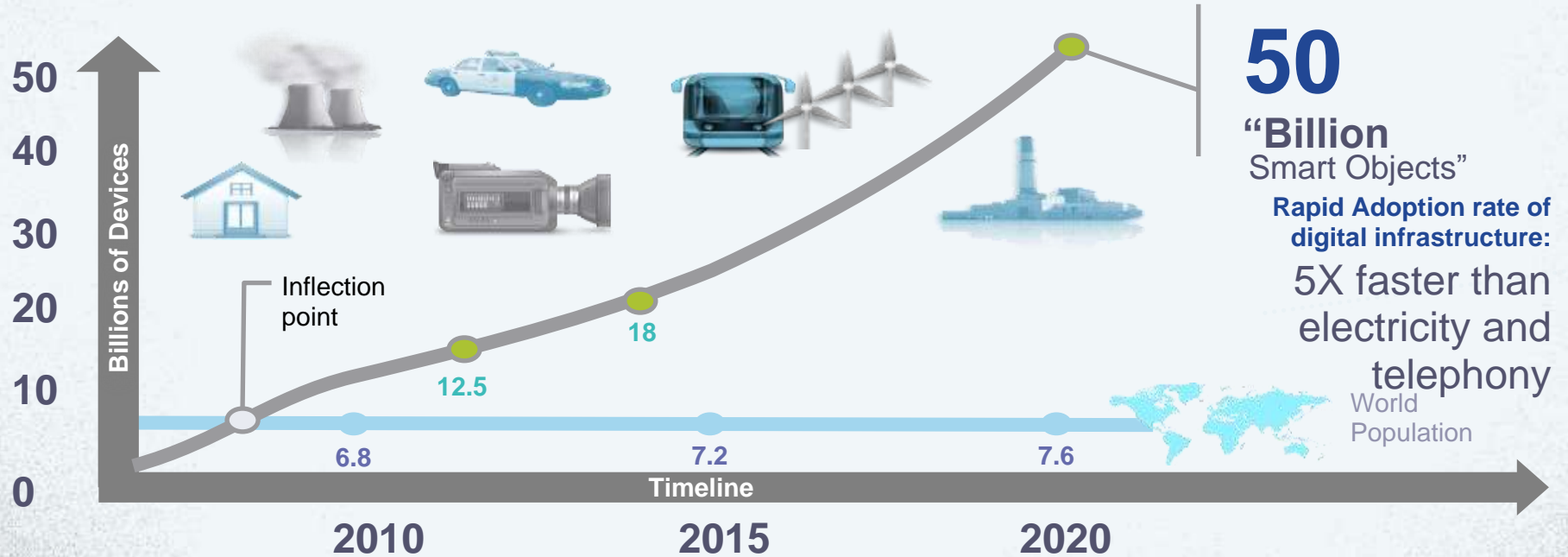
VP, Strategic Innovations

Cisco

@maciejkranz



Everything is Connecting with Everything



Internet of Things
Growing Faster
than Smartphones!

2020
50B
CONNECTED
DEVICES

Wagering Billions on
the Internet of Things!

2016
6.4B
CONNECTED
DEVICES

THE INTERNET OF
THINGS

2019
\$53B
WEARABLE
MARKET

IoT is
Driving the Next
Economic Revolution!

