SKYGRID

Rory Gleeson

CEO / co-founder
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15 years

My first app

Big Data

Then along came IoT

Let’s start an IoT company!

Co-founders

CTO

Brendan Myers
2 years Ericsson
Winner Ericsson global innovation

CEO

Rory Gleeson
15 years Ericsson
Lead Architect

COO

Luke Taylor
2 years Ericsson
Neural Networks / A.I.

SKYGRID

on a mission to connect everything

Connecting everything

New Opportunities

sensors monitor things

faults are detected

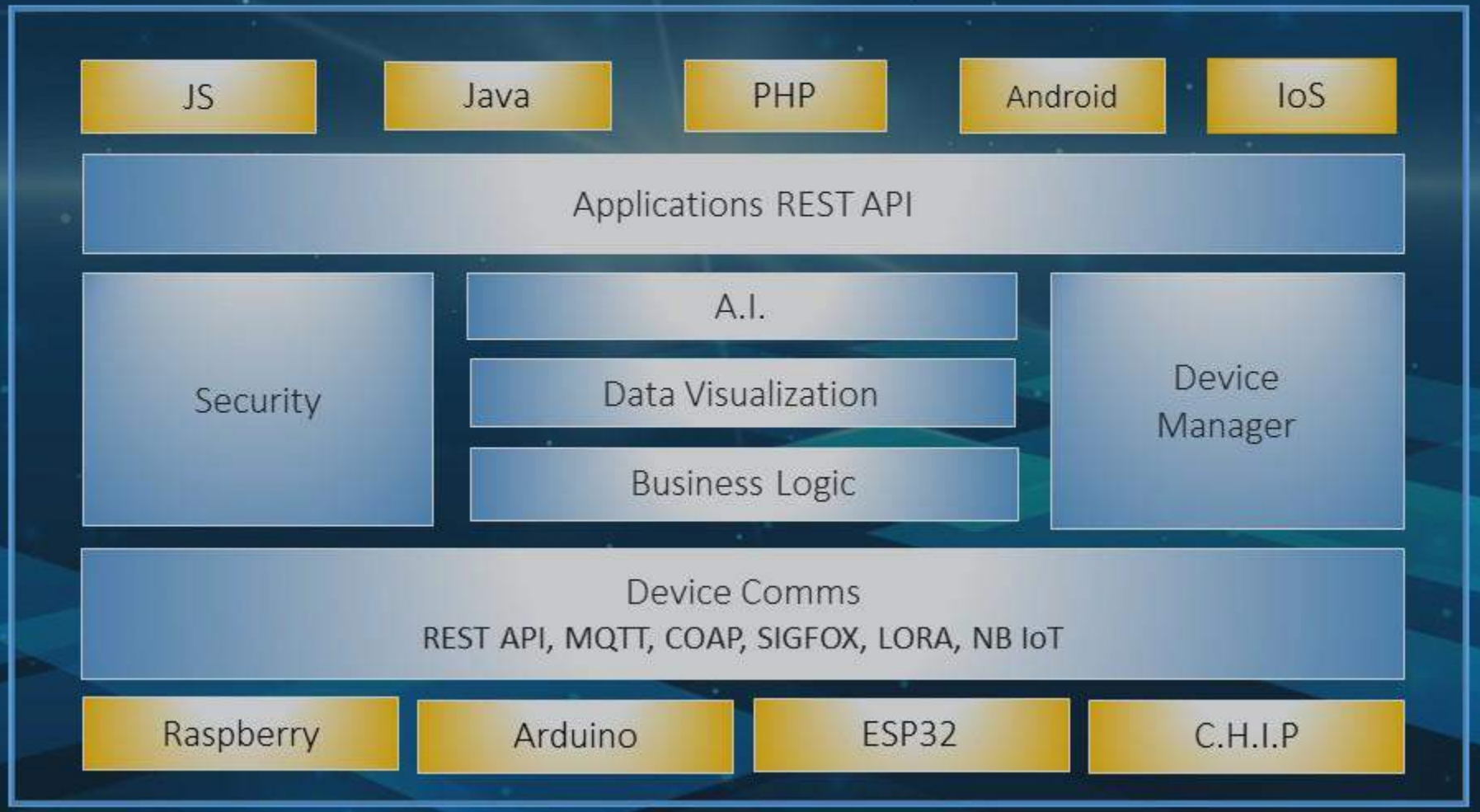
this opens new revenue streams

+ new business models

+ new customer engagement

Product

Platform as a Service



Accelerate

muru

POWERED BY

The IoT challenge

Many verticals (How to focus?)

