



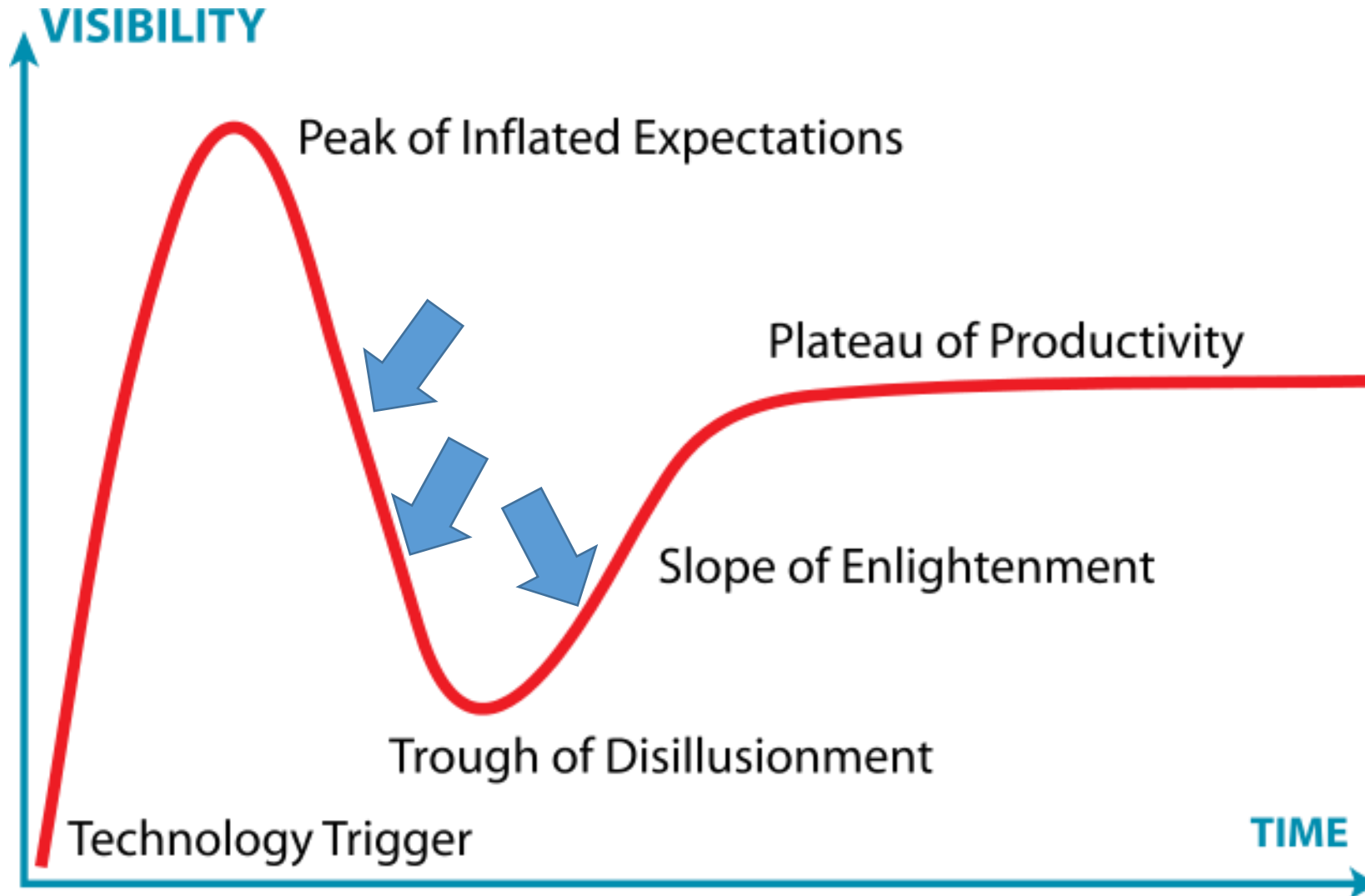
Approaching Industry Segments

Stephen J. Mellor
CTO, IIC



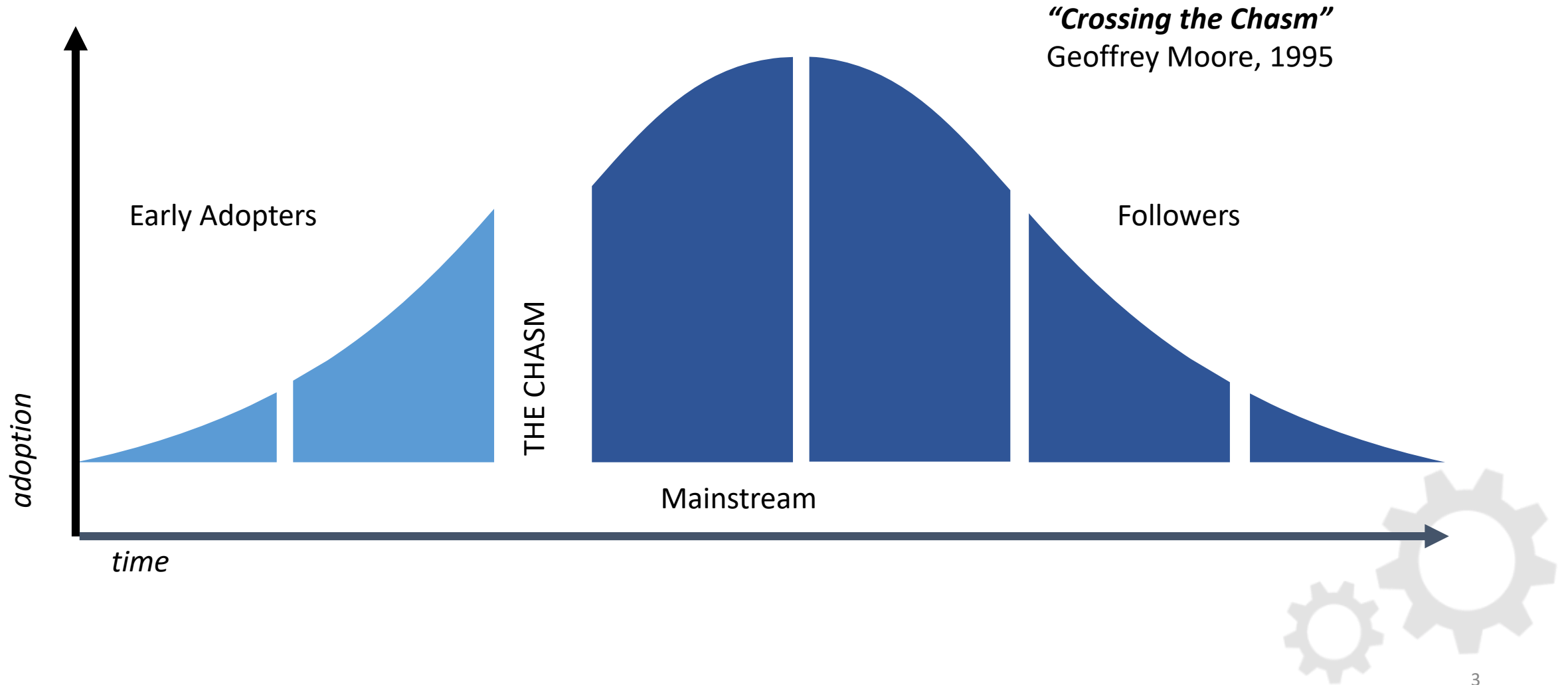


Every Industry and Company is at a Different Stage





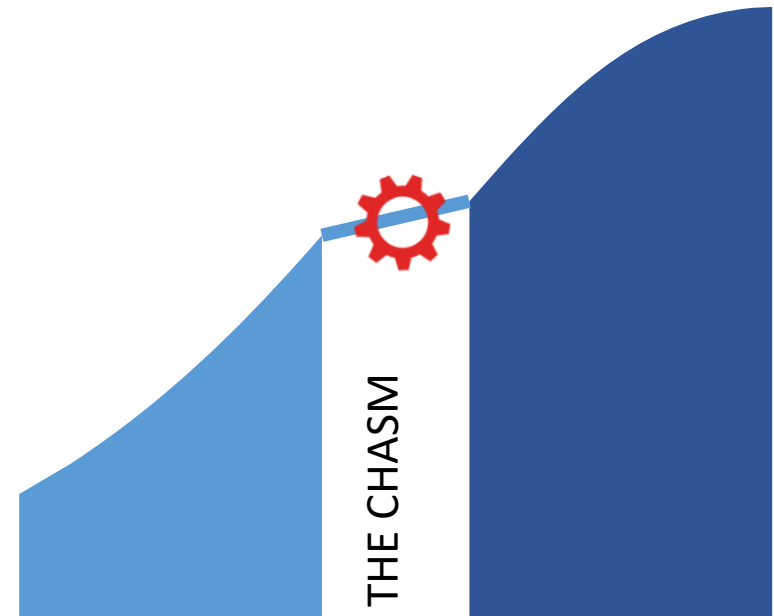
Crossing the Chasm





Each vertical needs help crossing the chasm

- Establish an Industry Leadership Council
- Publicize Industry Connect Program
- Move into the Accelerator Program
 - Challenges
 - Test drives
 - Testbeds



Industry Leadership Council

Join industry experts, strategists and system architects to address IIoT issues.

