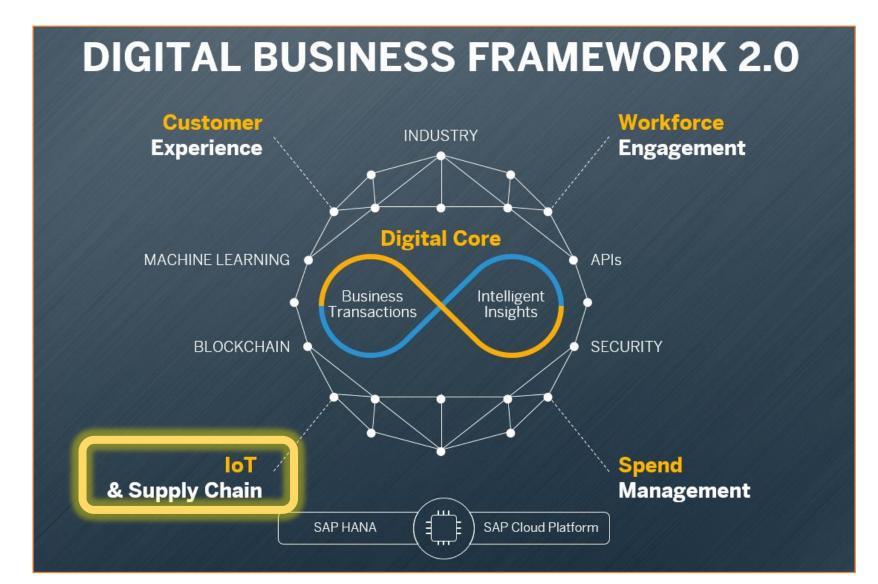


Why IoT? - SAP Strategy



Over 20 billion connected devices

Consumer market: ~\$546B

1.4B smartphones (flat*)

157M tablets (7% decline)

21M smartwatches (flat*)

Industrial market: ~\$868B

Factories (Industry 4.0)

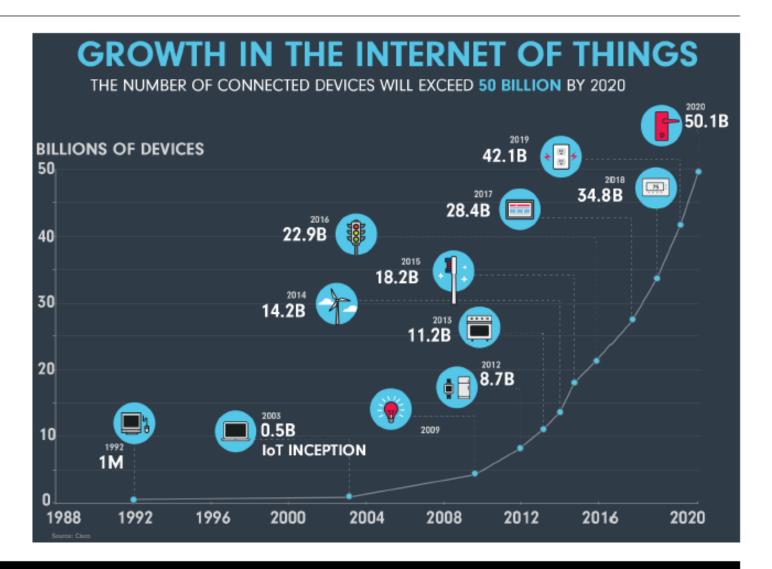
Logistics

Meters

Trains

Cities

. . . .



Why all this IoT hype?

Hardware is now ...