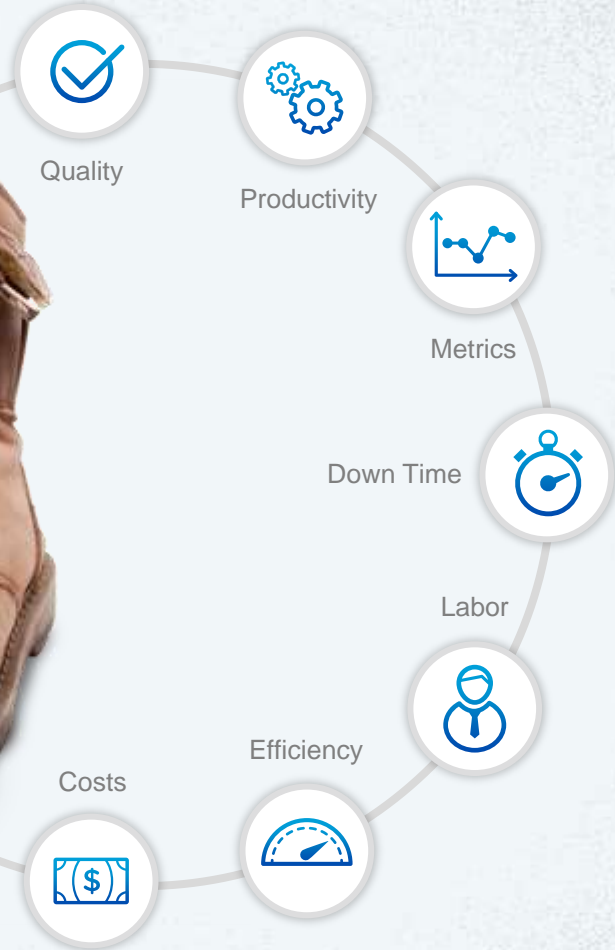
2020
\$60B
SMART HOME
MARKET

The Internet of Things
Will Make
Us Super Human





Generation IoT





What's in a Journey?





