

EVERYTHING

iOT

PROPELLING IOT INNOVATION

About Myself



Eitan Bienstock

Founder & CEO
Everything IoT



What is IoT about?



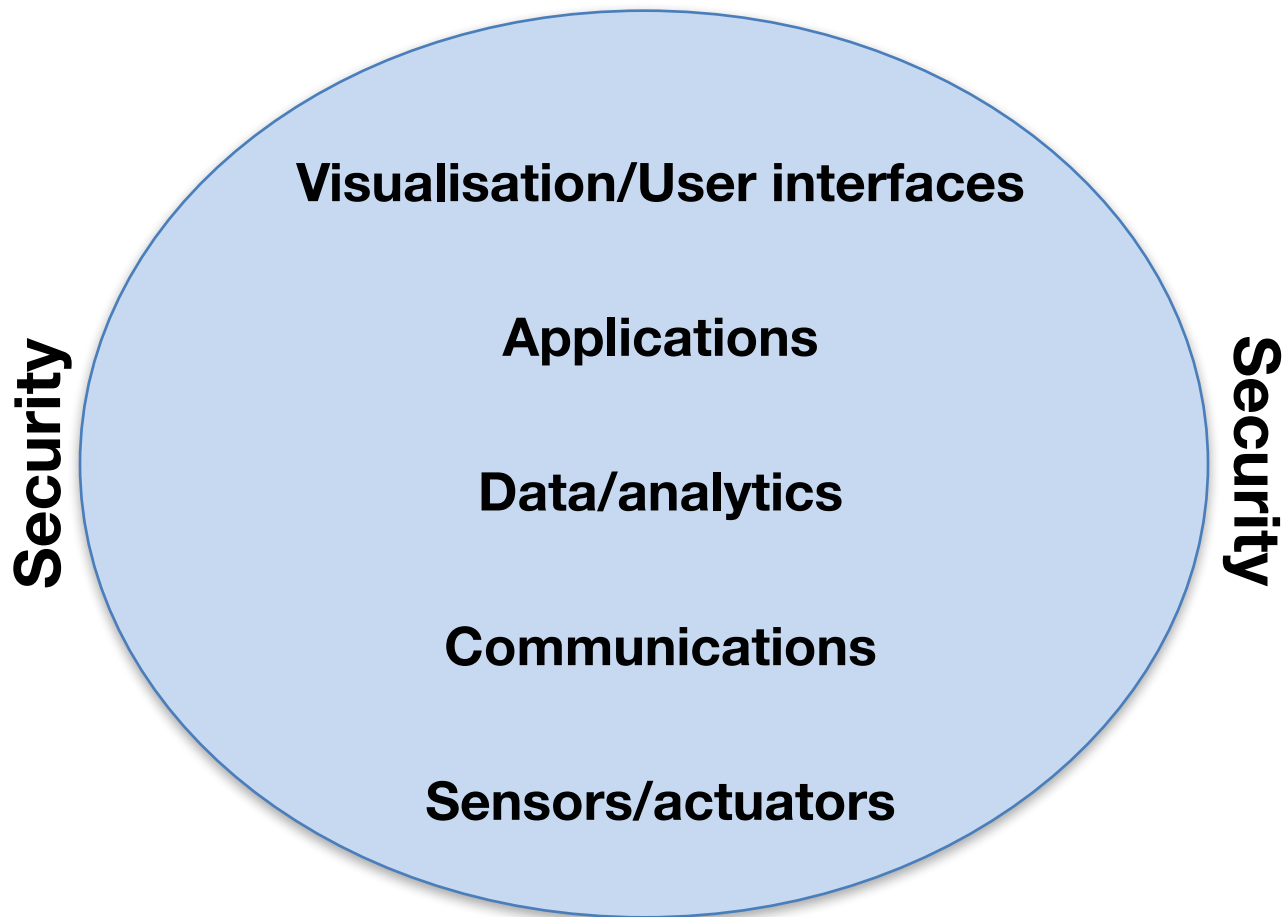
Instrumenting the physical world to digital

Collecting, transforming and sharing data

Using analytics to gain insights, find patterns

Predict performance, optimise Systems

Data-driven user assistance and process automation



Why now?