Cheaper

Smaller

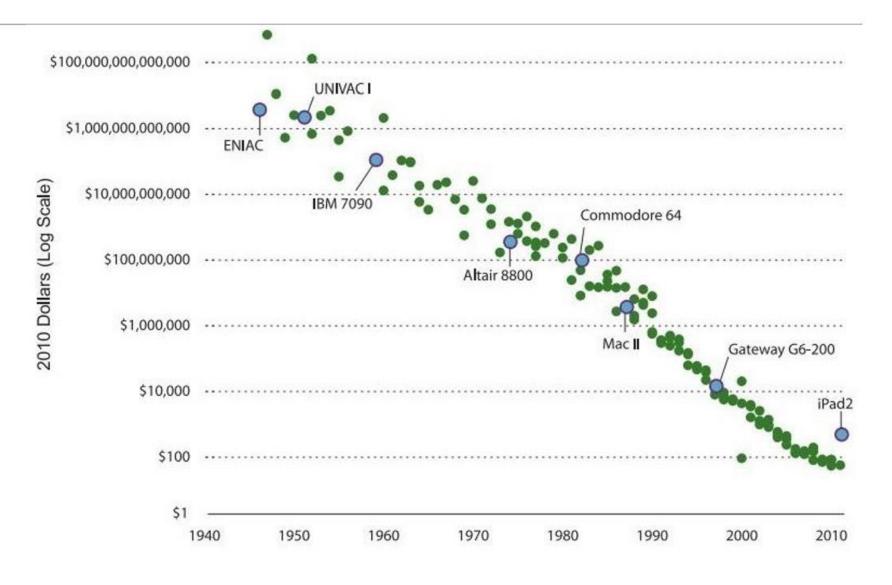
More connected

Less power hungry

Easier to develop

Ecosystem

More knowledge
More opportunities
More investment



Industrial vs Consumer IoT

Industrial IoT

Drivers: cost and risk reduction, business agility, informed decision making

Challenges: security, compliance, compatibility, reliability, connectivity, support ...



Drivers: coolness, convenience, health, some cost

reduction

Challenges: UX, hype vs value, time to market,

some privacy and security





Industrial IoT examples

Predictive maintenance & Remote management

Solar & wind power, pipelines, bridges, facilities, vehicles, crops ...

Smart utilities (meters)

Remote and continuous metering of water, electricity, gas ...





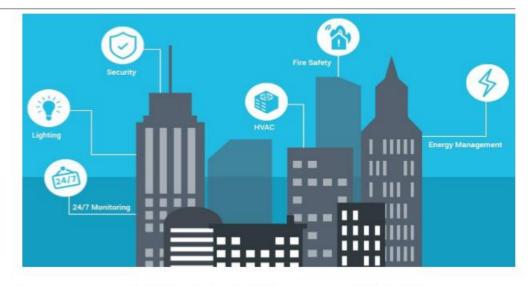
Industrial IoT examples contd.

Smart buildings

HVAC, lighting, security & access control, safety monitoring, indoor positioning ...

Smart City

Pollution, traffic, crime, controlling, services ...





Libelium Smart World **Smart Roads** Warning messages and diversions according to climate conditions and unexpected events like accidents or Smartphones Detection **Electromagnetic Levels** traffic jams. Measurement of the energy radiated Air Pollution Detect iPhone and Android devices and in Smart Lighting general any device which works with Wifi or by cell stations and WiFi routers. Control of CO, emissions of factories, pollution Bluetooth interfaces. Intelligent and weather adaptive lighting emitted by cars and toxic gases generated in Perimeter Access Control Traffic Congestion Intelligent Shopping Monitoring of vehicles and pedestrian **Forest Fire Detection** Access control to restricted areas and detection affluence to optimize driving and walking Getting advices in the point of sale of people in non-authorized areas. Monitoring of combustion gases and preemptive according to customer habits, preferences, Radiation Levels fire conditions to define alert zones. presence of allergic components for them or expiring dates. Distributed measurement of radiation levels Wine Quality Enhancing Noise Urban Maps in nuclear power stations surroundings to Monitoring soil moisture and trunk diameter generate leakage alerts. Sound monitoring in bar areas and in vineyards to control the amount of sugar in centric zones in real time. grapes and grapevine health. Offspring Care Control of growing conditions of the offspring in animal farms to ensure its survival and health. Sportsmen Care Vital signs monitoring in high performance centers and fields. Structural Health Monitoring of vibrations and material conditions in buildings, bridges and historical monuments. Water Leakages Detection of liquid presence outside tanks and pressure variations along pipes. Vehicle Auto-diagnosis Waste Management Information collection from CanBus to Detection of rubbish levels in containers send real time alarms to emergencies to optimize the trash collection routes. or provide advice to drivers. Smart Parking Item Location Monitoring of parking spaces availability Search of individual items in big surfaces in the city. like warehouses or harbours. Water Quality Golf Courses Quality of Shipment Conditions Study of water suitability in rivers and the Selective irrigation in dry zones to Monitoring of vibrations, strokes, container openings sea for fauna and eligibility for drinkable reduce the water resources required in or cold chain maintenance for insurance purposes.

the green.

Smart Drones

- Unmanned aerial vehicle (UAV) (a.k.a. drones) are finding their way into IoT
- Autonomous or remotely piloted
- Used in Agriculture, Archaeology, Surveillance, Filmmaking, Sports,
 Domestic policing, Oil & Gas, Search and Rescue, Military, Animal rights, etc.





