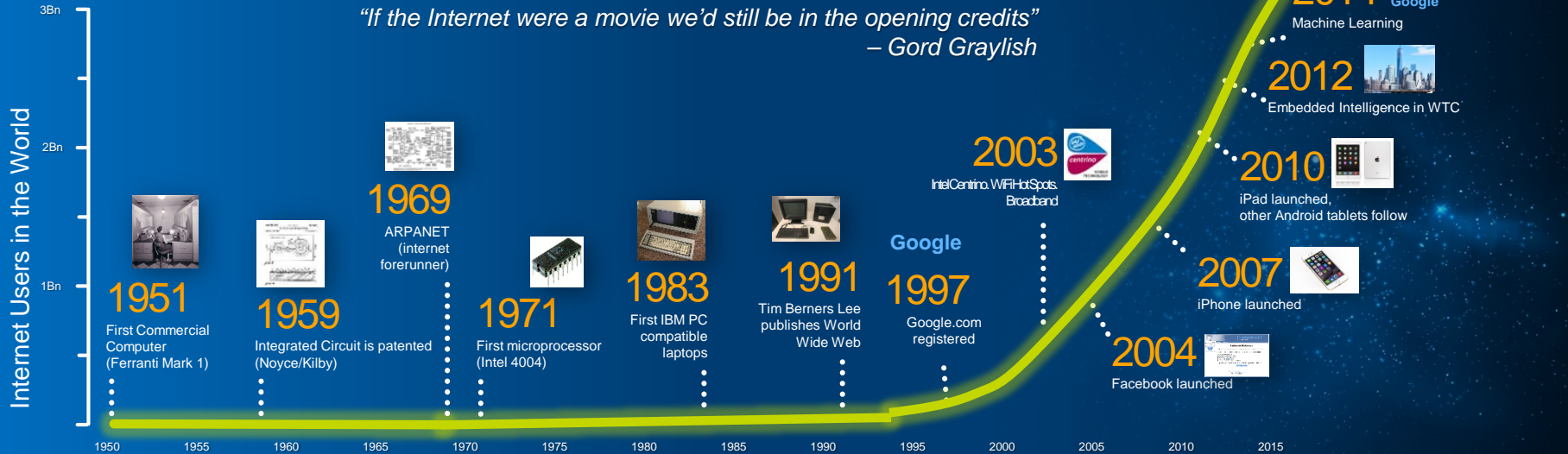




# MANAGED SERVICES ENTERPRISE SOLUTIONS

**Rick Lisa**  
**Director, America's IOT**  
**Marketing**

# Every 100-150 Years We Hit an Accelerated Innovation Wave



Rise of the Connected, "as a Service" World Disrupts Entire Industries  
...yet, 85% of the Worlds Population are Still Unconnected

Source: Internetlivestats.com; Intel 4004 photo: Hellisp / Wikipedia; Compaq portable photo: Geni / Wikipedia; iPad photo: mama\_mia / Shutterstock.com; iPhone photo: Zeynep Demir / Shutterstock.com

# Intel Strategy



“Our strategy is to make Intel the driving force of the data revolution across every technology and every industry.

***We are a DATA company.***

The businesses we focus on, and deliver solutions to, create, use and analyze massive amounts of data.”

# IOT INDUSTRY TRANSITION → DRIVING DISRUPTION

## GLOBAL IMPACT



CHINA 2025 & AV ROADMAP



SOUTH KOREA \$60B+ INVESTMENT IN AV

## M&A

HYPERACTIVE AROUND IOT



## TECHNOLOGIES

AI/ML/DL  
NEXT GEN COMMS - 5G  
EDGE/FOG COMPUTING  
PERVASIVE SECURITY  
WORKLOAD CONSOLIDATION  
VIDEO

30 BILLION<sup>1</sup>

~\$6T ECONOMIC IMPACT<sup>2</sup>

1) Intel/IHS  
2) AT Keaney

# LEARNINGS IN EXECUTION - the 4P's of IOT (PLUS IT)

Talking with Corporate and Commercial entities led to new approaches

- Cross Enterprise approach looking at all applications across the business
- Building on Market Ready Solutions



# AMERICA'S LEADS THE WAY WITH IOT

## ONLY 6% NOT IMPLEMENTING IOT CURRENTLY



Figure 3. Which best describes the state of development of the IoT in your company? (By region)