99%

Of things in
the world
are still not
connected



20x

Cost of sensors
In past 10 years



40x

Cost of bandwidth
In past 10 years



20x

Cost of processing
In past 10 years

1 Trillion
Connected
thing by
2035

Everything is Getting Smarter



Smarter Homes

There are a thousand use cases for Smart Homes. The challenge is where do you start? Which is the most important problem to solve and which one will have the greatest return? This goes far beyond coloured LEDs, webcams and remote door locks.



Smarter Aging

We're living longer but can we age smarter? The Internet of Things is driving a new found energy around Digital Health and helping people realise their desires to better manage their finances, stay healthy and live with freedom and dignity.



Smarter Agriculture

Smart sensor technology is enabling a vast array of innovation in agricultural which is driving operational efficiencies and greater yields.



Smarter Retail

From improved logistics to climate controlled clothing; from smart dressing rooms to interactive maps that know how to direct you to just the right special gift - smarter retail is a completely untapped market. Arguably IoT gives bricks & mortar retail a potent weapon to compete against digital only businesses.



Smarter Health & Wellbeing

We're living longer and have access to more health facilities than ever before. But public health is under massive funding and scaling pressure and US companies such as Fitbit, Jawbone and Apple have dominated the Consumer IoT space. But what's next and how will Australia play a role in the global challenges around health, ageing and wellbeing.



Smarter Cities & Logistics

How will IoT invent the future of Australian cities and the transport logistics that feed them? A great deal of research and trials have already been done in this sector - but it still seems long way off from everyday reality.

A Very Busy Space...

Internet of Things Landscape 2016

Applications (Verticals)

