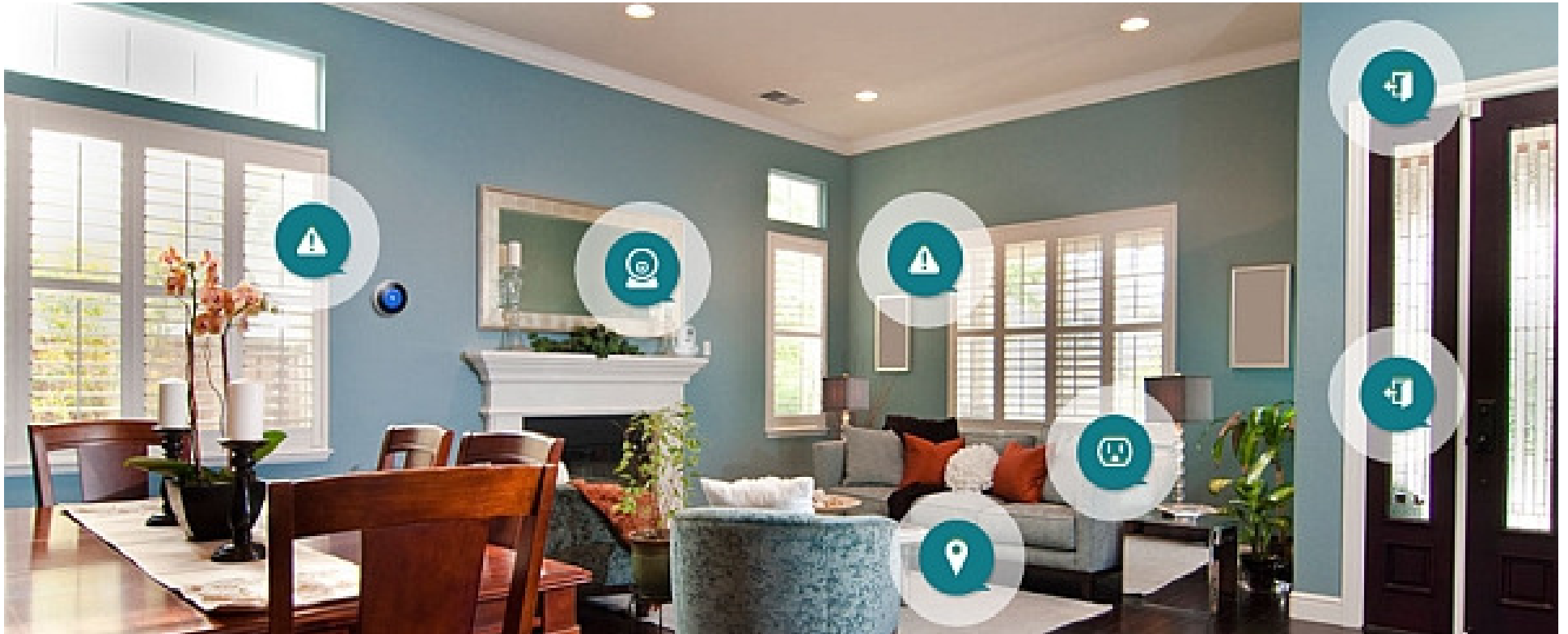


A large, light teal L-shaped graphic is positioned to the left of the event title. It has rounded corners and a slight shadow effect.