Consumer IoT examples

Personal productivity & fashion

Smartphones, smartwatches ...





Home Automation

Smart locks, Bulbs, Smart TVs, Baby monitors...





Consumer IoT examples contd.

Sports & Health

Fitness & health trackers

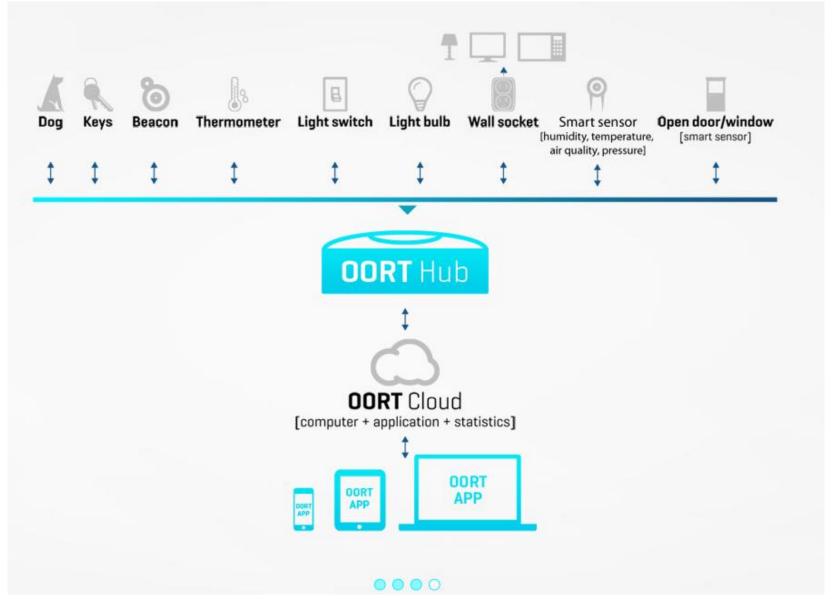


Connected cars ...

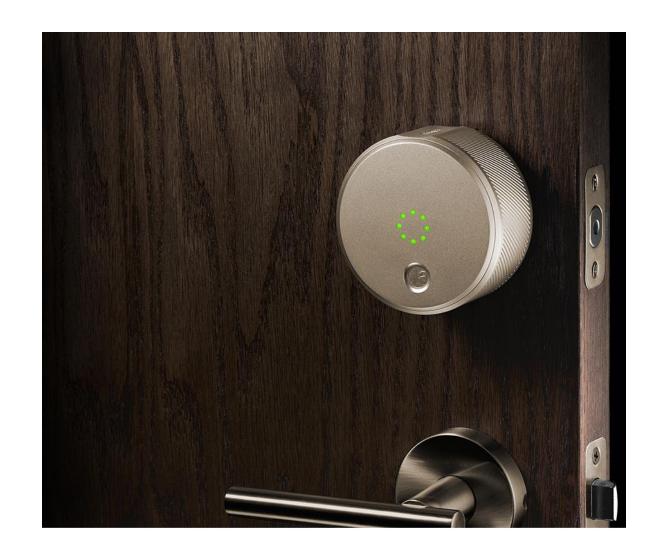
Predictive maintenance, accident reaction, theft protection ...

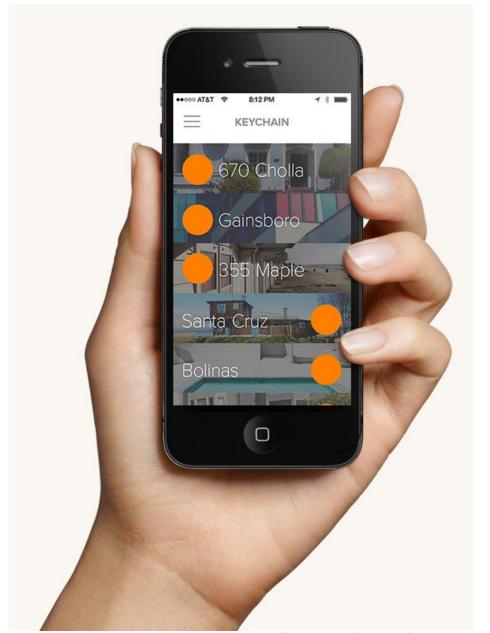


Smart Home



Smart Home: Smart Lock





http://august.com/products/august-smart-lock/

Smart Home: Smart Bulb

- Remote control via Wi-Fi
- 16 million colors, dimmable
- 2000 K 8000 K temperature
- Lifetime 10 years
- Geofencing

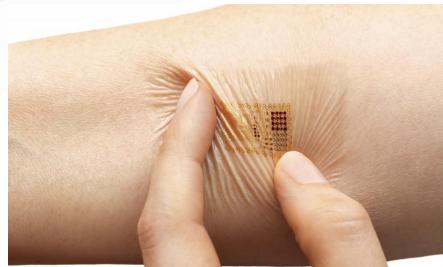




Wearables









Smart Baby



Listen In

Hear your little one's coos and cries directly from the Mimo app.