Hardware / Sensor problems

Connectivity

Find a paying customer -> PoolBuddy

Eureka!

The Problem

Things Break

Servicing is inefficient and costly

Downtime results in lost revenue

1 in 3 field service trips is a waste of time

Engineers arrive onsite without correct tools

267K people in Australia are servicing equipment daily

In the USA $38 Billion a year is wasted waiting for the cable guy!

The Solution

a platform that automates

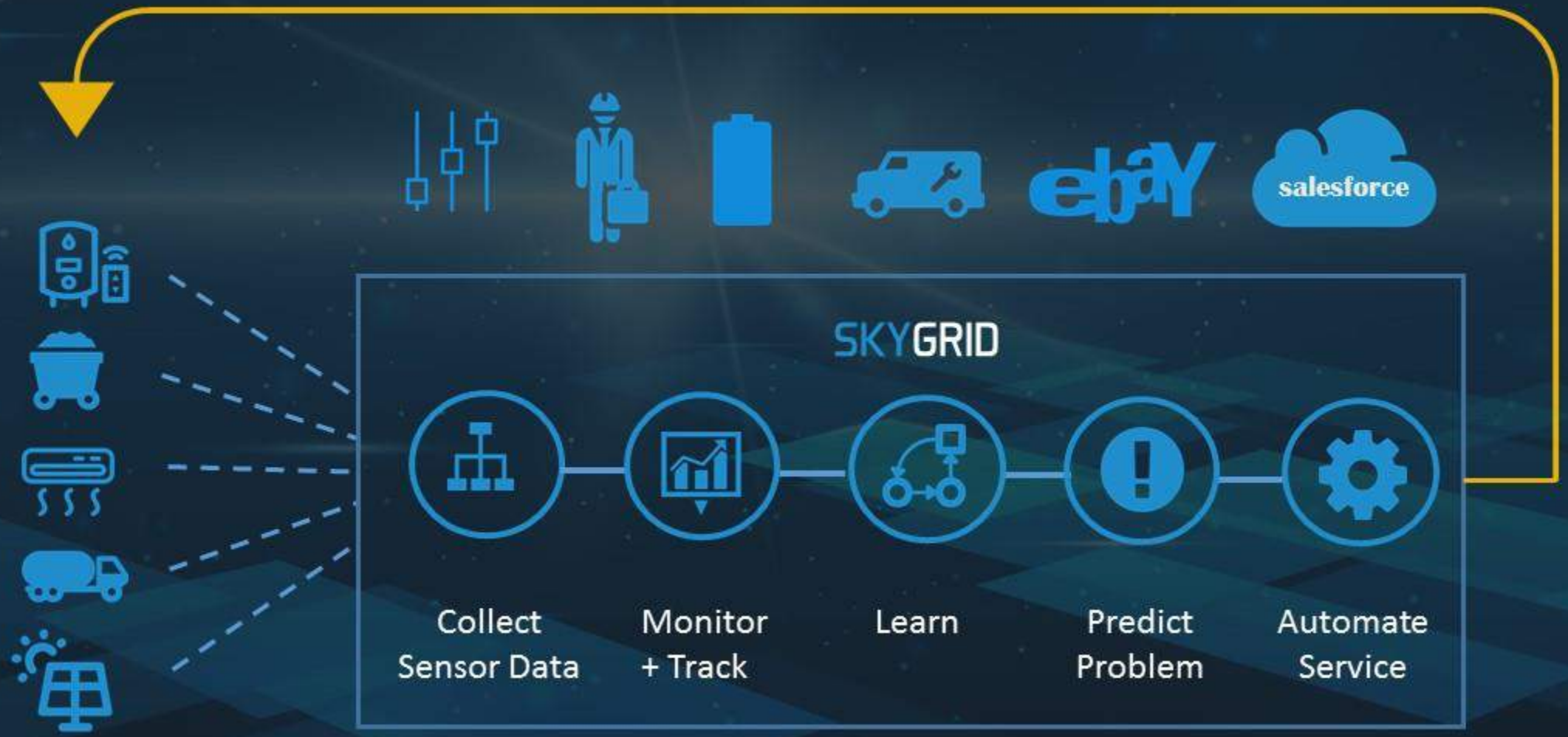
field service

with

Internet of Things and Artificial Intelligence

A True Platform

New Business Models



Our Solutions

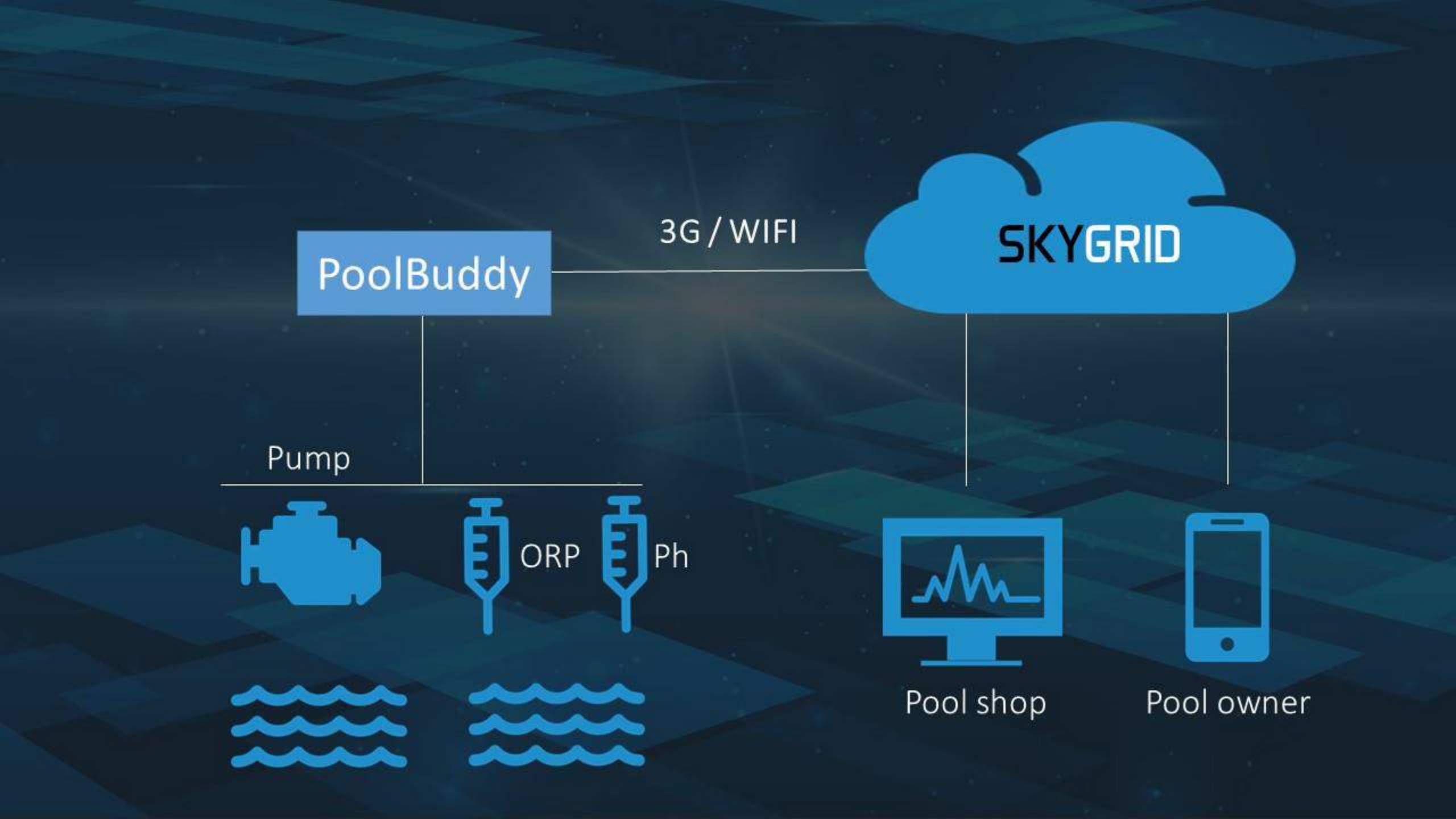
Smart Asset Software

thinxtra