Connected
Operations



Remote
Operations



Predictive
Analytics



Preventive
Maintenance



Connected
Operations



Remote
Operations



Predictive
Analytics



Preventive
Maintenance

From 18 months to
2 Weeks



CASE STUDY



HARLEY-DAVIDSON



Connected
Operations



Remote
Operations



Predictive
Analytics



Preventive
Maintenance

5x ROI
in One Year

CASE STUDY



NIMBLE



\$1B
empty containers



CASE STUDY

MAERSK

\$100M





Connected
Operations



Remote
Operations



Predictive
Analytics



Preventive
Maintenance

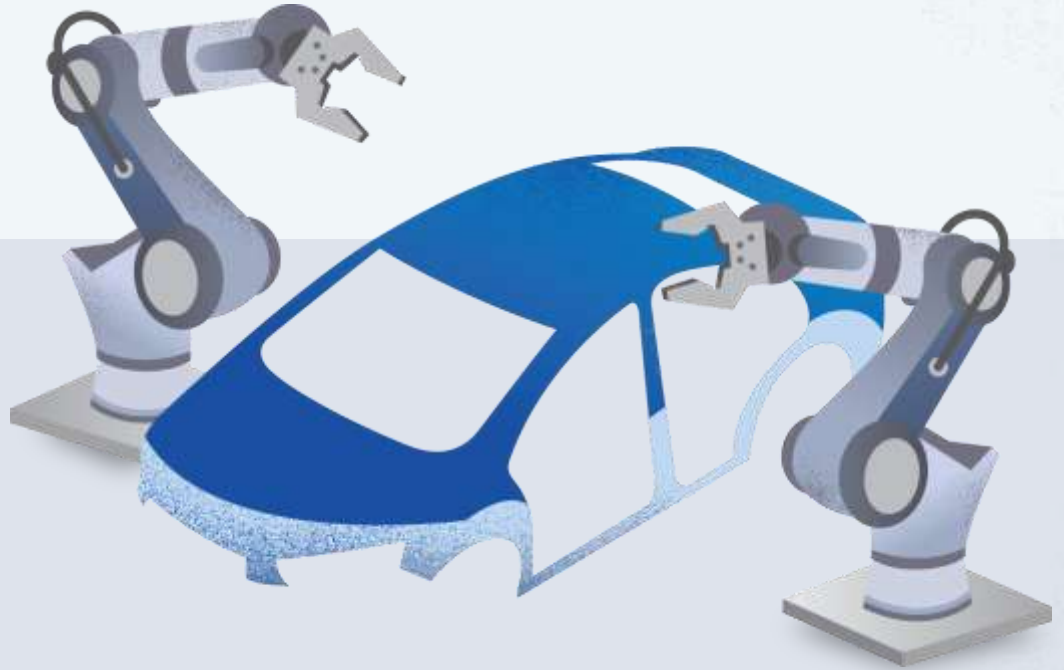
*Reduction
in Production Downtime*

\$2M

CASE STUDY



FANUC



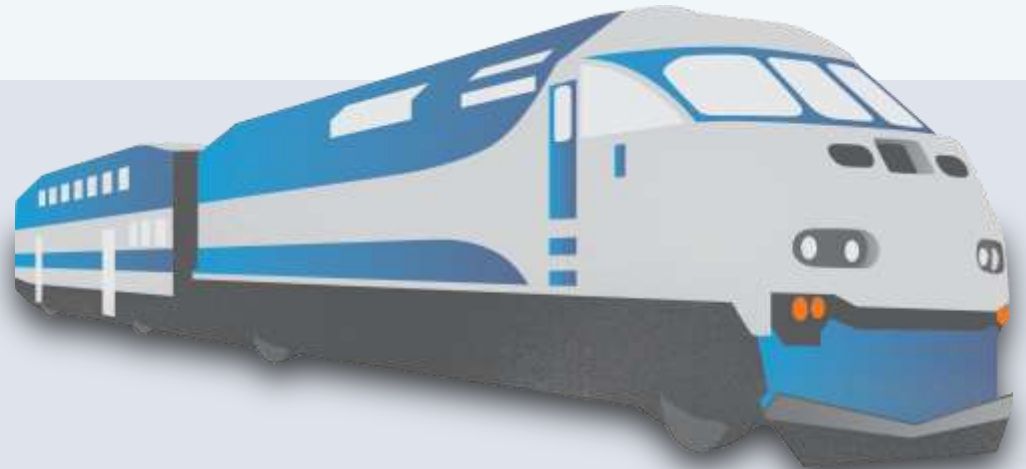
*On time
guarantee*

\$100M

CASE STUDY



SIEMENS





Connected
Operations



Remote
Operations



Predictive
Analytics



Preventive
Maintenance

\$2M
Reduction in Cost

CASE STUDY



GOLDCORP





Create big vision

Identify small project

Gather stats and benchmarks

Build business case

Get C-suite sponsor

Build virtual team

Establish partner ecosystem

Failures Will Happen

IoT Solutions in Isolation
Devices Not Data
Immature Technology
Solving for Today
Science vs Production
Doing it Alone



Proprietary systems

Vendor centric

Stand-alone player



End-to-end
open systems

Industry
open standards

Collaborative
partner ecosystem



Finding Skilled Workers



**Cultivate
your
people**

Train, increase morale,
create great culture

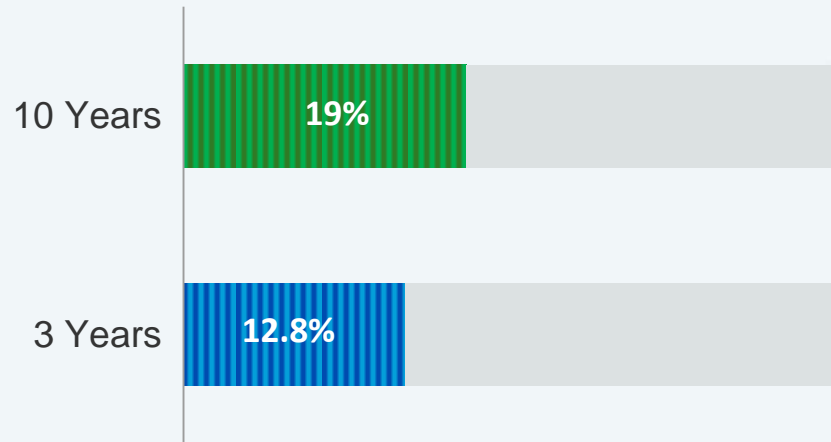
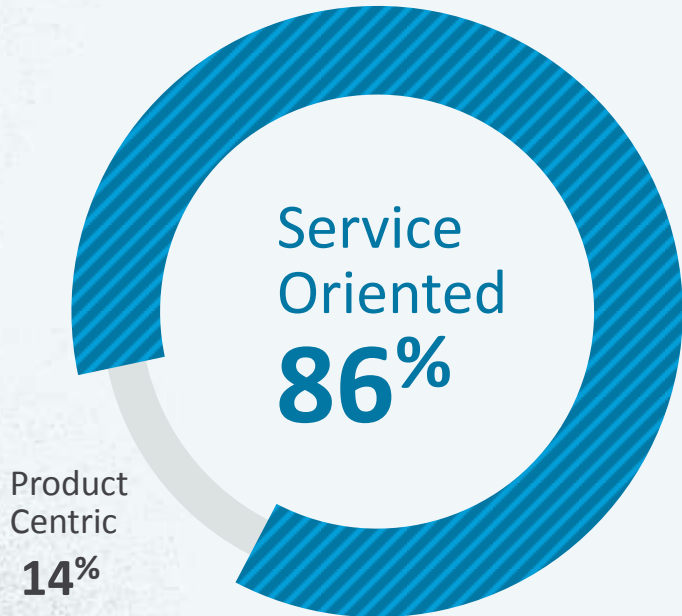
**Expand
your
search**

Recruit in different
geographies,
seek diversity

**Build
relation-
ships**

Work with institutions
to sponsor, co-innovate,
co-educate

Transition to Service-Oriented Revenue Models



Profits for a **\$20 billion** manufacturing company that digitizes its environment typically shows a rise in profits.