Check Sleep Status

Know if your little one is awake or asleep, and if she rolls over onto her stomach or side.



Track Breathing

Respiration sensors, which sit on top of the Mimo kimono, give you real-time insight into your baby's breathing.



Know Body Position

Check your baby's body position to see how they're sleeping and be notified if s/he rolls over.



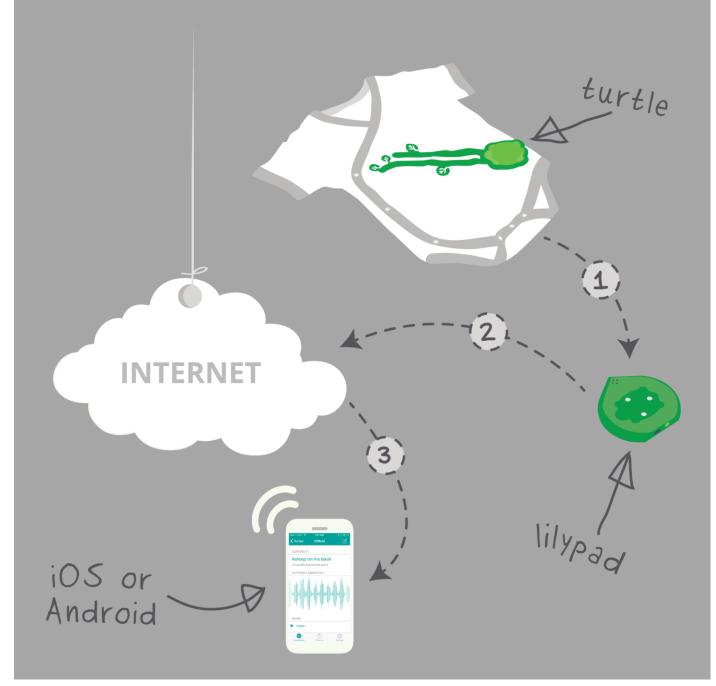
Stay Connected

Available on both Android and iOS, the Mimo app lets you stay in-tune with your baby, from anywhere in the world.



Machine Wash

Toss Mimo kimonos in the wash, and tumble dry on low. Made with love in the USA.



Security



Who's the hacker?

Motivation

Emotion

Profit

Scientific interest

Black hats vs White hats

Damage

Money flow

Breaking the law?

Invested resources Cyber war **Governments espionage** Industrial espionage **Security researchers Spammers Wannabes**

Expected profit

Stuxnet ... an APT

Hackers: No Such Agency

Target: Iran's Natanz uranium enrichment

centrifuges

Attack: Spin rate could be controlled.

Monitoring data tampered.

