THE INTERNET OF THINGS SUMMIT
Building and monetizing the Internet of Things

TUESDAY, JUNE 2, 2015

EXPLORING TRENDS & OPPORTUNITIES

Chair: Craig Bachmann, TM Forum

11:15 AM KEYNOTE: Beyond early adoption - what is the road ahead for the Internet of Things?
- Moving beyond early adoption – what is required for businesses to move forward with the Internet of Things?
- The Internet of Things is now! – what is the current status?
- Who are the IoT ecosystem contenders already successfully leveraging the Internet of Things?
- Which vertical markets hold the greatest promise for accelerated growth in the next 2-3 years?
- What strategies and approaches are businesses adopting to unlock the opportunities?
- Where is the Internet of Things going in the next 18-24 months?

11:40 AM KEYNOTE: Accelerating disruptive innovation in the Internet of Things
- What characterizes disruptive innovation in the Internet of Things?
- Connecting silos of IoT products and services to drive innovation and generate value from the Internet of Things
- The need for standards and role of open platforms in enabling disruptive innovation
- Harnessing public interest and input to drive IoT innovation
- Encouraging developer innovation by opening platforms to external developers
- What are the wildcards of unexpectedness in IoT innovation?
- Will open source drive IoT innovation?

12:05 AM KEYNOTE: Servitizing your business to create additional value and revenue from the Internet of Things
- Shifting the focus from the product or service to the overall customer experience - what does the servitization model entail?
- Transforming the business from manufacturer to integrated service provider
- How smart, connected products are redefining the business models of companies
- Understanding how servitization helps build stronger customer relationships – engaging customer beyond the purchase

12:30 PM Lunch

IOT BUSINESS MODELS
2:00 PM  PANEL: Becoming a digital disruptor
- Learning from disruptors - what does it take to disrupt a business?
- How do you enable digital disruption within your organization?
- Creating new disruptive business models
- How can you create the customer connections and relationships needed to drive digital disruption?

2:45 PM  PANEL: Innovating business models for the Internet of Things
- Where’s the value in IoT for businesses?
- Changing the way you do business – rethinking business models for the complex IoT value fabric
- How does one turn concepts into viable business models?
- Evolving your business models and creating new partnerships to generate and collect value from the Internet of Things
- Developing partnership agreements for different partners – how can you make this process consistent, repeatable and quick?

3:30 PM   Afternoon Refreshments

PARTNERSHIPS & ECOSYSTEMS

4:15 PM  PANEL: The partner network creates the value!
- Deciding where and with whom - identifying horizontal and vertical partners that can support your IoT strategy and goals
- Creating repeatable and consistent processes for setting up partnering arrangements and on-boarding new partners
- Facilitating structured and secure information sharing of real time and historic data between partners
- Removing siloed data in order to improve value creation
- Exploring the tools and best practices available to support the implementation of a Digital Services based ecosystem of partners
- Understanding how to exploit synergies

4:45 PM  PANEL: Building an end-to-end IoT ecosystem – challenges and opportunities
- Building an IoT ecosystem - what is required to set up and support an ecosystem?
- How can diverse industries be brought together to engage with the ecosystem and drive innovation for IoT?
- Addressing the technical, organizational and operational barriers faced by the different stakeholders within the IoT ecosystem
- Stimulating innovation and investment in the IoT ecosystem
- Working together to enable interconnectivity – what needs to be agreed on by all stakeholders in the ecosystem?

5:15 PM   Chair’s Closing Remarks

WEDNESDAY, JUNE 3, 2015
CONNECTING THE IOT – INTEROPERABILITY, STANDARDS & APIS

Chair: Laurent Leboucher, Vice President APIs and Digital Ecosystems, Orange

9:00 AM  **DEBATE: The role of APIs in the Internet of Things**
- What are the immediate challenges in developing APIs for the Internet of Things?
- Developing a solid API management strategy for the IoT – what are key considerations and challenges?
- Which problems can API standards not solve?
- What comes after APIs?

9:40 AM  **PANEL: Enabling interoperability - standardization initiatives and approaches in the Internet of Things**
- To what extent is the lack of common standards holding back the Internet of Things?
- What are the standardization challenges?
- What initiatives by standards developing organizations are currently underway and how are they being coordinated?
- Effectively creating standards and frameworks for IoT across multiple verticals
- When will IoT standards be available?
- How important are open source solutions?
- What is the future direction of IoT standardization?