Personal Wearables Apple WATCH, Samsung Gear2, Pebble, Moto G, LG, Huawei, Fitbit, Jawbone, CAEDEN, MOTTIV, Toxtronics, Orion, Jewebots, nymi, RINGBY	Home Automation Nest, LIFX, Honeywell, Philips Hue, Sylvania, GE, Tado, Keen, Savant, iControl, Ecobee, Insteon, Vera, Prodecio, Ninjablocks, Fluant, Nexia, Zonoff, Olutron, Orvis, Leviton, Somfy, Evercam, iO, Locktron, Scout24	Vehicles Automobility, Waze, Inrix, Streetline, Dash, Zscie, Navdy, Automatic, Vinli, Airgility, OpenXC	Enterprise Healthcare Stanley, Augmedix, Versus, Micio, Vitalconnect, Navioson, Omim, Senseonics, Ferrous, Vivify, Airstrip, Sotera, Biocore, Biosense, Teletracking, Pristine, Vitalpoint, Biometrics, Telecard, Frigate, Pristine, Vitalpoint	Industrial Internet Machines Caterpillar, Siemens, Bosch
Fitness Jawbone, Fitbit, Tomtom, Garmin, Nike, Misfit, Basis, MyFitnessPal, Microsoft Band, ATLAS, MapmyFitness, RunKeeper, Lululemon, Amigo, LifeBeam, Athos, Lark, SenSonia, Whoop, Striv	Hubs Nest, Insteon, Iris, Bosch, SmartThings, Connect, iRule, Control, IFTTT, Vera, Prodecio, Ninjablocks, Fluant, Nexia, Zonoff	Autonomous Tesla, Daimler, Uber, Cruise, Quamergy, Delphi, Inpaviant, Peloton, Volvo	Retail RetailNext, Euclid, Theatro, Prism Skyline, Hibu, Cloudtags, Gimbal, Phunware, Nomi, Variable	Energy Schneider, Itron, Enlighted, StarCity, OS System, EnerNOC, Safety, Trilliant, Enovvia, E-on, Lucid, EnergyWavy, Hydro-Québec, Autogate, Energen, Enbridge
Health Quantus, Proteus, Gingerio, Health, EarlySense, Kethru, Vessly, Beddit, Winings, Kinsol, Telcar, Thync, Beam, Myo, MyoWare, MyoWare, MyoWare, MyoWare	Security August, Schlage, Kwikset, Dropcam, Canary, Vivint, Ring, Xovi, Evercam, iO, Locktron, Scout24, SecuriThings, CyberPlay, OWASP	UAVs DJI, Parrot, Airware, Lily, Skydio, SkyCatcher, Skydio, Vuzix, DroneDeploy, H4XO, DRL	Payments / Loyalty PayPal, Shopify, Square, Verifone, Payleven, Belly, Coin, Conflouze, Shopkeep, Ciright, LevelUp, Elfenfil	Supply Chain Fleetmatics, Impiry, Vilco, Omni, Skybitz, SMARTDRIVE, Telogis, AssetVox, Weft, TEGO, Zebra, Pricer, Pricer, RFP Controls
Entertainment Sonos, Razer, Doppler Labs, Narrative, Soundhawk, Electric, Objects, Neuronal, Normal	Family Nucleus, Iity, Halo, Good Night Lamp, Filip, Bellabeat, Menboby, Ovuline, Livescribe, Lily	Kitchen Lululemon, Nomi, Drop, iFTTT, Relatmo, Leo, Ambient, Birdi, Arava, Supermechanical, Brewbot, Innit, Serenit	Smart Office LogiM, Crestion, Kisi, Robin, Building, Xora, Eventboard	Robotics Amazon, iRobot, ABB, Clearpath, Harvest, Robotics, KUKA, Empire, Liquid Robotics, Tempo Automation, OpenRV
Sports Strava, Wilson, Babolat, Peloton, Zepp, Arcosis, Infomotion, XCON, Anki, iFTTT, Makies, Ubeo, Ubeo, Ubeo, Ubeo	Toys Anki, iFTTT, Makies, Ubeo, Ubeo, Ubeo, Ubeo	Pets Whistle Petnet, iFTTT, Serenit, Hachiko, Petcube	Smart Office LogiM, Crestion, Kisi, Robin, Building, Xora, Eventboard	Industrial Robotics Amazon, iRobot, ABB, Clearpath, Harvest, Robotics, KUKA, Empire, Liquid Robotics, Tempo Automation, OpenRV
Consumer Robotics iRobot, Rubik's, Hachiko, Petcube	Pets Whistle Petnet, iFTTT, Serenit, Hachiko, Petcube	Garden Edyn, iFTTT, Bitponics, AthenTek, iFTTT, TrackR	Smart Office LogiM, Crestion, Kisi, Robin, Building, Xora, Eventboard	Industrial Robotics Amazon, iRobot, ABB, Clearpath, Harvest, Robotics, KUKA, Empire, Liquid Robotics, Tempo Automation, OpenRV
Space Boeing, Blue Origin, SpaceX, Blue Origin, Blue Origin, Blue Origin	Sensing Relatmo, Leo, Ambient, Birdi, Arava, Supermechanical, Brewbot, Innit, Serenit	Trackers iFTTT, Serenit, Hachiko, Petcube	Smart Office LogiM, Crestion, Kisi, Robin, Building, Xora, Eventboard	Industrial Robotics Amazon, iRobot, ABB, Clearpath, Harvest, Robotics, KUKA, Empire, Liquid Robotics, Tempo Automation, OpenRV
Bicycles / Motorbikes GoPro, Skullly, Skylock	Space Boeing, Blue Origin, SpaceX, Blue Origin, Blue Origin, Blue Origin	Trackers iFTTT, Serenit, Hachiko, Petcube	Smart Office LogiM, Crestion, Kisi, Robin, Building, Xora, Eventboard	Industrial Robotics Amazon, iRobot, ABB, Clearpath, Harvest, Robotics, KUKA, Empire, Liquid Robotics, Tempo Automation, OpenRV

Platforms & Enablement (Horizontals)