Brain Event | .NET User Group | Internet of Things

John Koot

9/25/2015



Welcome @ICT

John Koot

9/25/2015

2

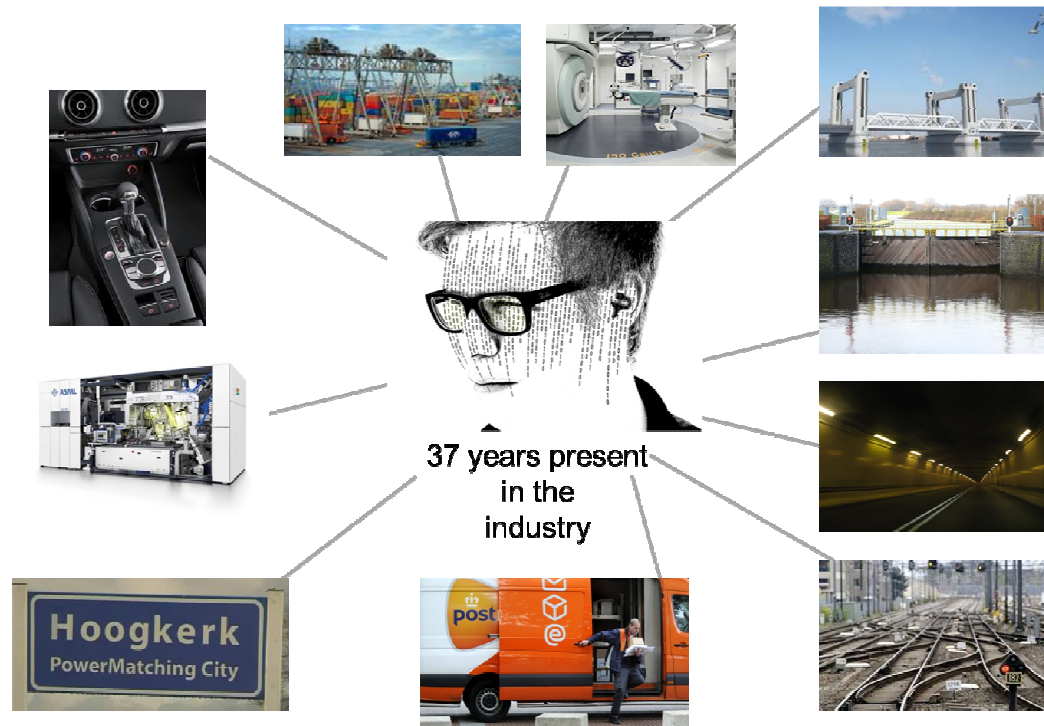
Who is ICT?







Stock traded since 1997





ICT anno 2015

ICT+



IMPROVE
Quality Services



ICT Poland

InTraffic
IN MOTION

Strypes TECHNOLOGY TOGETHER

LogicNets

	2013	2014
Omzet	€ 60,8 M	€ 63,0 M
Ebit	€ (1,1) M	€ 5,0 M

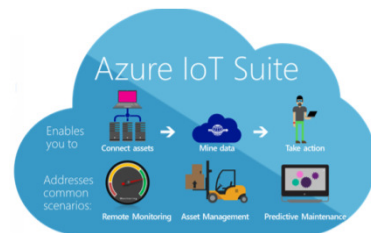
What we do?



What is iOTA?(Internet of Things Analytics)



- **iOTA Core:** the centralized environment in Microsoft Azure for:
 - **Storage, Analysis** and **Business Rules** for actionable **Big Data**;
 - **Remote Device Management** for effective management for connected devices;
 - **UX** by our **App Factory, Dashboard & Portal** integration and **BI Tooling**.
- **iOTA Gateway:** connects systems secure to the Cloud and consists of:
 - Software stack which is **secure, flexible** and **reliable**;
 - Additional **hardware** and **mobile data communication** can be supplied.



Characteristics of iOTA projects

Low cost
Secure
Reliable
Scalable
(Big) Data

iOTA Predictive service solutions



LR Lloyd's Register Rail



Focus areas



ICT+





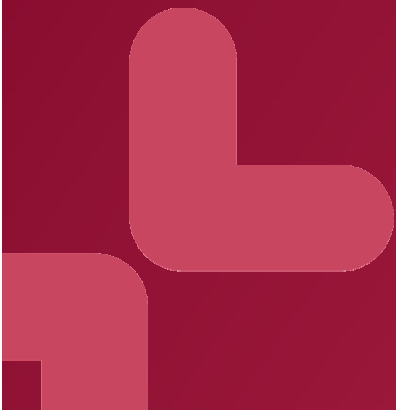
Predictive Maintenance

SIGN OUT | OPTIONS



[LINK](#)

Where we can help?