- Identify and address industry-wide issues
- Define industry vision
- Drive IIoT adoption
- Influence best practices
- Facilitate end-user access to technology experts
- Receive early notification of opportunities

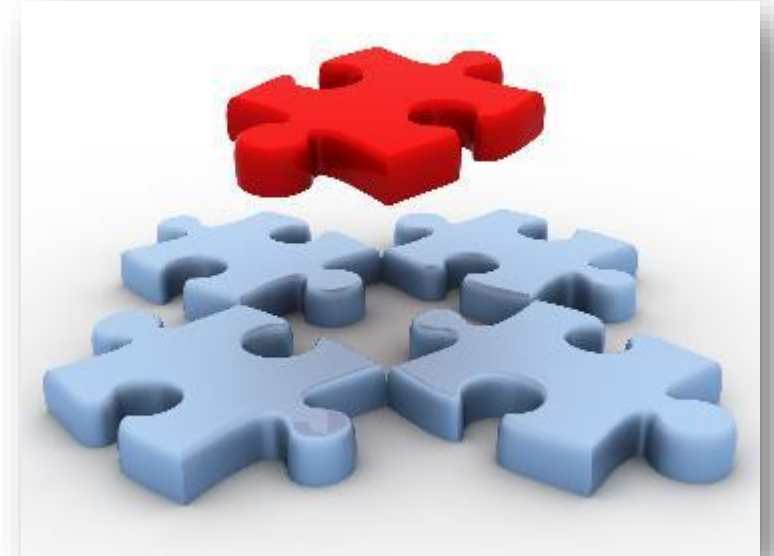
(www.iconsortium.org/industry-leadership-council.htm)