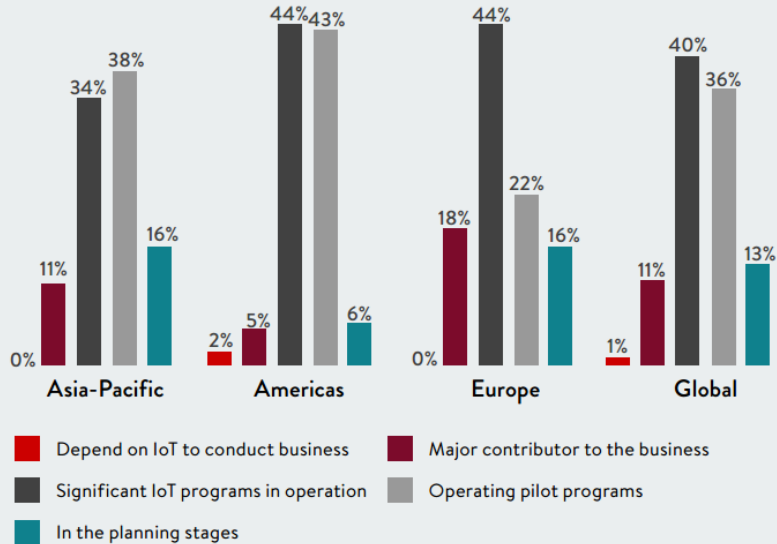


Figure 11. Our company's IoT strategy is managed at the enterprise level. (Successful companies)

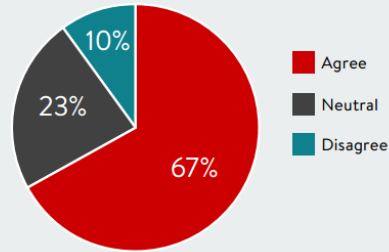
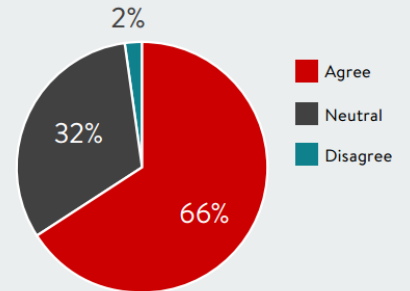


Figure 12. Our IoT strategy has been to learn from small projects and then move on to larger ones. (Successful companies)



# It IS already happening... across all industries



Figure 4. Which best describes the state of development of the IoT in your company? (By industry)

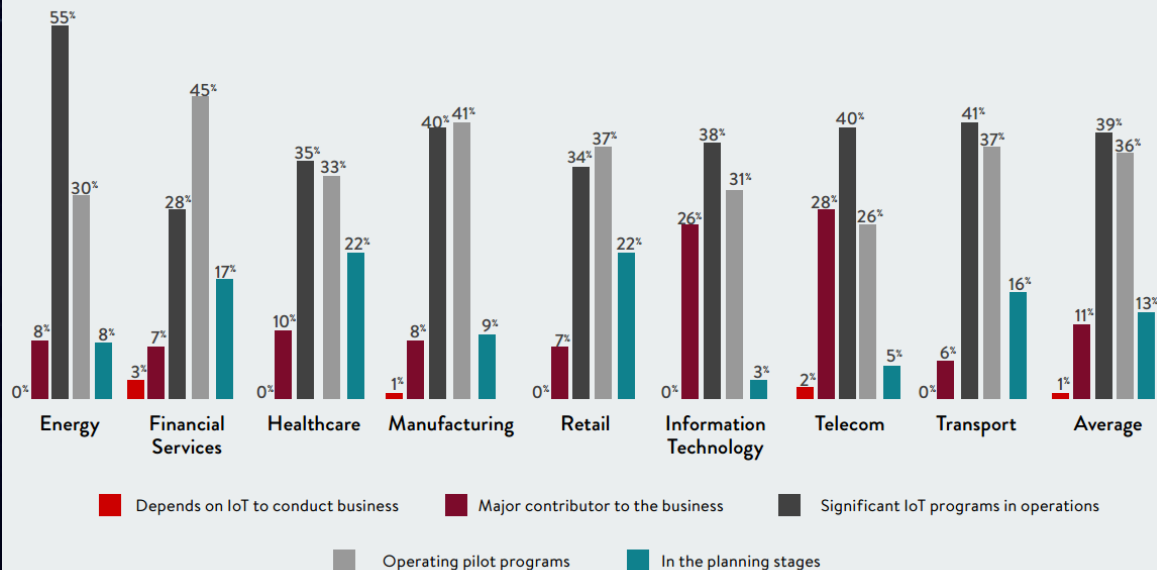
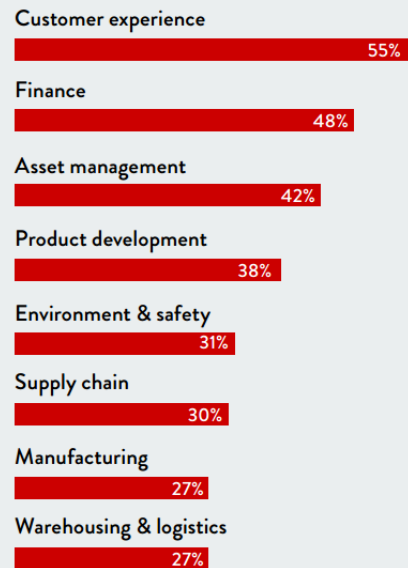
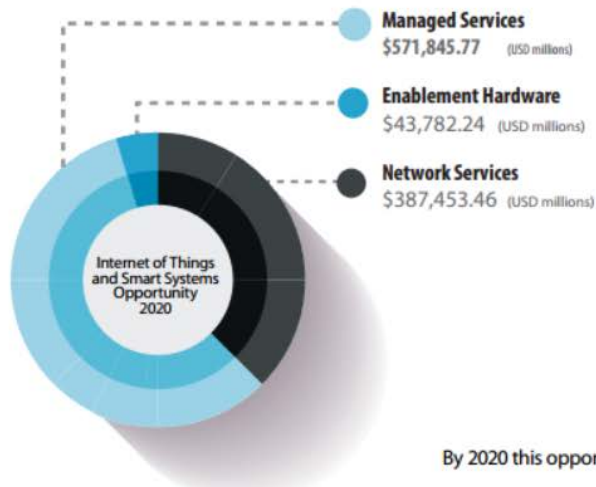
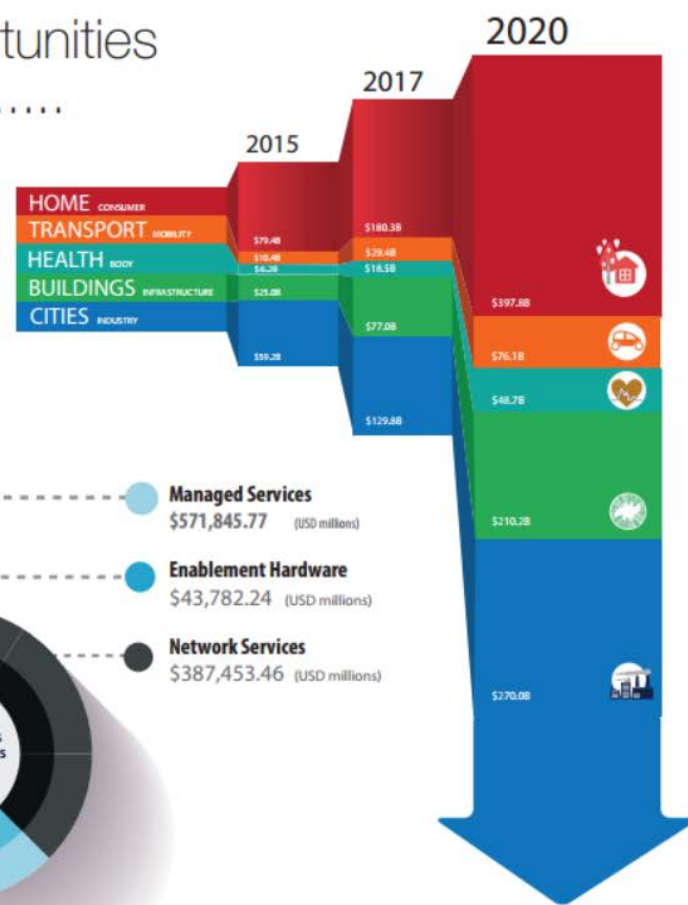