Software Xively, Aveda, Jasper, Lemnery, Ayla Networks, ThingWorx, M2M, Wotio, Covisint, Autodesk, SecControl, Zatar, PubNub, Thingsquare, Bsquare, GreenWave, M2M, Wisilica, InnoPath, Machineshop, C3iot, Arraynet	Platforms Full Stack: Samsara, Eurotech, Predix, Telit Developer: Tesabee, Resin.io, Particle, theThings.io, NewAer Analytics: Splunk, Sumologic, SmartThings, Iobeam, Kaazing, Temporal, Uptake, Glassbeam Sensor Networks: Safecast, SST, MotionLoft	Connectivity Sigfox, Sierra, M2M, Filament, Aeris, Intamac, Skyream, Veniam, Kore, Senet, Adamant, Gemalto, Bastille, Inside, Mocana, Neura, Shodan, EsCrypt, SecuriThings, CyberPlay, OWASP	Interfaces Oculus, Vive, PlayStation VR, Gear VR, OSVR Augmented Reality: Microsoft HoloLens, Magic Leap, Epson, Paracosm, ZSpace, Vuzix, Nod, Emotiv, Leap, Amazon Alexa, Thalmic, Sixsense, IVEE, Rhythm, QTTI, API.AI	3D Project Tango, Intel RealSense, Matterport, Formlabs, Desktop Metal, Carbon, Shapeways, Sculpteo, Woodcoo
Hardware Processors / Chips Intel, Qualcomm, Toshiba, Atmel, ARM, NVIDIA, LG, Siemens, NP, Movidius	Software Cloud IBM Watson IoT Platform, Microsoft Azure, Amazon	Connectivity WiFi, Bluetooth, ZigBee, LoRa Alliance, MQTT, NFC, AMQP, M-Bus, OMA, MiWi, XIO, Thread, HART, EITX, DDS, RFID, CoAP, RuBee, 2G, 3G, 4G, LTE, 6LoWPAN, LWM2M, DDS, LiDAR	Telecom Verizon, AT&T, Sprint, Airtel, Telefonica	Content / Design Sketchfab, Thingiverse, GrabCAD, Autodesk, Body Labs, Floored
Sensors National Instruments, Libelium, Psிக்க, Qaltré, MEMS, Valen, Bell, Petasense, Xerify, Skyetek, Mcube, Moco, ThingMagic	Mobile OS iOS, Android, Brillo, BlackBerry	Partners Amazon, Walmart, Best Buy, Target, Louie's, BOLT	Telecom Verizon, AT&T, Sprint, Airtel, Telefonica	Manufacturing Foxconn, Flex, Jabil, Pegatron, Benchmark, Celestica
Parts / Kits Arduino, Raspberry Pi, Octopart, Adafruit	Charging UBeam, Humavox, Witricity, AMPY	Partners Amazon, Walmart, Best Buy, Target, Louie's, BOLT	Telecom Verizon, AT&T, Sprint, Airtel, Telefonica	Funding Kickstarter, AngelList

Building Blocks

Hardware Processors / Chips Intel, Qualcomm, Toshiba, Atmel, ARM, NVIDIA, LG, Siemens, NP, Movidius	Software Cloud IBM Watson IoT Platform, Microsoft Azure, Amazon	Connectivity WiFi, Bluetooth, ZigBee, LoRa Alliance, MQTT, NFC, AMQP, M-Bus, OMA, MiWi, XIO, Thread, HART, EITX, DDS, RFID, CoAP, RuBee, 2G, 3G, 4G, LTE, 6LoWPAN, LWM2M, DDS, LiDAR	Telecom Verizon, AT&T, Sprint, Airtel, Telefonica	Consultants / Services ID EO, Dragon Innovation, Mesh Systems, PTC, Bach, RGA, MakeMy, Altix, 8	Partners Amazon, Walmart, Best Buy, Target, Louie's, BOLT
Sensors National Instruments, Libelium, Psிக்க, Qaltré, MEMS, Valen, Bell, Petasense, Xerify, Skyetek, Mcube, Moco, ThingMagic	Mobile OS iOS, Android, Brillo, BlackBerry	Partners Amazon, Walmart, Best Buy, Target, Louie's, BOLT	Telecom Verizon, AT&T, Sprint, Airtel, Telefonica	Manufacturing Foxconn, Flex, Jabil, Pegatron, Benchmark, Celestica	Funding Kickstarter, AngelList
Parts / Kits Arduino, Raspberry Pi, Octopart, Adafruit	Charging UBeam, Humavox, Witricity, AMPY	Partners Amazon, Walmart, Best Buy, Target, Louie's, BOLT	Telecom Verizon, AT&T, Sprint, Airtel, Telefonica	Manufacturing Foxconn, Flex, Jabil, Pegatron, Benchmark, Celestica	Funding Kickstarter, AngelList

Australian Startup Examples

Australian IoT Startups

Created by:



Wearables

catapult.