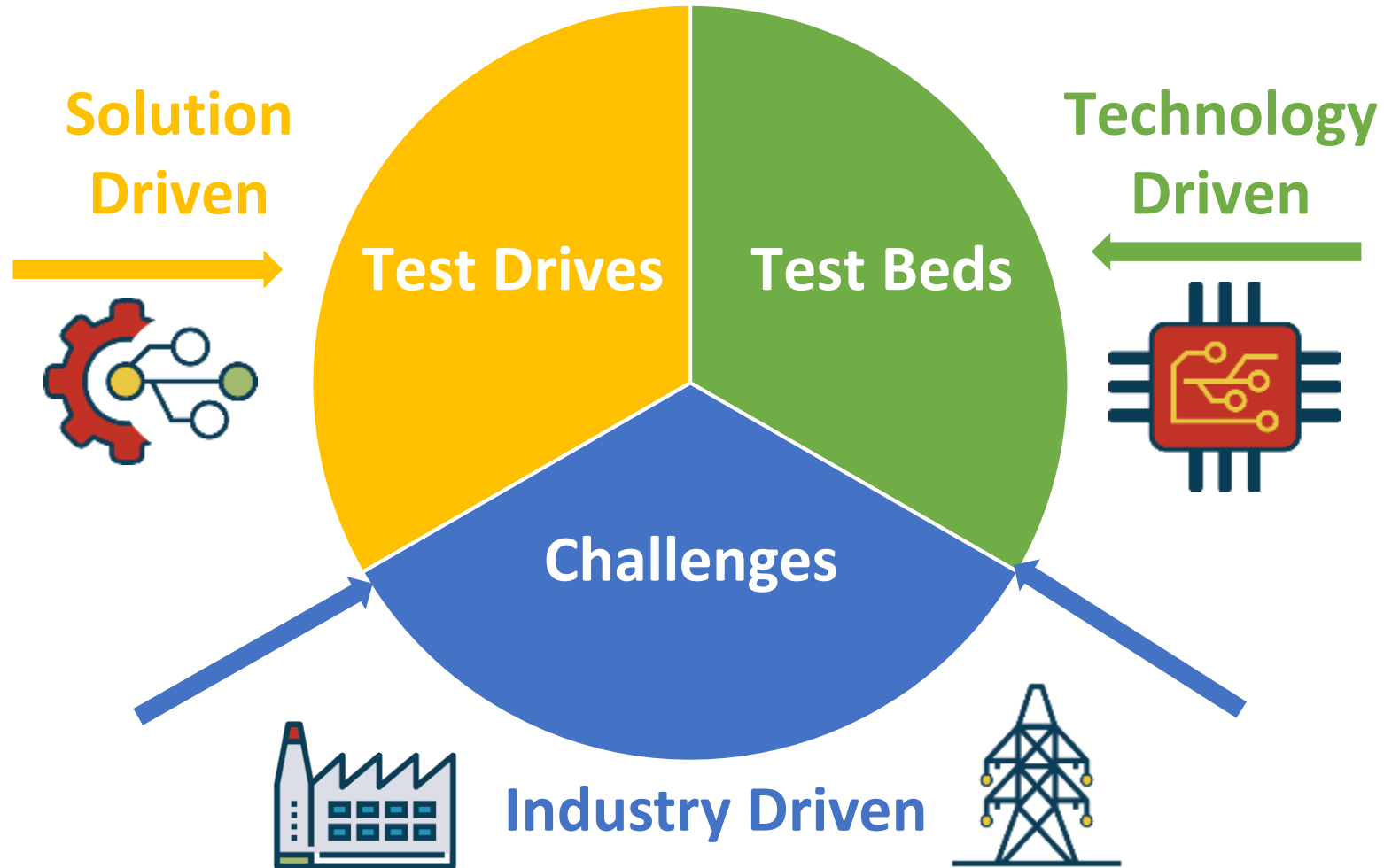


Industry Connect Program

- Facilitated services that provide direct benefits to companies
- Assist companies to develop and scale projects as well as define requirements important to their industry
- Offer our members the opportunity to build solutions that have direct impact in technology user environments
- Requirements and needs from technology users will direct further development of advanced and emerging technologies



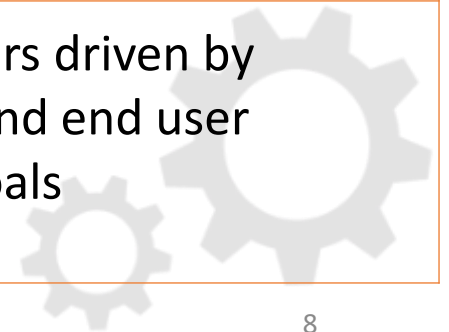
Accelerator Program





IIC Accelerator Program

	Test Drives	Challenges	Testbeds
Focus	Solution adoption	Co-innovation + GTM	Technology development
Summary	Existing solution blueprints are leveraged for fast evaluation as pilot with end customers in the context of a specific use case.	Jointly developed solution to pain points and use cases identified by end users. Winning proposals piloted with end users. Joint GTM after successful pilot.	Emerging technology focused R&D project. Controlled experimentation platform.
Typical Duration	3-6 months	6-9 months	1-3 years
Participants	End users who test drive solutions from IIC members	End users, technology sponsors, contestants (start-ups, system integrators)	IIC members driven by business and end user focused goals





Technology Users Need Resources and Testing Options

ISSUES

Shifting Customer and Market Requirements

Explosive Growth of Connected Data Types

Overwhelming Data Analytics

Persistent Trustworthiness Concerns

Evolving Sensor-Driven Technology

How to develop interoperable and scalable solutions to transform?



DIGITAL TRANSFORMATION

Product Innovation

Increased Agility

Mitigated Risk

Operational Efficiency

Reduced Cost

Increased Productivity

New Business Models

New Partnership Models

New Revenue Streams



Path from Today's Challenges to Digital Transformation

ISSUES

- Shifting Customer and Market Requirements
- Explosive Growth of Connected Data Types
- Overwhelming Data Analytics
- Persistent Trustworthiness Concerns
- Evolving Sensor-Driven Technology

IIC RESOURCES

- Accelerator Program**
 - *Challenges*
 - *Testbeds*
 - *Test Drives*
- Toolbox**
 - *Assessments*
- Foundation**
 - *Frameworks*
 - *Architecture*
 - *Best Practices*
- Community**
 - *Ecosystem*
 - *Industry Councils*

DIGITAL TRANSFORMATION

- Product Innovation
- Increased Agility
- Mitigated Risk
- Operational Efficiency
- Reduced Cost
- Increased Productivity
- New Business Models
- New Partnership Models
- New Revenue Streams



4th Smart Factory Expo – IIC Member Pavilion

12-14 February, 2020

Tokyo, Japan – Venue: Tokyo Big Sight

Japan's Largest Exhibition for Smart Factory Solutions

17,500 visitors to Smart Factory Expo

Additional 100,000 visitors to concurrent shows

www.sma-fac.jp

Concurrent shows:

[6th WEARABLE EXPO - Wearable Device & Technology Expo](#)

[RoboDEX - 4th Robot Development & Application Expo](#)





Thank you

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Things are coming together





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