

IoT Week Bilbao 2018

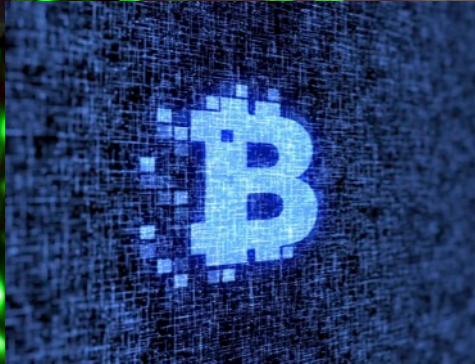
Novel Business Models for Smart Cities

Ajith Balakumar
Forthcode Technologies

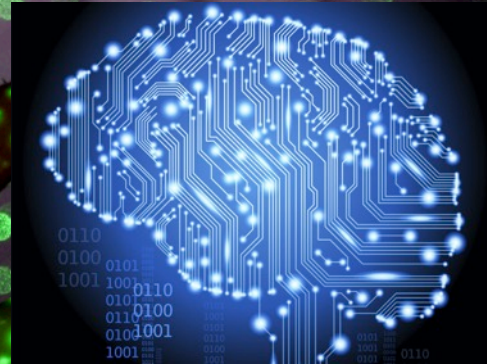
Catalysts : Change in Business Models



Internet of Things



Blockchain



Deep Learning

Can existing stakeholders control the business ?

ORACLE®

 Microsoft

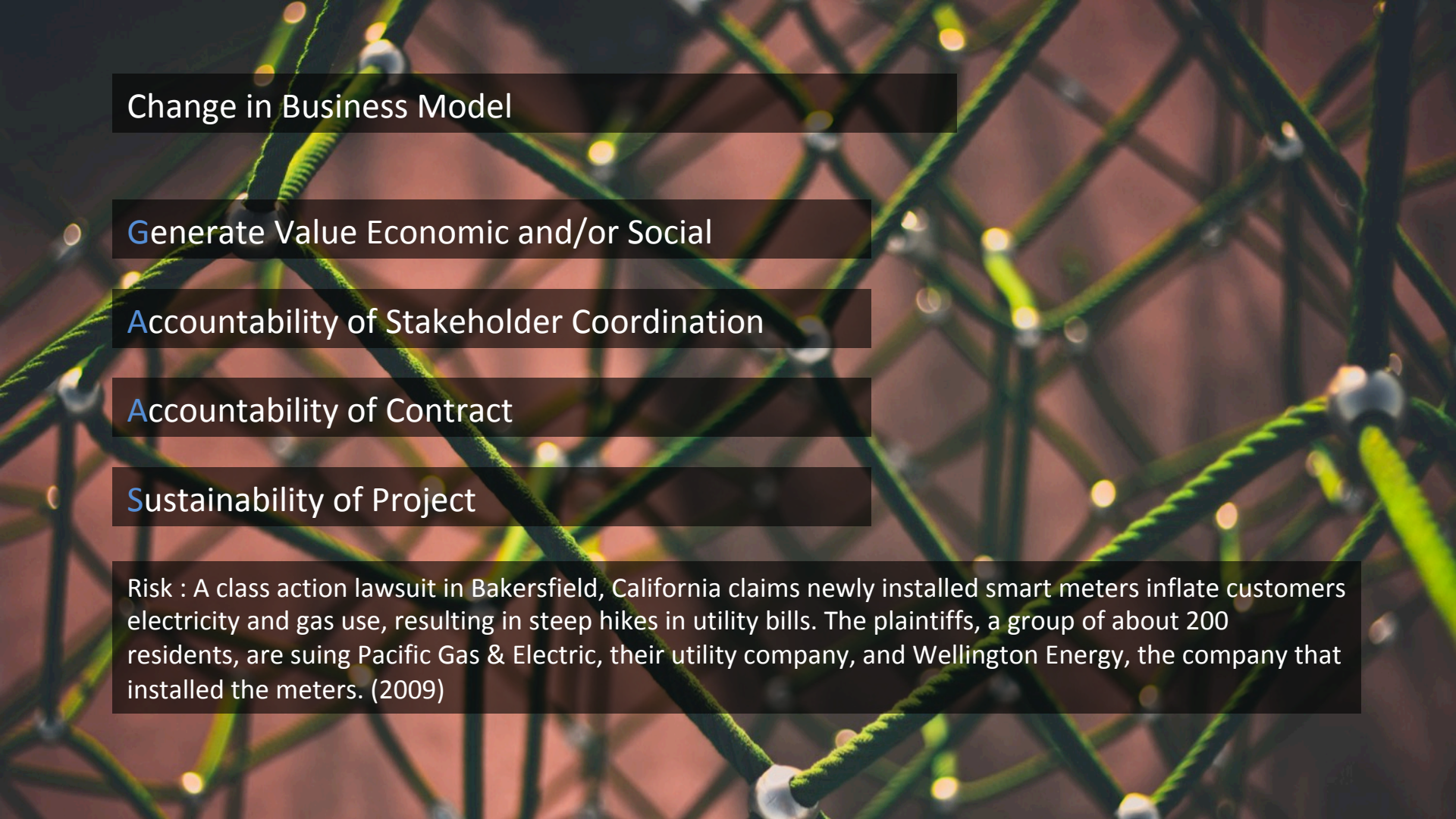
 airbnb


U B E R

NETFLIX

Existing Stakeholders to adopt new
business models

New Stakeholders with new business
models



Change in Business Model

Generate Value Economic and/or Social

Accountability of Stakeholder Coordination

Accountability of Contract

Sustainability of Project

Risk : A class action lawsuit in Bakersfield, California claims newly installed smart meters inflate customers electricity and gas use, resulting in steep hikes in utility bills. The plaintiffs, a group of about 200 residents, are suing Pacific Gas & Electric, their utility company, and Wellington Energy, the company that installed the meters. (2009)

GAAS in Street Light Project

G (E) – Savings in Energy, Maintenance cost

G(S) – improve quality of service, Safety

A(i) – Improved information flow between govt, citizen, Product owner, and Maintenance company for better collaboration.

A(ii) – Performance based billing, Real-time data analytics.

S – Visibility of lifetime Cost of operation and responsibility of stakeholders





Thank you

Ajith Balakumar

ajith@forthcode.com

forthc<>de