INAMO

SMASH
WINDUP KICKER SPRING

FORCITE

EMOTIV

WE:EX

Connected Car & Fleet

NEWIE VENTURES

seeingmachines

CONNEXION GOFAR

Connected Home & Smart Buildings

LIFX **OOMI** **xped**

senseagent **digitalkeys**

QUANTIFY

JACK.IO **HOMEROY**

Industrial IoT

MOVUS

eHat.
DASH & SHOT

DaintreeNetworks

Smart Utilities & Energy

SWITCH
AUTOMATED

Eddy.
BY HUBDAPT

wattcort

pooled energy

carbonTRACK
INTELLIGENT ENERGY MANAGEMENT

wattwatchers
DIGITAL ENERGY

Agricultural IoT, Remote Sensors

THE YIELD

ovass

OBSERVANT™

LXGROUP

FarmBot

idroplan

AGERSENS

UAV/Drone

SMART FARM
INTEGRATED AGRICULTURE

Flirtey

propeller

SKYBORNE

HIVE
UAV

DRONE
G

ROAME
FLYING SELFIES

Healthcare

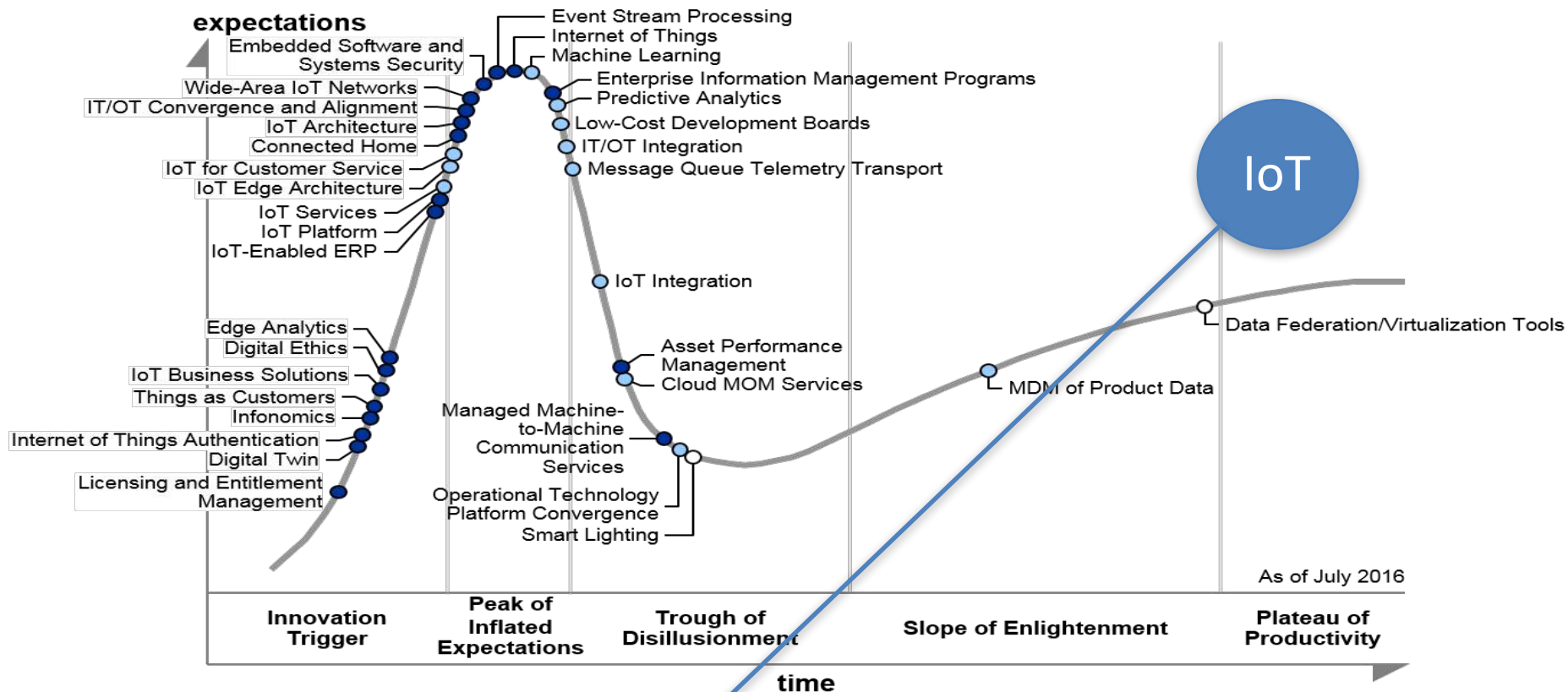
mCareWatch

IoT Platforms

levalux **thinextra**

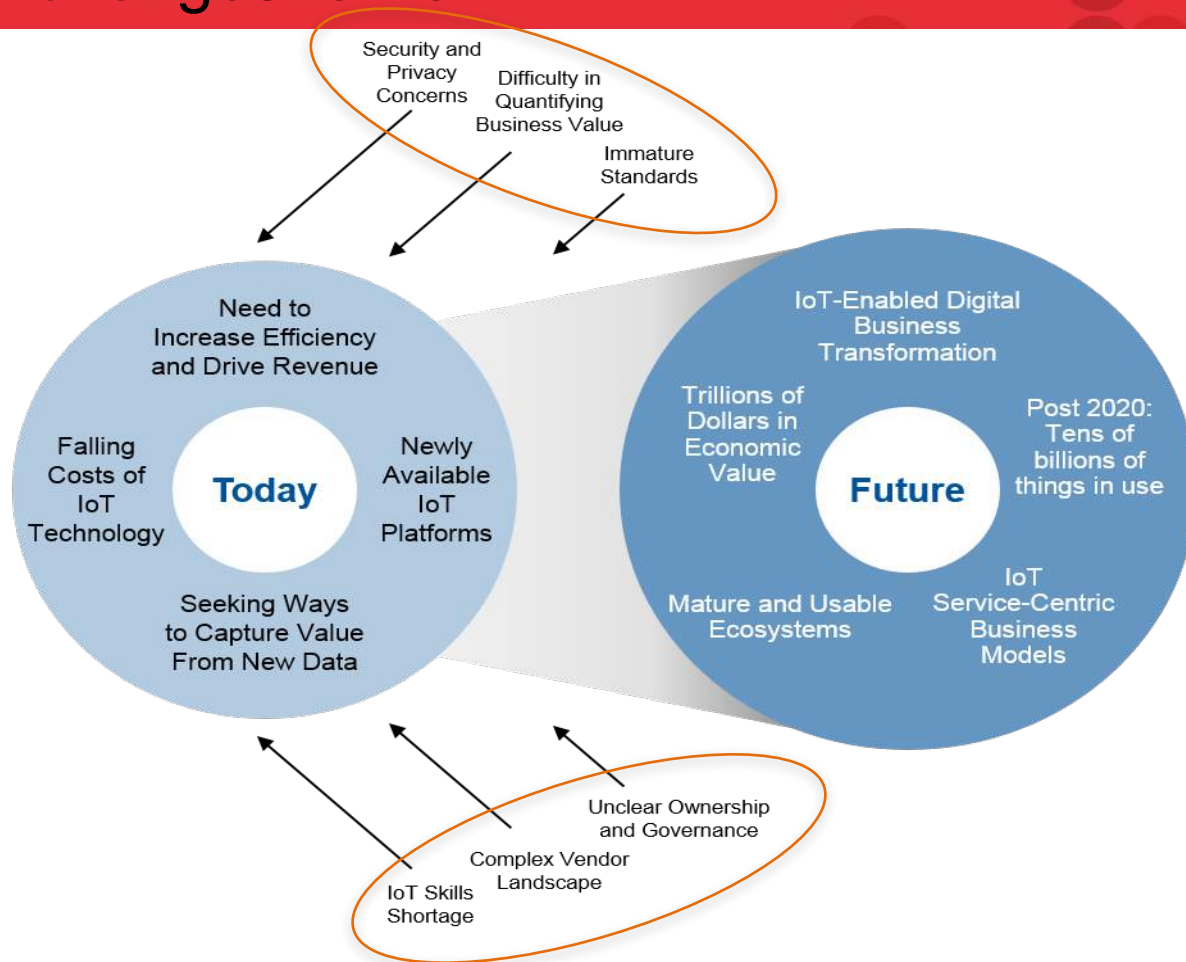
MESHED

The Hype Cycle for IoT



Source: Gartner (July 2016)