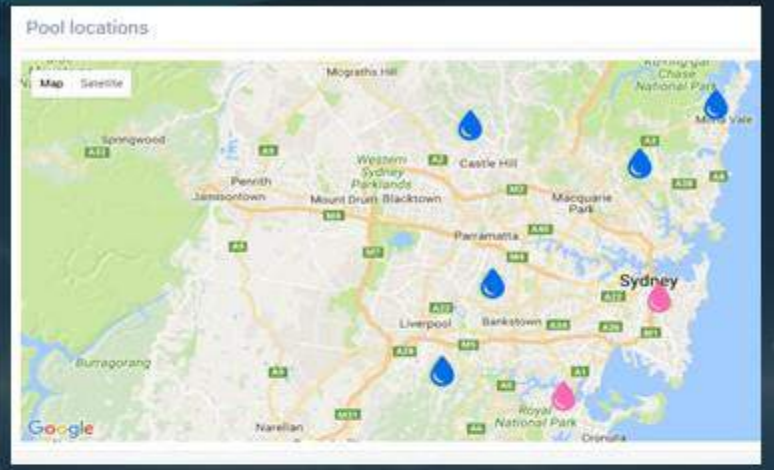
SIGFOX

ECOSYSTEM PARTNER

PoolBuddy.co


PoolBuddy
3G / WIFI
SKYGRID
Pump
ORP
Ph
Pool shop
Pool owner

Current status of pools
Status
Amount
OK 5
PH fail 1
ORP fail 1
Pump fail 0
Comms error 0


Pool locations
Map
Satellite
Castle Hill
Parramatta
Sydney
Liverpool
Bankstown
Google

POOLBUDDY
PH 9.2 HIGH
Chlorine .72

ORP
Ph
Pump
900
800
700
600
500
12 06:30
Feb 12 11:26
Feb 12 15:15
Feb 12 19:30
Feb 13 12:45
Feb 13 21:00
Feb 14 05:15
Feb 14 12:45
Feb 14 20:00
Feb 15 01:00
Feb 15 06:45
Feb 15 12:30
Feb 15 18:15
Feb 16 00:00
Feb 16 05:45
Feb 16 11:30
Feb 16 17:00
Feb 16 22:45
Feb 17 04:30
Feb 17 10:00
Feb 17 15:30
Feb 17 21:00
Feb 18 02:30
Feb 18 08:30
Feb 18 13:30