10:20 AM  **PANEL: Addressing device diversity, complexity and volume**
- Understanding how the complexity of systems becoming roadblock to implementation
- Identifying the right technology partners
- Classifying different device types and functionalities
- Addressing ecosystem to ecosystem challenges
- Exploring technical solutions for integrating any device into existing systems
- Prioritizing 2-3 solutions and continuing to build competitive advantage gradually

10:45 AM   Morning refreshments

SECURING THE INTERNET OF THINGS

Chair: Chris Stock, Director, Security Program, TM Forum

11:15 AM  **PANEL: Securing Big Data for the Internet of Things**
- Addressing the privacy concerns associated with using big data
- Protecting consumer data and privacy without hampering Innovation – how do you build trust?
- How do you control access and authentication in the Internet of Things?
- Securing IoT ecosystems – what are the main security vulnerabilities and how can the stakeholders work together to secure data?
- Best practices for information management and complying with data protection regulations
CEM AND BIG DATA OPPORTUNITIES WITH THE INTERNET OF THINGS

12:05 AM HOW TO: Designing the optimum digital customer experience for the Internet of Things
- Outlining the potential the IoT holds to enhance the customer experience
- Developing human-centric approach to the Internet of Things
- What makes a great customer experience for your customers?
- Exploring how companies can connect and engage with their clients in new and innovative ways
- How is the Internet of Things helping companies revolutionize their customers’ experiences?

12:30 PM Lunch

2:00 PM HOW TO: Driving business value from the data of things - big data, analytics and the Internet of Things
- Pinpointing where the business value resides in your company
- How and where are companies creating new business value with the help of IoT data?
- Leverage the IoT ecosystem and partners to create new value from your data

MONETIZING THE IOT – INTERNET OF ME - NEW SERVICES: SMART CITIES, CONNECTED CARS & HOMES

2:20 PM PANEL: Building a smart city – delivering on the vision
- Understanding the key drivers for creating a smarter city – how quickly will the smart cities evolve?
- What are the main challenges and considerations in the transition to a smart city?
- How can the complexity of synergy between different sectors be overcome?
- Identifying the needs of all stakeholders in order to build a smart city that fosters their vision
- Becoming smart without huge investments – exploring quick-win solutions
- Addressing the challenges associated with building a scalable and robust Smart City infrastructure
- Evolving the necessary standards to enable the smart city

3:00 PM LIGHTNING TALK: Putting the home at the heart of connectivity
- What are the challenges of unleashing the full potential of the Internet of Things in the home?
- What types of connections are customers looking for in their homes and what are they willing to pay for them?
- Examining which verticals are drive adoption, innovation and value in the connected home market?
- The smartphone as the enabler of the connected home experience
- What will the smart home of the future look like?

3:15 PM LIGHTNING TALK: The wearable internet of things as an entry point for early IoT adoption and healthcare innovation
- Examining the key drivers in the wearables market
• Uncovering the value in wearable devices—is it the product, the service, or the data?
• Creating customer stickiness of the wearable devices market
• Turning data into actionable health information – opportunities and challenges
• Taking wearables to the next level – patient monitoring, health insurance

3:30 PM   Afternoon Refreshments

4:00 PM   LIGHTNING TALK: Creating new revenue and business opportunities around the connected car
• Which business models will create value for the consumer and drive revenue?
• Building win-win partnerships with car manufacturers, service providers, insurance companies and dealers to deliver an integrated and attractive service offering
• Developing services that can be monetized and will drive consumer demand and adoption – which connected car services are consumers willing to pay for and how much?

4:15 PM   LIGHTNING TALK: Going beyond car connectivity

REALIZING VALUE FROM IOT – THE INDUSTRIAL INTERNET - OPTIMIZATION AND AUTOMATION

4:35 PM   LIGHTNING TALK: The IoT for fleet tracking and management
• Overview of the fleet management value chain and key telematics-based applications
• Combining wireless connectivity, sensors and analytics to create innovative applications
• Exploring the role of the ecosystem/partnerships in developing and deploying product and service innovations

4:55 PM   PANEL: The potential of the Industrial Internet - unleashing technical innovations in machine intensive industries
• What is the difference between the Industrial Internet of Things and the Internet of Things?
• What is the game changing potential of the Industrial Internet?
• How are companies exploiting intelligent machines to optimize operations?
• What role do data analytics play in leveraging the Industrial Internet?
• How are automation and robotics being advanced by the Industrial Internet?
• Which Industrial Internet innovations have proved the most successful to date?

5:30 PM   Chair’s Closing Remarks