Figure 5. To what extent is your company prioritizing the IoT across the following functions?



smart systems and services opportunities are enormous in scale and scope .....

smart connected systems spending is likely to grow to a scale that is larger than all previous generations of IT and Network spending



By 2020 this opportunity will grow to more than **>\$1 Trillion**



# 3 PHASES OF SMART INFRASTRUCTURE



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CONNECTED

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---

SMART

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AUTONOMOUS

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# Intel® IoT market ready solutions

**Making it easier for businesses to realize value from IoT**

# Validated through a rigorous verification process



**Intel's Market Ready Solutions Initiative Team verifies each end to end solution against 28 rigorous criteria including...**

- Deliverable through one provider
- Commercially deployed in market & repeatable at scale
- Support for business insights
- Demonstrated value in a customer environment
- Built on **Intel** IoT Technologies



# The Intel® IoT Market Ready Solution portfolio includes solutions across industries



Retail



Smart Manufacturing



Healthcare



Video



Smart Buildings



Smart Cities



Smart Transportation

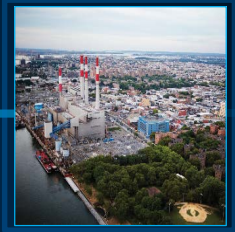


Energy

# KMC Commander\*



Energy



Offers cutting-edge integration, analytics, and visualization technology with an advanced IoT platform for enterprise-level asset monitoring, automation, and control



**A school in Canada** reduced energy consumption, improved student performance, and provided access to building health and performance analytics via mobile apps and educational kiosk dashboards<sup>1</sup>

**A high-rise condo complex** provided automated email alarms for system errors and contacted different sets of people based on the degree of error tracked by the system

1. Intel, [An Open, Secure, and Scalable Smart Building Solution That Is Easy to Deploy](#), 2015
2. KMC Commander, KMC Commander Booth Presentation - September 2017 new.ppt, 2017