Three Steps to Ensure Your IoT Project

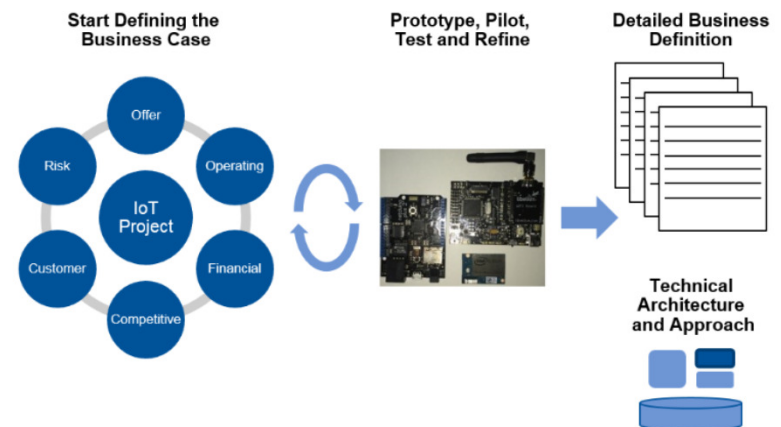
Key Challenges

- An IoT project is first a business project before it is a technology project. CIOs and other executives, such as COOs and business-unit general managers, and IoT project teams must be able to define the business opportunity before investing time and resources.
- A full business case is not required upfront, yet many project teams focus on the technical aspects instead of identifying the basics of the business case as the first and most important step in an IoT project.
- Because IoT improvements are new to most industries, there is a lack of experience or institutional knowledge to use as starting points. As a result, CIOs should be prepared to support both R&D efforts' and IoT data analysis requirements, while working with the IoT team developing the initial business case.

Recommendations

- Build teams with people who can define and validate both the business and the technical aspects of an IoT project. A core skill set for these people is working in cross-functional environments and influencing these environments.
- Spend the most time on clearly identifying what new business capabilities, value and benefits your stakeholders will gain from the IoT project. Defining the technology requirements will follow.
- Socialize IoT project design and objectives with peer-level stakeholders at the CMO, CTO and COO levels to secure their buy-in and to identify relevant outcomes and contingencies.

Figure 1. Framework for Business-Case Definition for IoT Projects



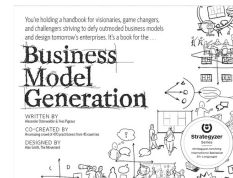
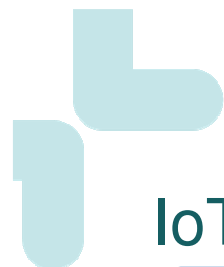
Source: Gartner (March 2015)

Source: March 20, 2015 Gartner G00271848
 “Three Steps to Ensure Your IoT Project Is
 Driven by a Business Need “



Early learnings by ICT

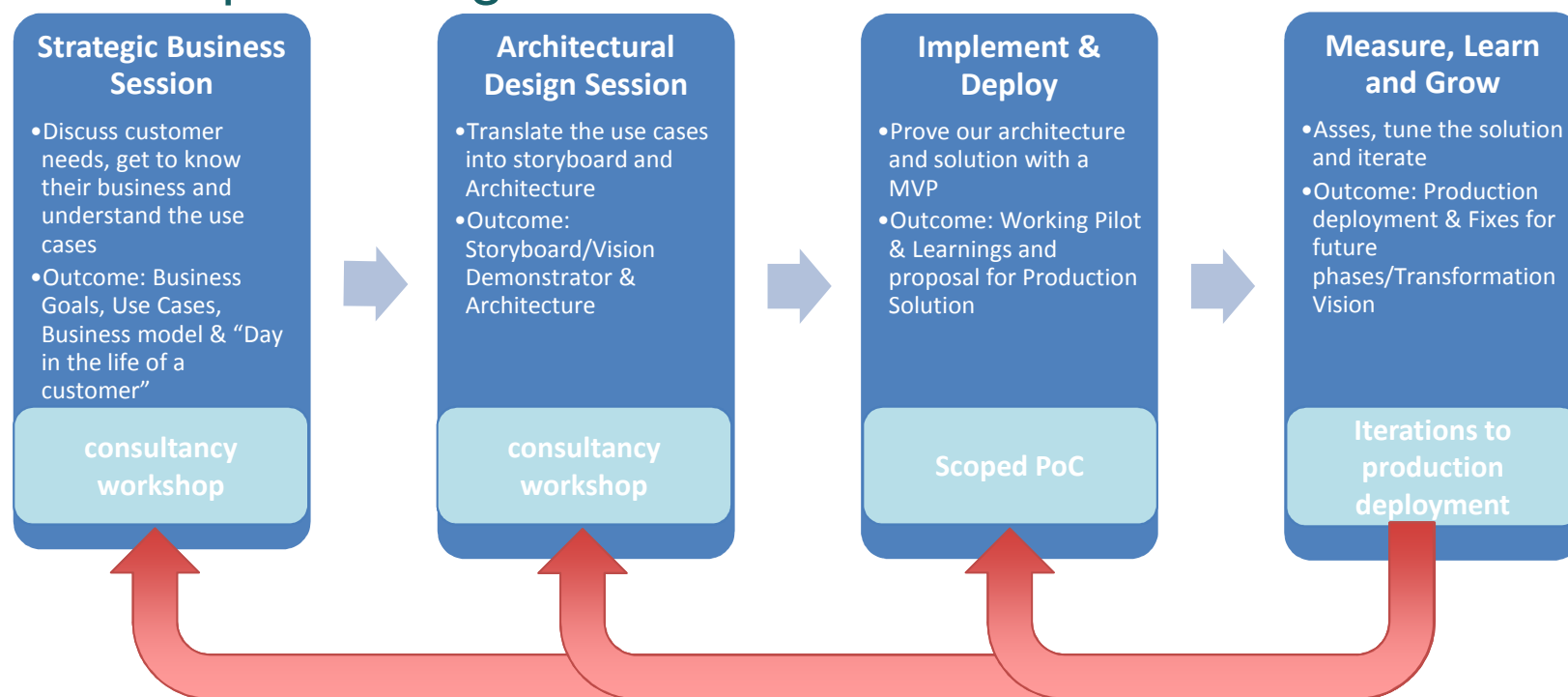
- IoT is a **large opportunity**, but has a **long sales cycle** (9-12 months to pilot) and with deployments up to 18 months;
- Business is **decision maker** in IoT project and requires ICT to learn and master new **business value** centric **solutions selling** approach;
- Customer adoption is in an early stage, but **business model innovation** is critical to **leadership** and share **position**;
- Once on-boarded, customers want to move fast to capitalize **data** through services like **Analytics** and **Machine Learning** to help them and their customers unlock the **value** of their data.



