



IoT Week Bilbao 2018

4-7 JUNE 2018, BILBAO (SPAIN)
EUSKALDUNA CONFERENCE CENTRE

IOT WEEK 2018 OPENING PLENARY SESSION

Industrial Internet of Things

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IoT  Forum



IoT's FORECASTS

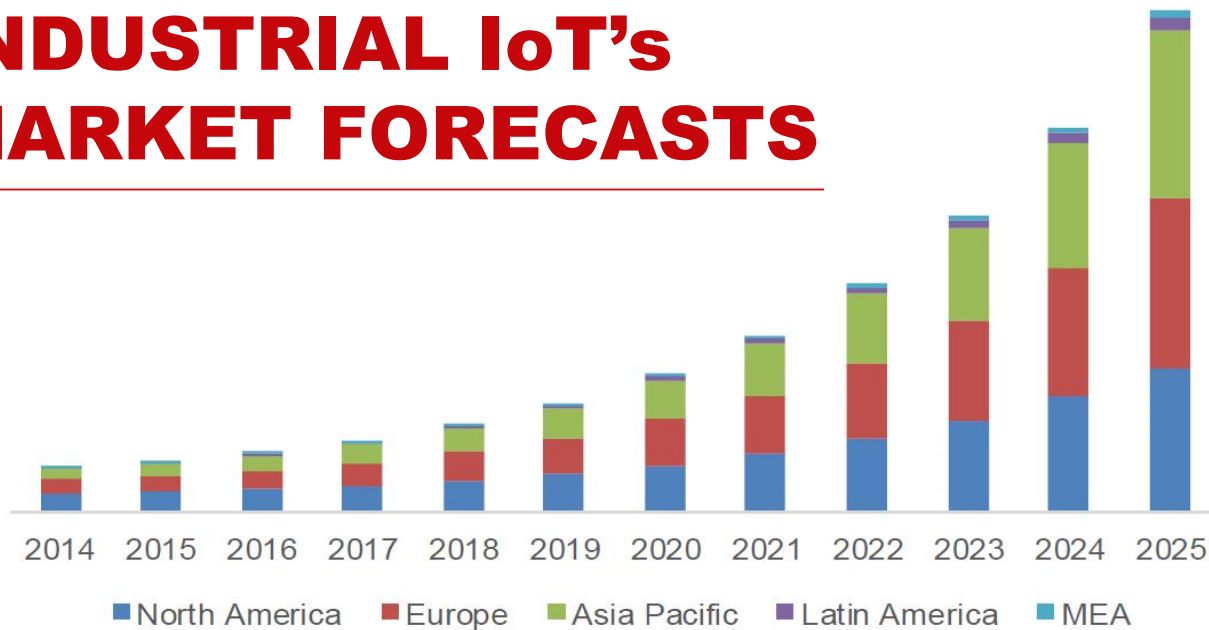
2017: 9 billion IoT devices
2025: 55 billion IoT devices

There will be nearly **\$15 trillion**
in aggregate IoT **investment**
between 2017 and 2025

Companies' plans to invest in IoT
solutions are accelerating

Source:
The Internet of things 2018 Report - Business Insider

INDUSTRIAL IoT's MARKET FORECASTS



Source: Industrial
internet of things
Market. Gran View
Research 2017

The global industrial IoT market is expected to reach
USD 933.62 billion by 2025

WHY DO INDUSTRIAL COMPANIES HAVE TO CHANGE INTO DIGITAL COMPANIES?

NOT JUST BECAUSE OF TECHNOLOGY, BUT BECAUSE
THE CUSTOMER HAS ALREADY CHANGED

THE NEW CONSUMER DEMANDS:

100 % personalized products. **Hyper Personalized products**

Speed. Real time. NOW!

