



# Startup's Objectives

- Education: Making people more knowledgeable / skilled
  - Schools, Training institutes
- Retail stores: Making goods available at certain place
  - Malls, Neighborhood general store
- Manufacturing: Translating raw material into finished goods
  - IC / PCB manufacturers, Automakers
- Services: Enhancing experience,
  - Education, Travel & tourism, Hospitality, Banking, Healthcare, Security

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For what kind of application you'll be using Microprocessor?

# An Organization



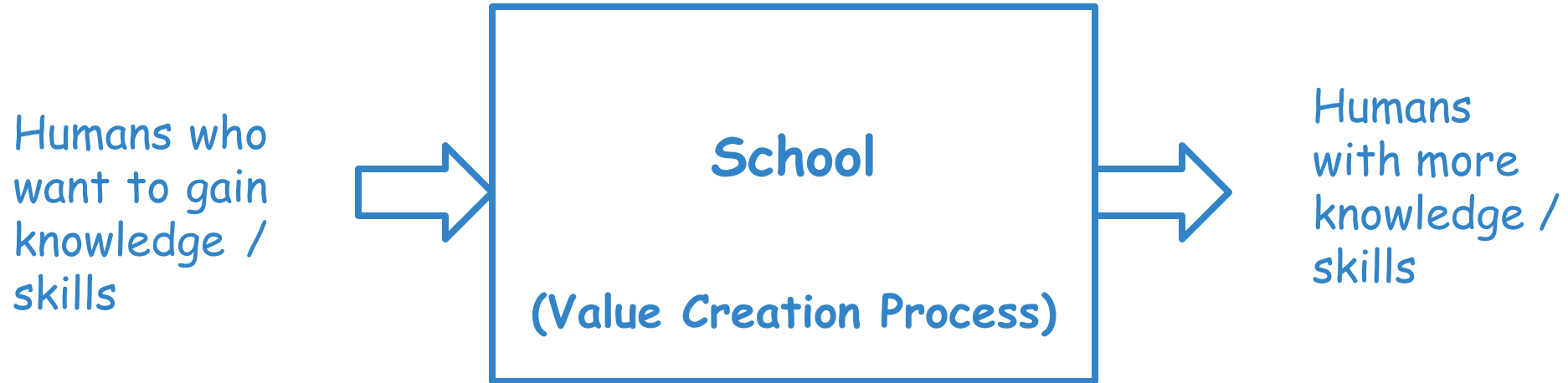
## Key Resources

- Resource1
- Resource2
- Resource3

Organizational structure and value creation process depends on the application

Choice of Microprocessors's architecture and its f/w depends upon application

# Education



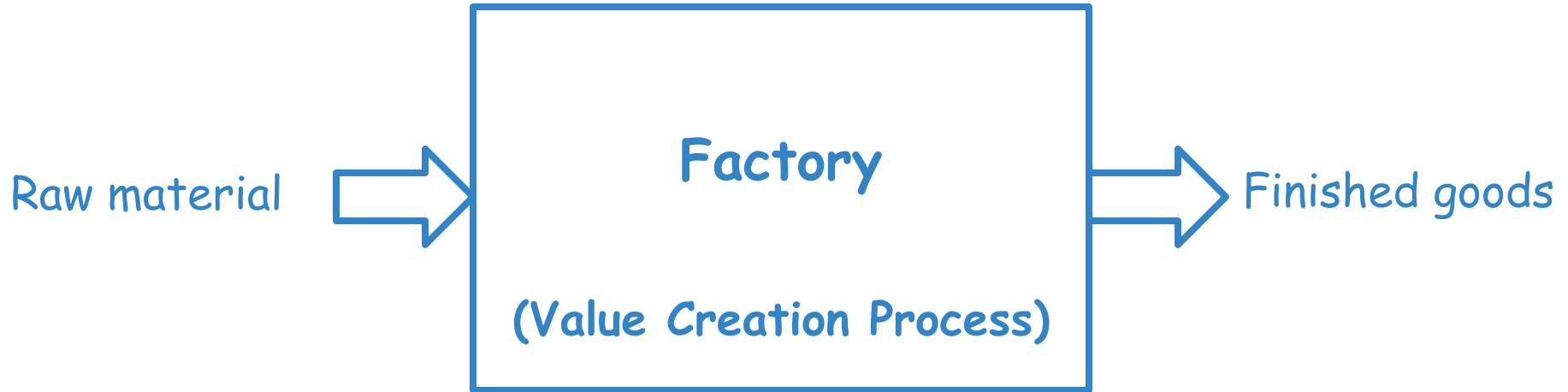
## Resources

- Teachers
- Infrastructure (Classes, Lab)
- Processes

Organizational structure and value creation process depends on the application

Choice of Microprocessors's architecture and its f/w depends upon application

# Manufacturing



Resources

- Machines
- Humans
- Processes

Organizational structure and value creation process depends on the application