Predictive service solutions



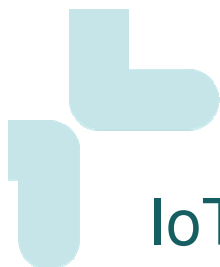
IoT Adoption Program



Expand by adding new devices, assets, services and data

Where do we meet again?





IoT Congres – September 29th

DATUM & LOCATIE



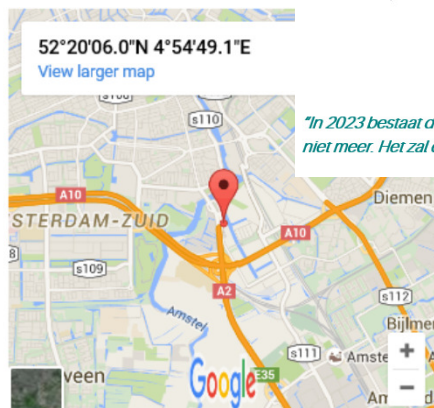
29 SEPTEMBER 2015



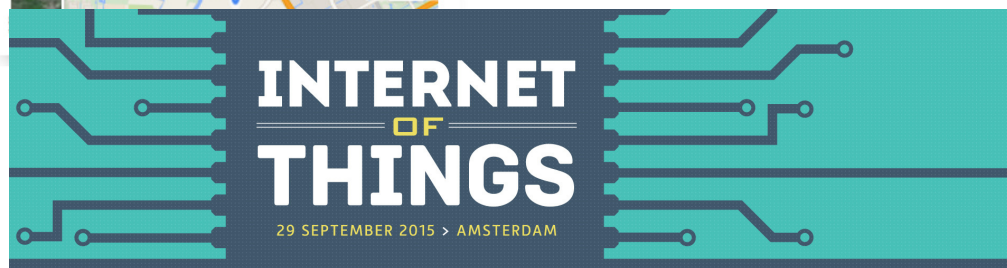
MERCURE HOTEL AMSTERDAM CITY

Joan Muyskenweg 10
1096 CJ Amsterdam
Tel.: +31 (0)20 665 81 81
[Routebeschrijving](#)

Op de achtergrond speelt Internet of Things al een grote rol bij veel ontwikkelingen en innovaties. Op veel plaatsen is de achtergrond al vervult voor de voorgrond en heeft het al grootse impact en zijn de gevolgen reeds zichtbaar. Velen voorspellen dat IoT binnen 10 jaar een way of life is en we er niet eens meer bewust bij stil staan. Een van hen is **John Koot**, IoT Business Development Manager bij ICT Automatisering.



"In 2023 bestaat de term Internet of Things in de hoedanigheid zoals wij hem nu kennen niet meer. Het zal een way of life zijn voor iedereen"





ICT Hackathon

ICT+



ICT connect with domotica Hackathon

DUTCH INNOVATION FACTORY
ZOETERMEER
6-7 NOVEMBER 2015
ict-hackathon.nl • #icthack



organized by ICT+

Experts Live 2015 – November 19th

- ICT is sponsor of this event
- We provide Hackathon's during the event
- There will be a price draw at the end of the event





Intelligence Connected Together