BoR (15) 176

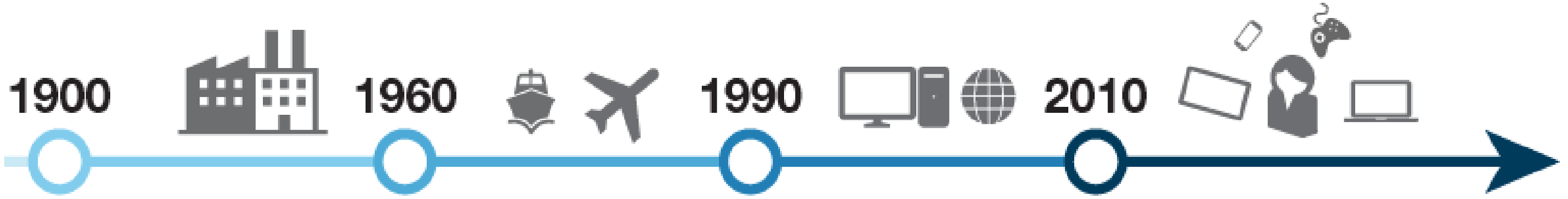
IoT

BEREC stakeholder's Forum
15/10/2015

Cornelia Kutterer, Director of Digital Policy, Microsoft

Microsoft

We have entered the age of the customer/ citizen



Age of manufacturing
Mass manufacturing makes industrial powerhouses successful

Age of distribution
Global connections and transportation systems make distribution key

Age of information
Connected PCs and supply chains mean those that control information flow dominate

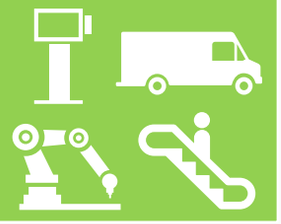
Age of the customer
Empowered buyers demand a new level of customer obsession

Beyond

Source: Forrester October 2013 “Competitive Strategy In The Age Of The Customer”

IoT

Things



Connectivity

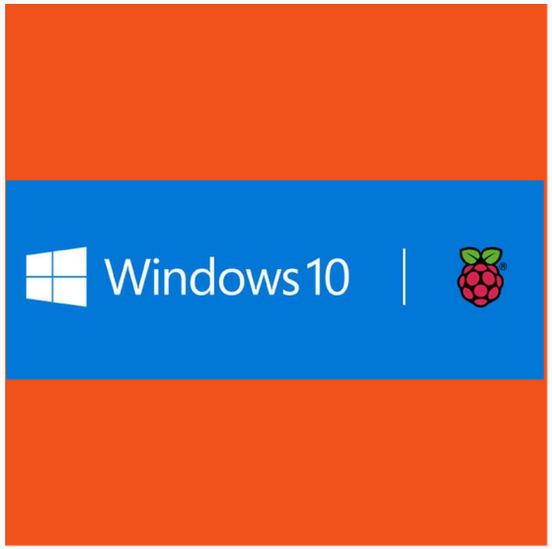
Data

10101
01010
00100

Analytics

IoT and Microsoft

Windows 10 version will be publicly available for all Raspberry Pie's



Windows 10 IoT version can run on all devices, with or without screens

Open source communication standard for IoT devices supported by Microsoft

IoT devices will heavily depend on cloud services

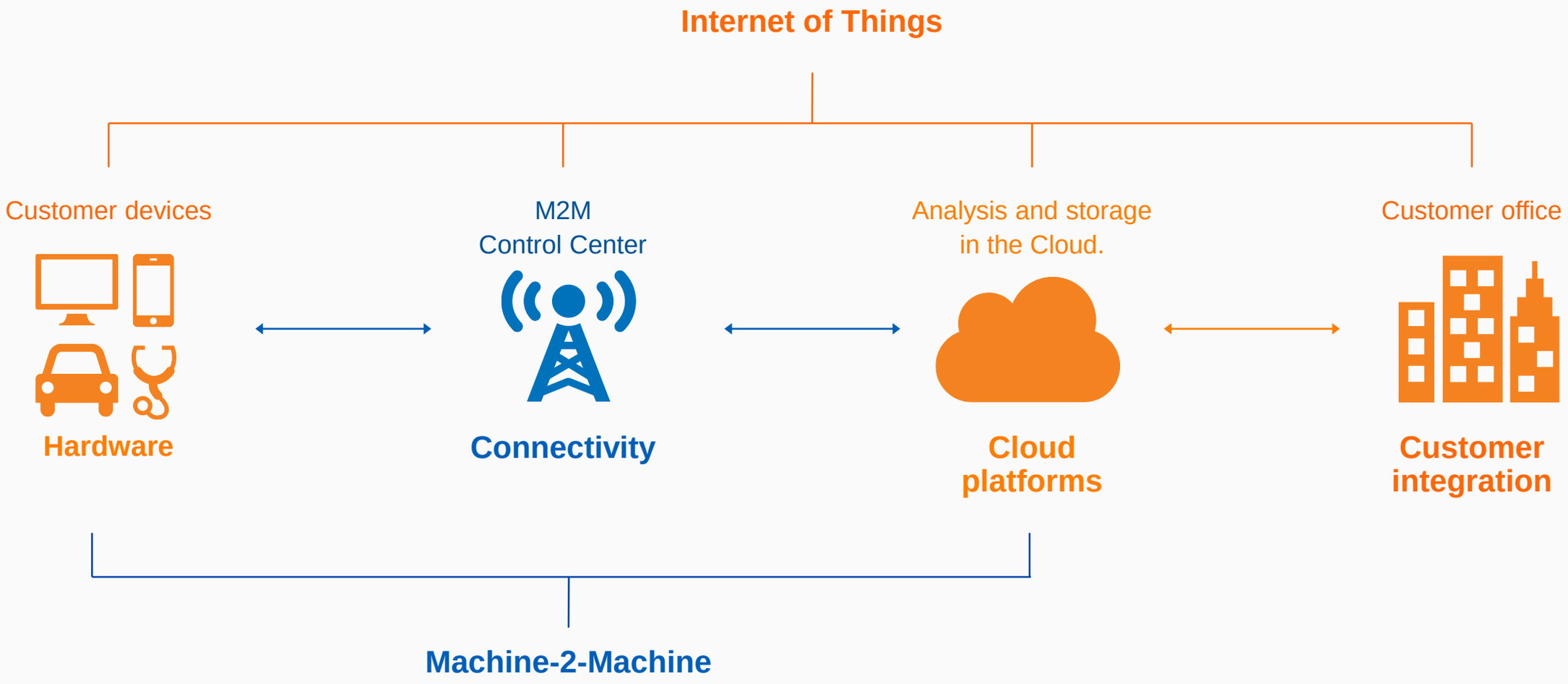
Microsoft Azure IoT services

Producers	Data Transport	Storage	Analytics	Presentation & Action
	 Event Hubs (Service Bus)	 SQL Database	 Machine Learning	 Azure Websites
	 Heterogeneous client agents	 Table/Blob Storage	 HD Insight	 Mobile Services
	 External Data Sources	 DocumentDB	 Stream Analytics	 Notification Hubs
		 External Data Sources	 Cloud Services	 Power BI
				 External Services

IoT enabled (incremental) revenue by Domain 2020

(Gartner)

Evolving business models and partnerships



IoT Framework and Security Implications

Information and analysis

- Understanding behavior
- Enhanced situational awareness
- Sensor-driven decision analytics

Automation and control

- Process optimization
- Optimized resource consumption
- Complex autonomous systems

Secure Development

Data Ownership

Incident Response

THANK YOU

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