Choice of Microprocessors's architecture and its f/w depends upon application

# Retail



- Resources
- Place
  - Humans
  - Processes

Organizational structure and value creation process depends on the application

Choice of Microprocessors's architecture and its f/w depends upon application

# Necessary Ingredients of a Startup

- A Key Person with core expertise (Could be multiple also)
- Basic infrastructure
  - Space,
  - Furniture (table, chair, clock)
  - Office stationary (notebook, pen etc)
  - Utilities (power, water etc)
  - Storage space (cabinets for files, warehouses for raw material)
  - Connectivity with external world (Telephone, internet, video conf)



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- \$\$

**Basic constituents of a Microprocessor:**  
"A CPU", Basic bldng blocks (like Direct Mem Access, Registers, RAM, Timers, Phased Locked Loops etc), Some accelerators (say for image/video processing etc) and power & clock cycles.

# Necessary Ingredients of a Startup

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- Physical Resources
  - To support meeting the objective
- Money
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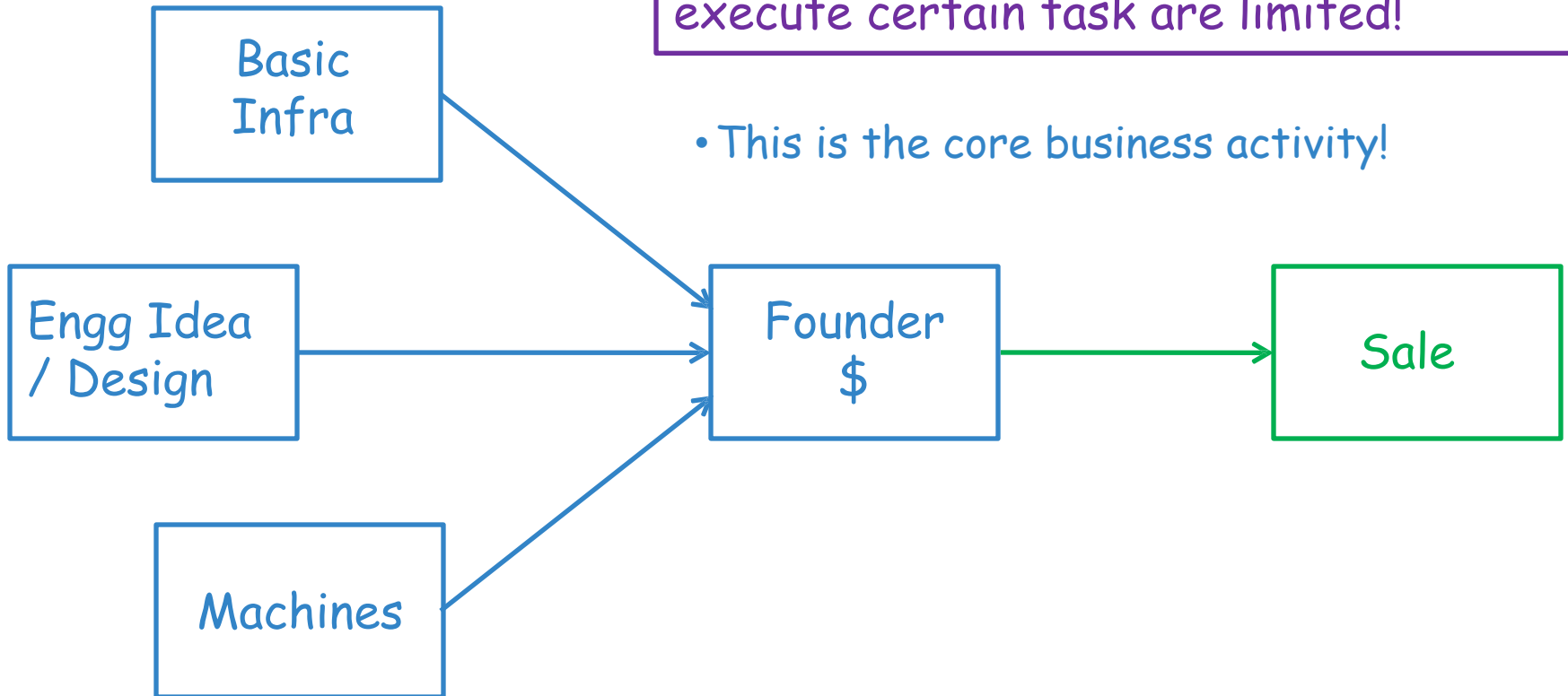
## Basic constituents of a Microprocessor:

