Awesomeness of Togetherness

Picture1: Working with All

***WORK WITH ALL – INCLUDING YOUR COMPETEITORS** for creating business value using IOT.*

How a Successful IOT business working model looks like??
It requires

- **Working with Organizations**
- **Working with Competitors**
- **Working with Government**
- **Working with Talent in other Organizations**

Working with Organizations

Picture2: Working with Organizations

Connected things require connected organizations.

The Internet of Things is not just about connecting things. Managing connected devices also means managing new relationships with significant stakeholders. Systems of systems interact to produce higher value to customers & organizations.

These connections are strongly built through sharing the data with other organizations. The stronger the analytical capabilities of a company, the greater will be the value of IOT.

Sharing the Internet of Things (IoT) data is a two way street. Organizations, suppliers, customers & competitors send and receive data from each other. Because sharing data is such a strong feature of managing IoT devices, many companies will need to develop new data-sharing practices. Identifying which practices are best for an organization is one issue to address, but equally important will be identifying who is responsible for developing, monitoring, and adjusting these practices.

Working with competitors

Picture3: Working with competitors

Some organizations with Internet of Things (IoT) projects are sharing data with competitors, either receiving or sending it. Twenty-two percent of those actively working on an IoT project send data to, or receive data from a competitor's device. Among those companies that do share data with other organizations, one-third send data to a competitor or get data from a competitor.

Interconnected relationships are also important when dealing with the management of diverse, remote components of the IoT

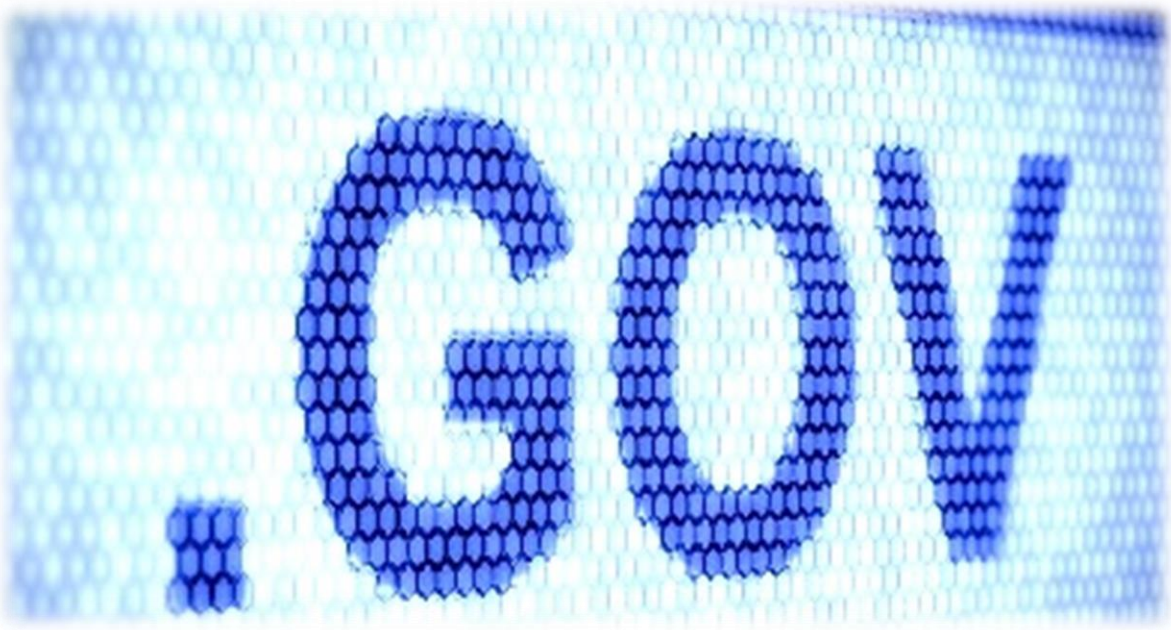
But why would competitors share data?

Without the competitor data, you might think you're making the best 'buggy whip,' but the competitor information lets you know whether you're making the best buggy whip and if anybody even wants buggy whips anymore.

Without utilizing available information, you have no idea what the rest of the world is doing.

Encouraging competitors to form partnerships to share data, however, can be difficult.

Working with Government



Picture4: Working with Governments

Analytics Everywhere initiatives will move governments beyond using dashboards and scorecards that reflect the past and instead focus on using machine learning to predict optimal outcomes of their strategy decisions. Inherent in Analytics Everywhere platforms is the ability to make more effective use of Business Intelligence (BI) and attain contextual intelligence of operations based on real-time data, leading to more effective decisions.

Governments have the potential to create entirely new services that better align with citizen's needs by capitalizing on the insights gained from a network of sensors on fixed and mobile objects. IoT platforms also have the potential to monitor transportation systems and determine which improvements will deliver the greatest benefit. Combining

commercial and government IoT data can lead to step-wise gains in how businesses and governments collaborate to solve the toughest challenges each face in serving customers and citizens.

Working with talent in other organizations

Picture5: Working with Talent in other Organizations

With the blend of new products & Innovation processes, many organizations need expertise on implementing a successful IoT projects. This means recruiting employees, partnering with other organizations & engaging consultants who hold great IoT expertise.

INTERNET OF THINGS (IoT)

Imagine Innovate Inspire

There's a surprisingly social aspect to managing connected devices. IoT is also about the connections that it creates between an organization and its customers, suppliers, and competitors." Many companies simply don't have the technical knowledge to manage IoT projects. Organizations are building relationships to find this talent.

Because IoT devices typically create a need to manage unprecedented volumes of data, and because the standards and infrastructure that support IoT devices are at an early stage, managers should take seriously the importance of improving their access to strong analytics capabilities.