Disrupt

The Pool Shop, The Pool Guy

Pool equipment manufacturers

Chemical companies

Online stores

The Pool App

The Internet of Heaters

Be proactive, not reactive

Reduce Carbon

Offer S.L.A

Control

Value in the data

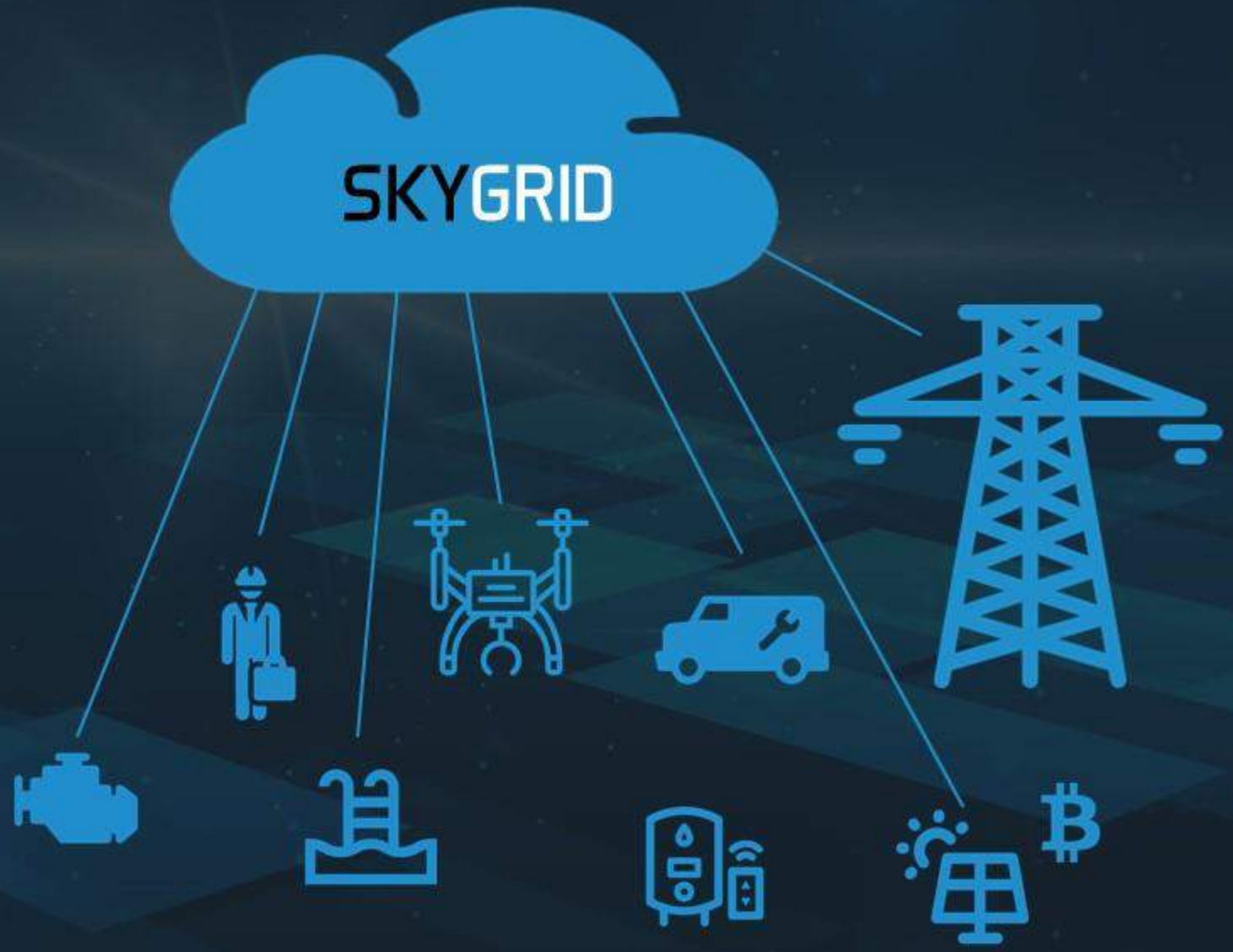
New customer engagement

Hot Water as a Service

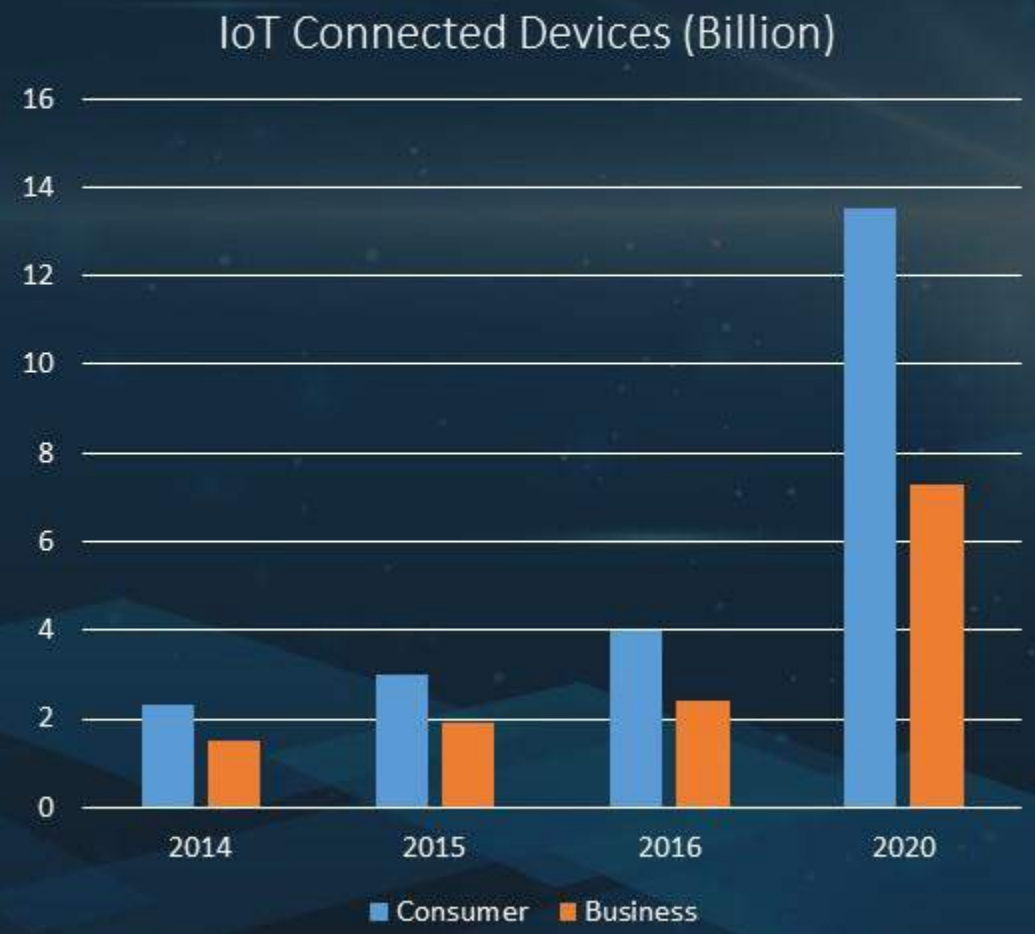
