

IoT Value Proposition – 3 days

IoT and the associated ecosystem are all about connecting things, creating value through efficiency and new use cases, enabling innovation, and creating new profitable business models to effectively monetize the IoT opportunity.

CONTENT

Building and selling IoT products is not as simple as it seems. But, why? IoT Products are more intricate than any products that are not connected. Product managers, commercial specialists, and others need to realistically understand the new use cases and start developing roadmaps while enterprises must decide where IoT has a role to play in their internal connectivity strategies and development plans.

Learning more about IoT, where it fits in, and how it impacts you and your business is important. This course will help with that as well as the markets, customers, and use cases in and around IoT, IoT connectivity, and IoT Technologies.

This course will show you some of the potential impacts IoT could have on your business while getting past some of the extra hazy high-level things, including market size and technological opportunities. You will also begin to understand the specifics surrounding the IoT business Strategy and Implementation, describing choices and key decisions regarding the risks as well as how to best avoid them.

We discuss how the IoT can help you if you implement the right solutions, in the right way, at the right time and the opportunities this could offer.

NOTE: This course is not delivered with the FoldOut methodology.

PREREQUISITES

- Understand basic business concepts and terminology
- Know the basics about technology and the internet

WHO SHOULD ATTEND?

Business Executives, specialists, and managers who want to understand and implement IoT solutions. Entrepreneurs who need to explore IoT and the implications surrounding these decisions.

BENEFITS FOR DELEGATES

- Keep up to date with the latest technology
- Bridge skills gaps
- Learn to leverage and deploy the latest technology
- Discover how to identify new, exciting opportunities within your organization (innovate!)
- Improve your CV and marketability

BENEFITS FOR THE ORGANISATION

- Have the ability to successfully introduce IoT to your business
- Create greater success in your business by using IoT effectively

COURSE OUTLINE

IoT: the Big Picture

- Definitions: the evolution from M2M to IoT
- IoT market forecasts

IoT markets, customers and use cases

- Segmenting the IoT market
- Key use case categories
- What enterprises want and need from IoT
- Industry 4.0
- Smart home and consumer IoT

IoT connectivity

- Comparing the different connectivity options: from 2G to LTE, the emergence of LPWA technologies and unlicensed wireless
- 5G and IoT: leveraging low latency and massive IoT opportunities
- Mobile private networks
- Roaming in IoT and mobile connectivity platforms

IoT value chain and ecosystem

- Who are the players in IoT? (service providers and technology vendors)
- New roles and opportunities for telecoms operators
- Public cloud providers

IoT technologies

- IoT modules and componentry
- IoT sensors
- Advanced analytics and IoT
- IoT platforms
- Edge computing

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