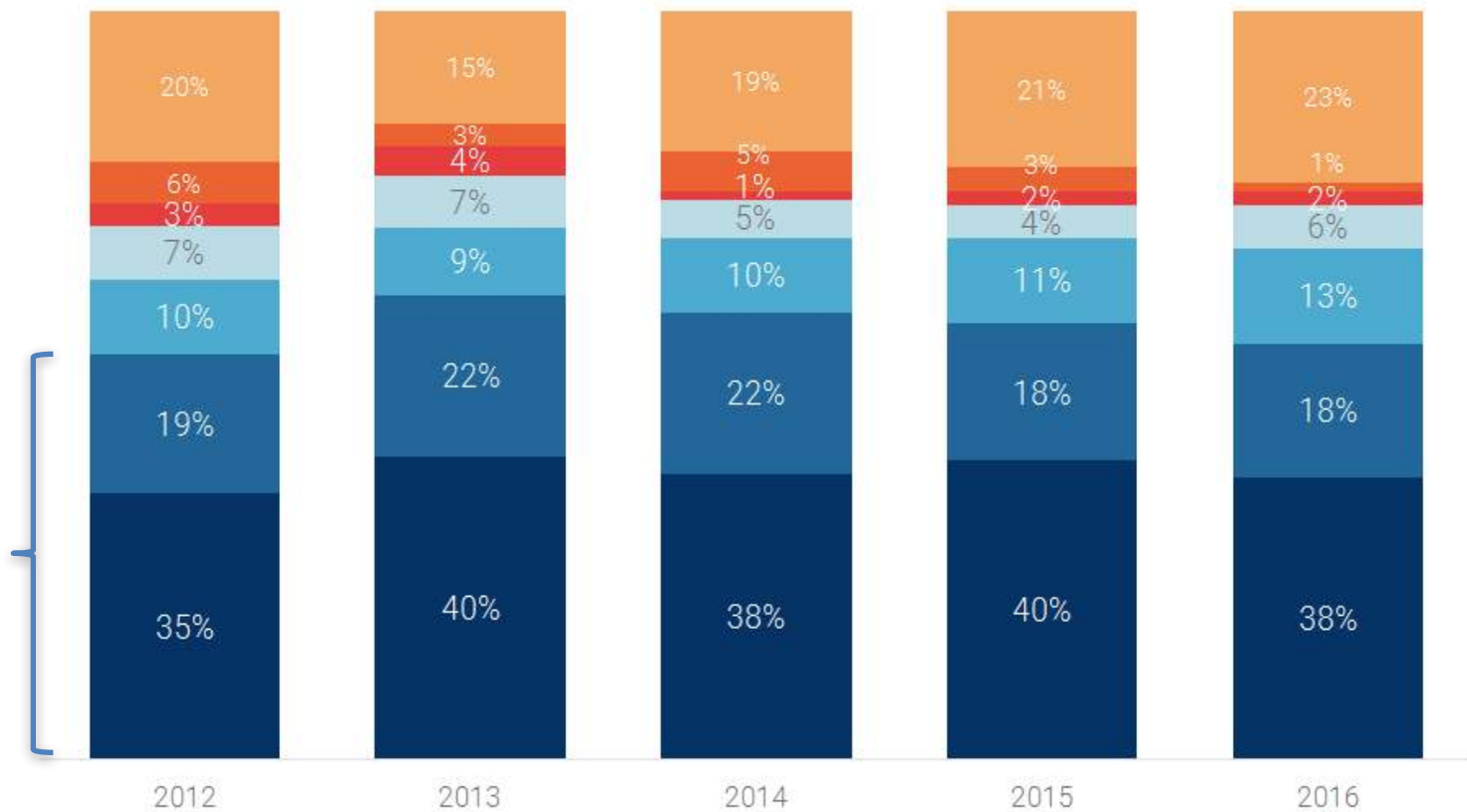
Current Challenges for IoT



IoT Global Deal Share



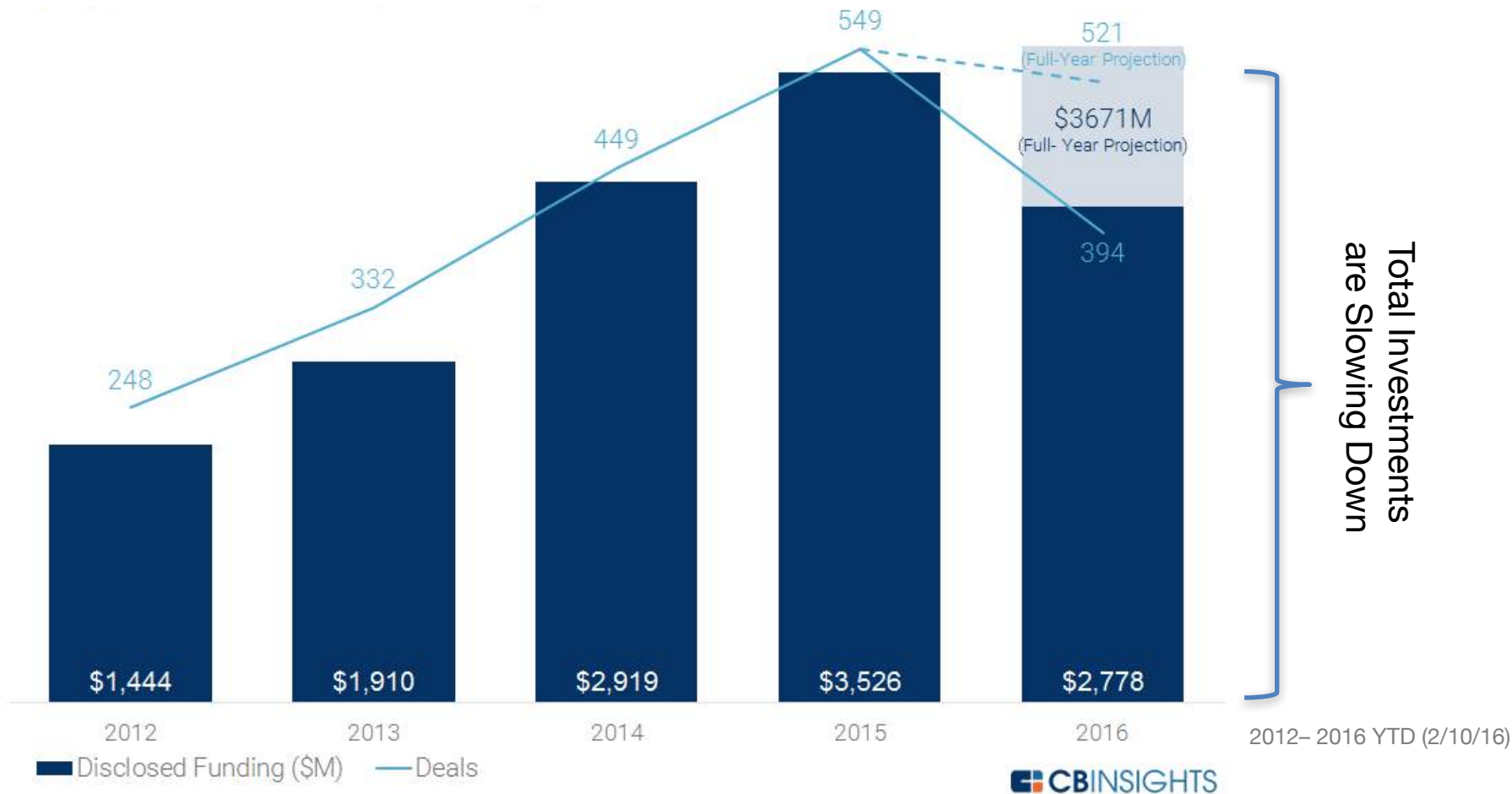
Majority of deals are still early stage



Seed/Angel Series A Series B Series C Series D Series E+ Other

2012-2016 YTD (2/10/16)

IoT Annual Global Financing History



Propelling IoT Innovation



- Everything IoT mission is to **accelerate and propel IoT Innovation** through close collaboration between leading corporates and innovative startups. Through series of highly focused **events** and IoT support programs, we bring together Corporates, Startups, Government, Universities and Investors in areas such as data security, smart cities/transport, agriculture technology and healthcare. We cover both Industrial and consumer IoT. We operate in **Australia, Israel and Singapore**. Since October 2015 we run five highly successful events introducing dozen of IoT startups. Our partners include world leaders such as: **Intel, Cisco, Microsoft, Amazon Web Services, Telstra, KPMG, Commonwealth Bank, CSIRO/Data61, University Technology Sydney** and others.

Welcome to

EVERY
THING **IoT**

**DATA SECURITY
FORUM**

9 March 2016

“Data Analytics meets Cyber Security”



Welcome to

EVERY
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**SMART CITIES
FORUM**

12 May 2016

“Unlocking Australia's Smart Cities Potential”



Welcome to

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THING **IoT**

**AGRI-TECH
FORUM**
14 July 2015

“Unveiling Australia's Agriculture Tech Potential”



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IoT

THE GLOBAL LEADERSHIP SUMMIT

14 October 2016



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