Bitcoin

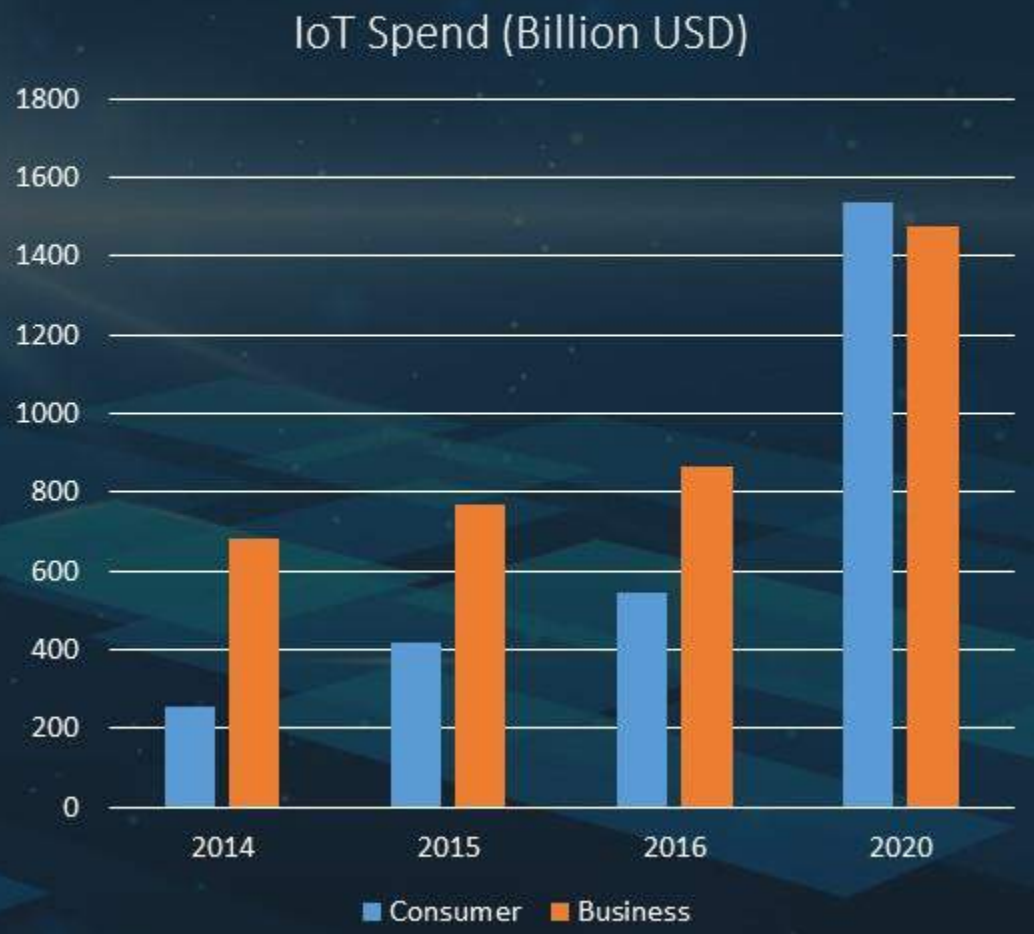
The future is SkyGrid

Monitor
Track
Learn
Automate



Market Validation





Gartner

Market Validation

> “IoT will create $2 trillion in new value during the next five years and much of the value creation will be spurred by predictive maintenance.” [1]

tellmeplus

(predictive maintenance) raised $4.70m @ valuation $31.33m

ThingWorx
A PTC Business

PTC acquires Internet of things startup ThingWorx for $112M

servicemax

GE Digital snags ServiceMax for $915 million

1 Gartner

Customer

Don’t manufacture hardware

Embed SkyGrid at factory

Annual fee per device

100% annual revenue growth

Online PaaS (annual license)