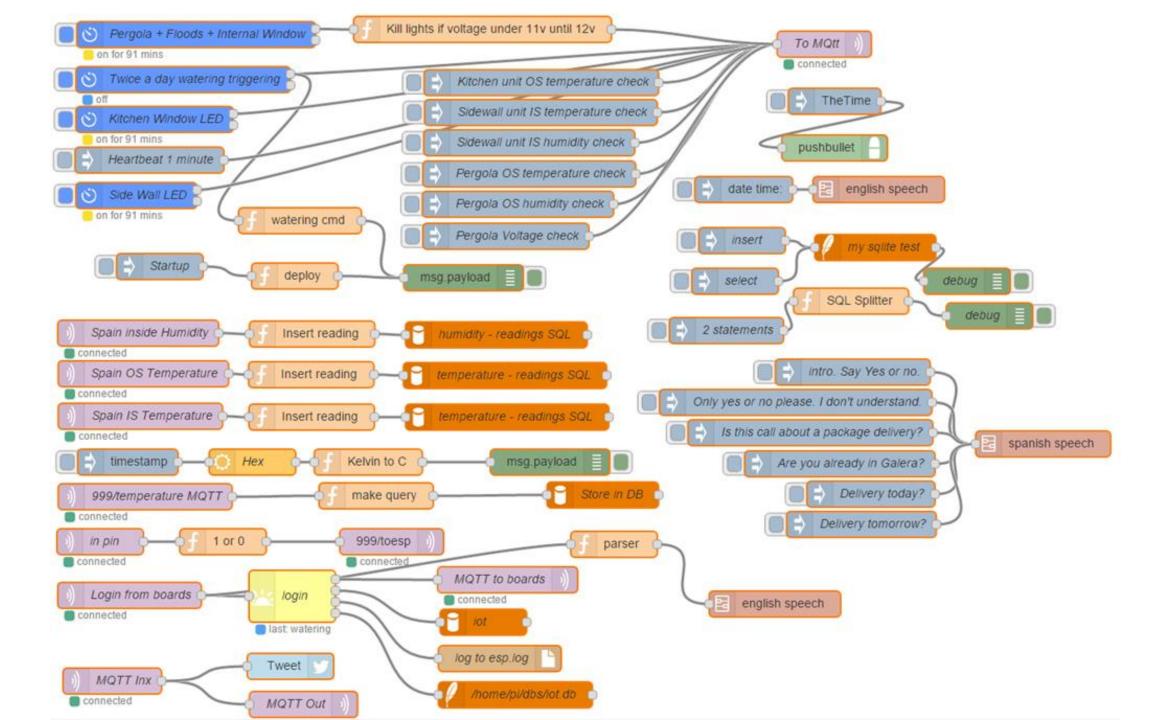


Popular Software

NodeRED

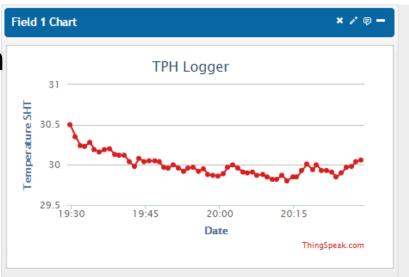
- Design flows
- Java Script
- Dashboards