Challenges

- Active adversary
- Security by obscurity
- Shadow IT
- New use-cases
- Insufficient vendor investment

Approaches

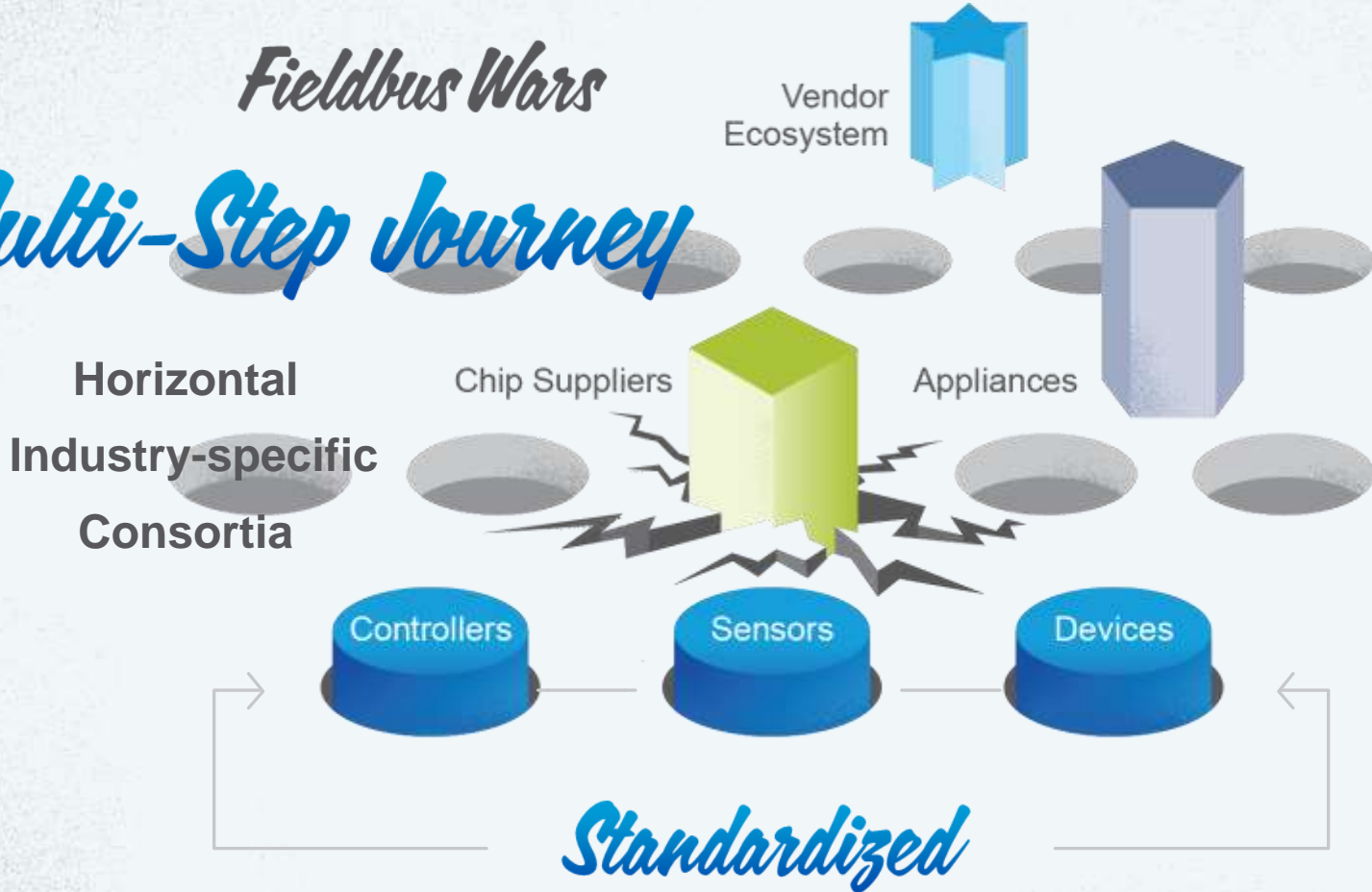
- Continuous Risk Management
- Single architecture
- Before-During-After
- Best-in-Class + Suites