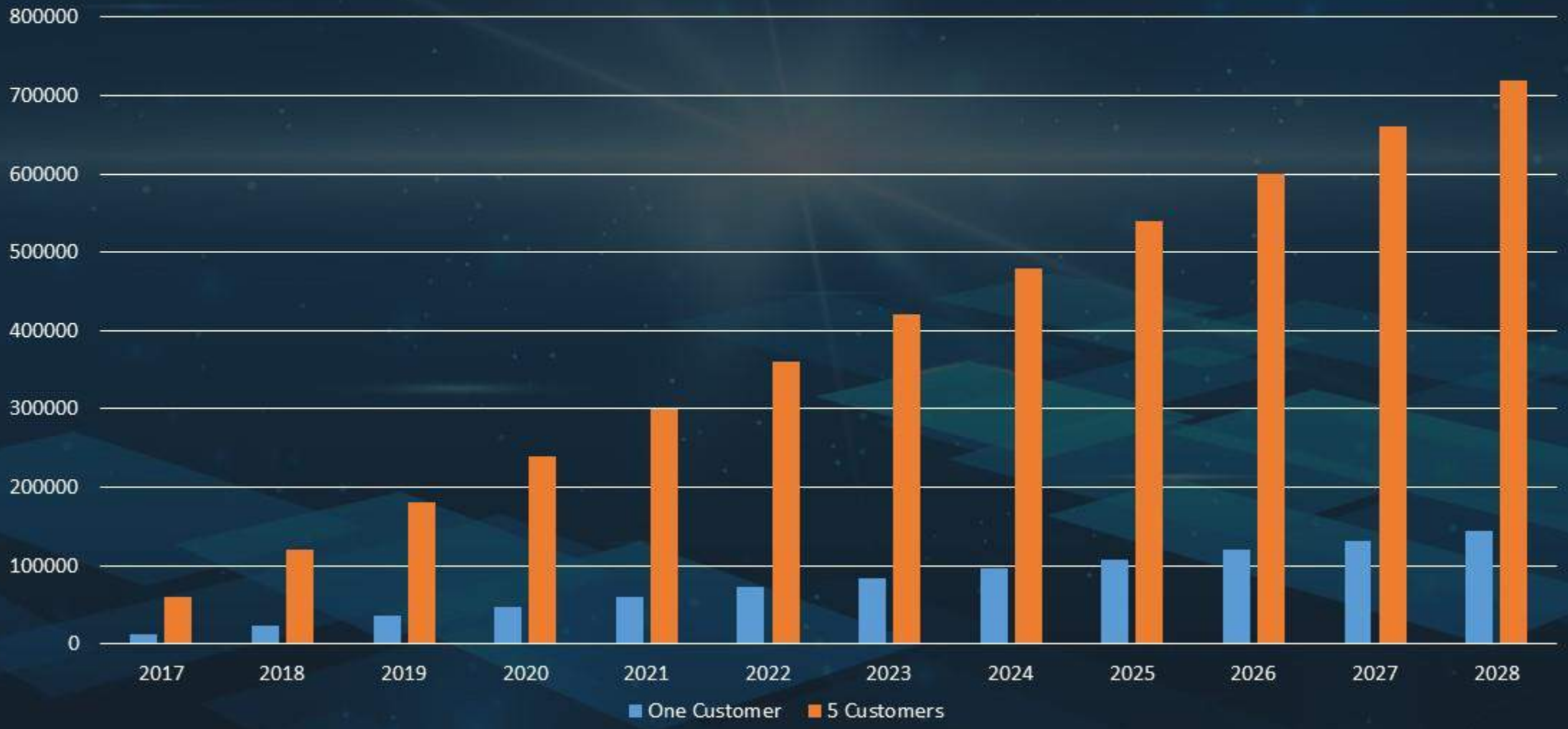
Competition

IoT Platforms

+ A.I

+ Service

Recurring Revenue



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