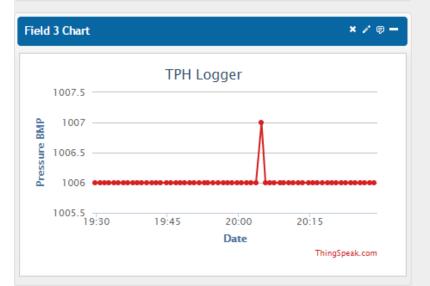




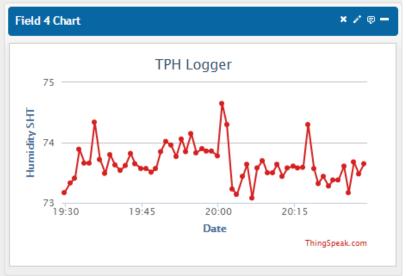
Thingspeak

- Easy integration
- Lots of display options



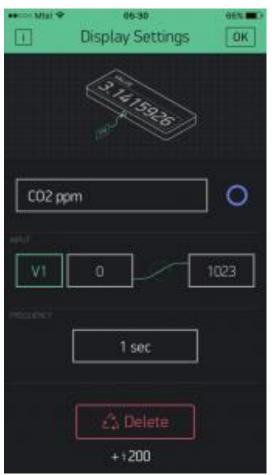






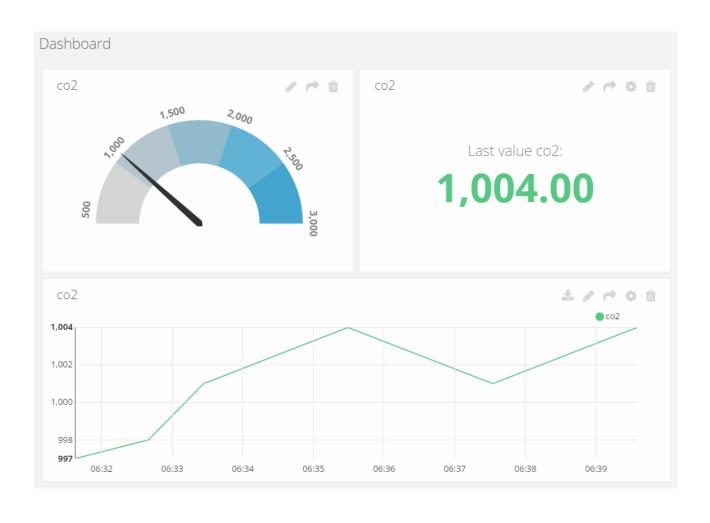
Blynk – Arduino to Mobile







Ubidots – IoT Dashboards

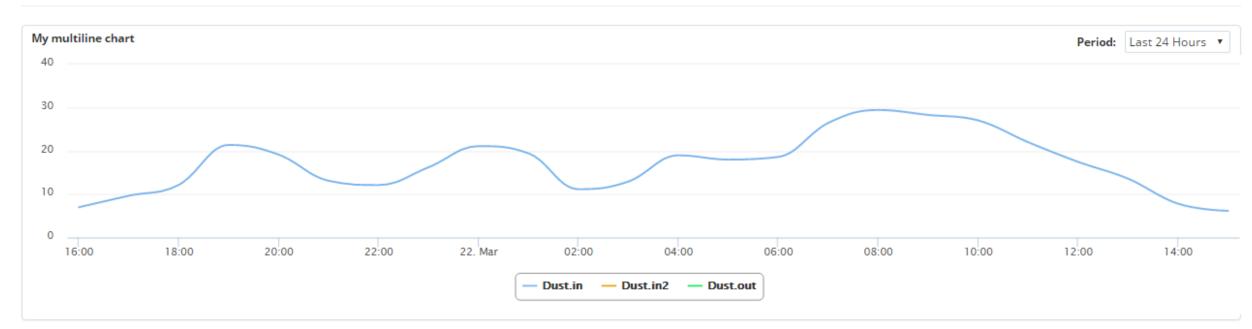


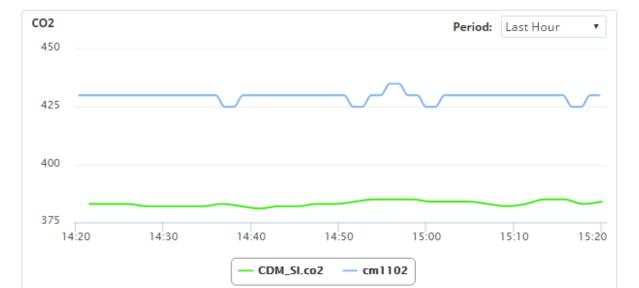


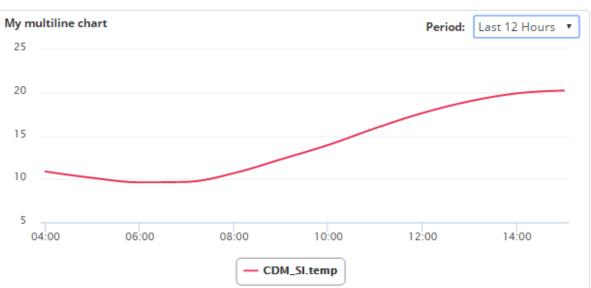












Popular Hardware

Sonoff

https://www.itead.cc/search/result/?cat=&q=sonoff

SHARP GP2Y1010AU0F-Dust Sensor

- 1. Low consumption current (Icc: MAX. 20 mA)
- 2. Working Temperature: -10~65°C
- 3. The presence of dust can be detected by the photometry of only one pulse
- 4. Enable to distinguish smoke from house dust
- 5. Lead-free and RoHS directive compliant





DHT11 Humidity & Temperature Sensor

- 1. Humidity measuring range: 20% ~ 9 0% RH
- 2. Temperature measuring range: 0 ~ +100°C
- 3. High reliability
- 4. Optimized long-term stability
- 5. Ultra-low consumption





GM55 Serie Photoconductive resistance-GM5528

- 1. Epoxy encapsulated
- 2. Quick response
- 3. Small size
- 4. High sensitivity
- 5. Reliable performance
- 6. Good characteristic of spectrum





1. Wide frequency band

- 2. Great sound quality
- 3 Low noise
- 4. Low power consumption
- 5. High sensitivity

Thin But Not Simple Sonoff Smart Solution, makes your life easier!

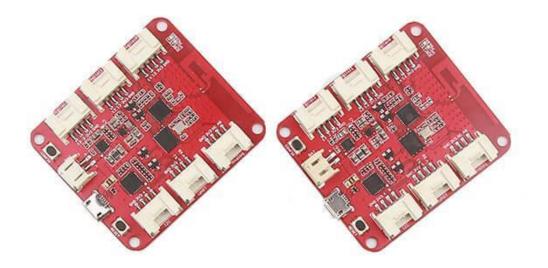


Broadlink





Grove / Wio Link





















Xiaomi