Maximum value for their money

Changing from products to services. From buying a car to using a car

IT IS MANDATORY FOR COMPANIES TO CHANGE TO FACE THESE CHALLENGES:

Produce smaller batch sizes

Shorten time to market

Maximize operational efficiency

Servitize products



BARRIERS FOR THE IIoT ADOPTION BY INDUSTRIAL COMPANIES

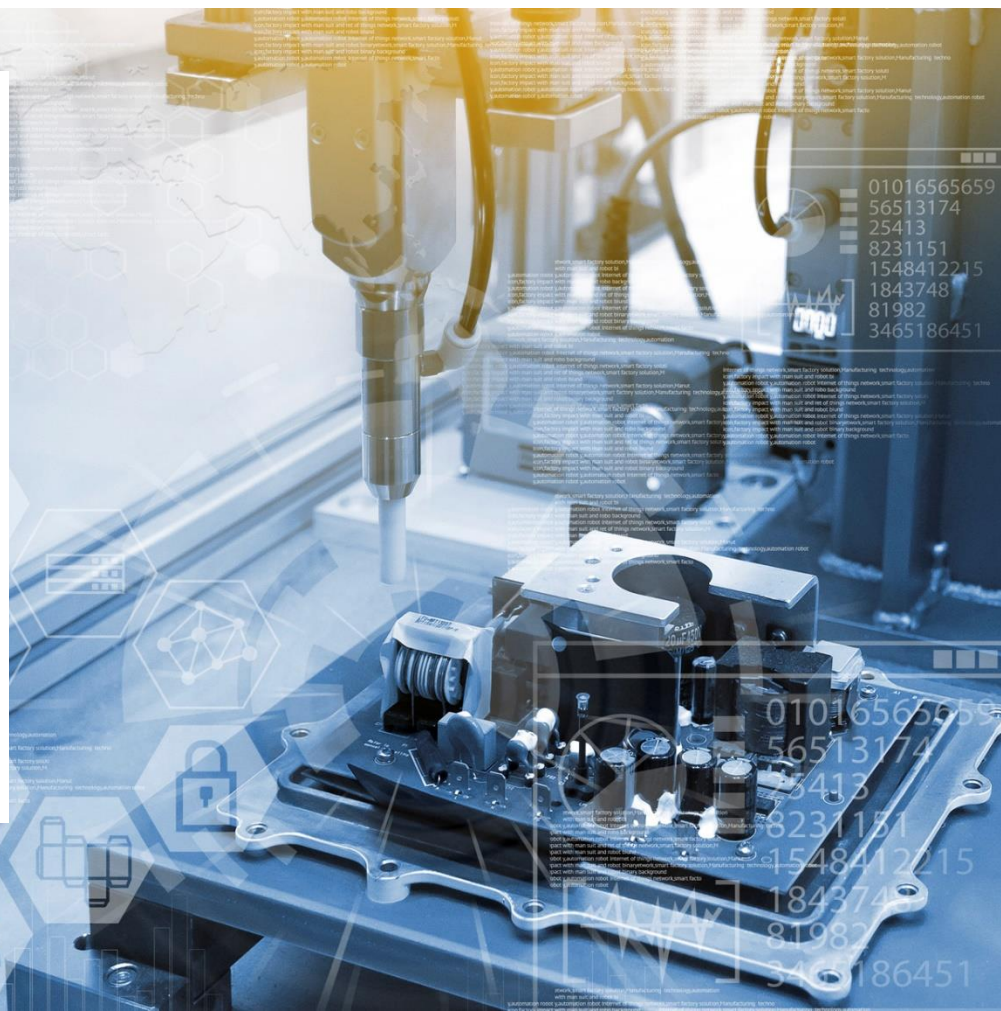
Information Technology is not enough

Conservative culture on Operational Technology (OT)

Need to clarify business benefits, ROI models to be adapted

Concerns about scalability of the solution, who will be the winners

Security concerns



CHALLENGES

Combine IT with domain knowledge

Real Time CPS

IoT Platforms / Interoperability / Standards

Security / Safety

Privacy / Trust

During this IoT Week Conference many challenges and questions will be posed.

**AND HERE IS WHERE WE
WILL FIND ALL THE
ANSWERS**

IOT WEEK 2018 BILBAO IS THE PLACE WHERE THE
EXPERTS MEET, AND THE FUTURE IS CRAFTED



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