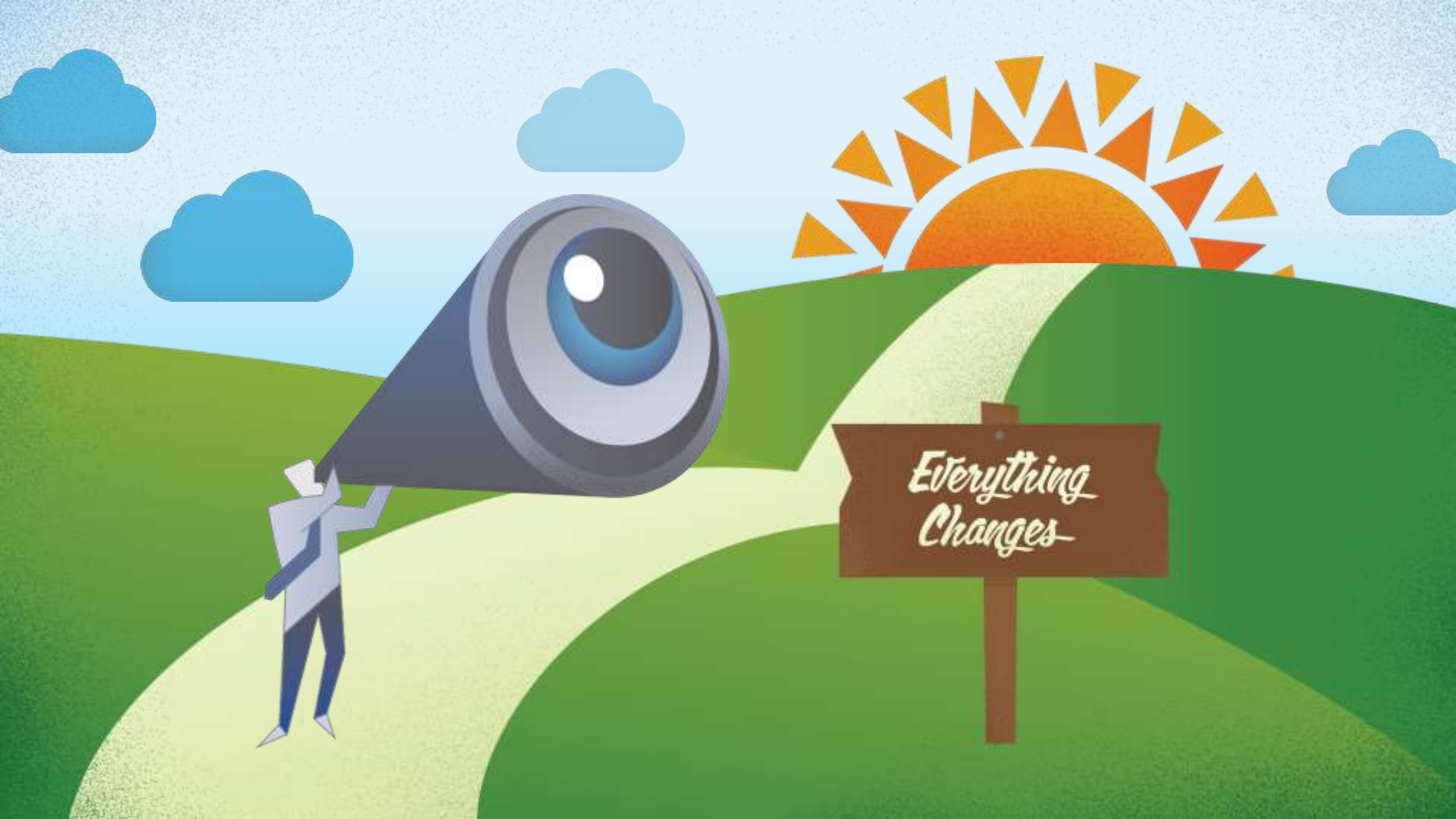
Everybody's Responsibility



Fieldbus Wars

Multi-Step Journey





*Everything
Changes*



START

Recipe for IoT Success



Build a partner ecosystem;
learn to co-develop with them

Attract and train new and
existing talent

Focus on solving real problems

Prepare for a journey, not a one-time event

Integrate technology solutions with
business processes

Start with low hanging fruit

Make security everybody's top priority

Transform culture along with technology

Generation IoT



*Thank
You*

@maciejkranz

maciejkranz.com