- Central Processing Unit (CPU)
- Building blocks
- Clock cycles & Power consumption

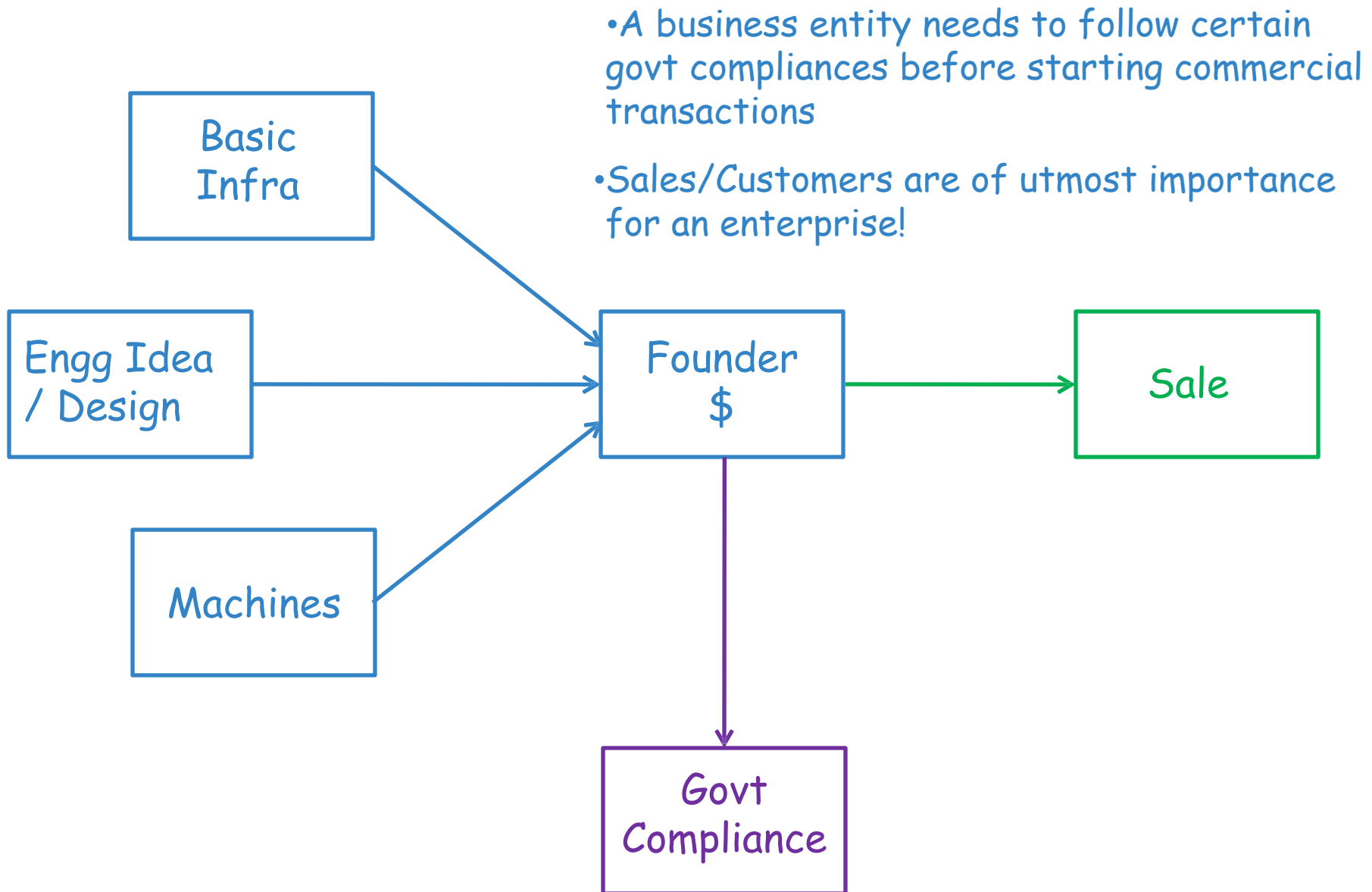
# Basic Structure of a Startup

Founders time and CPUs clock cycles to execute certain task are limited!

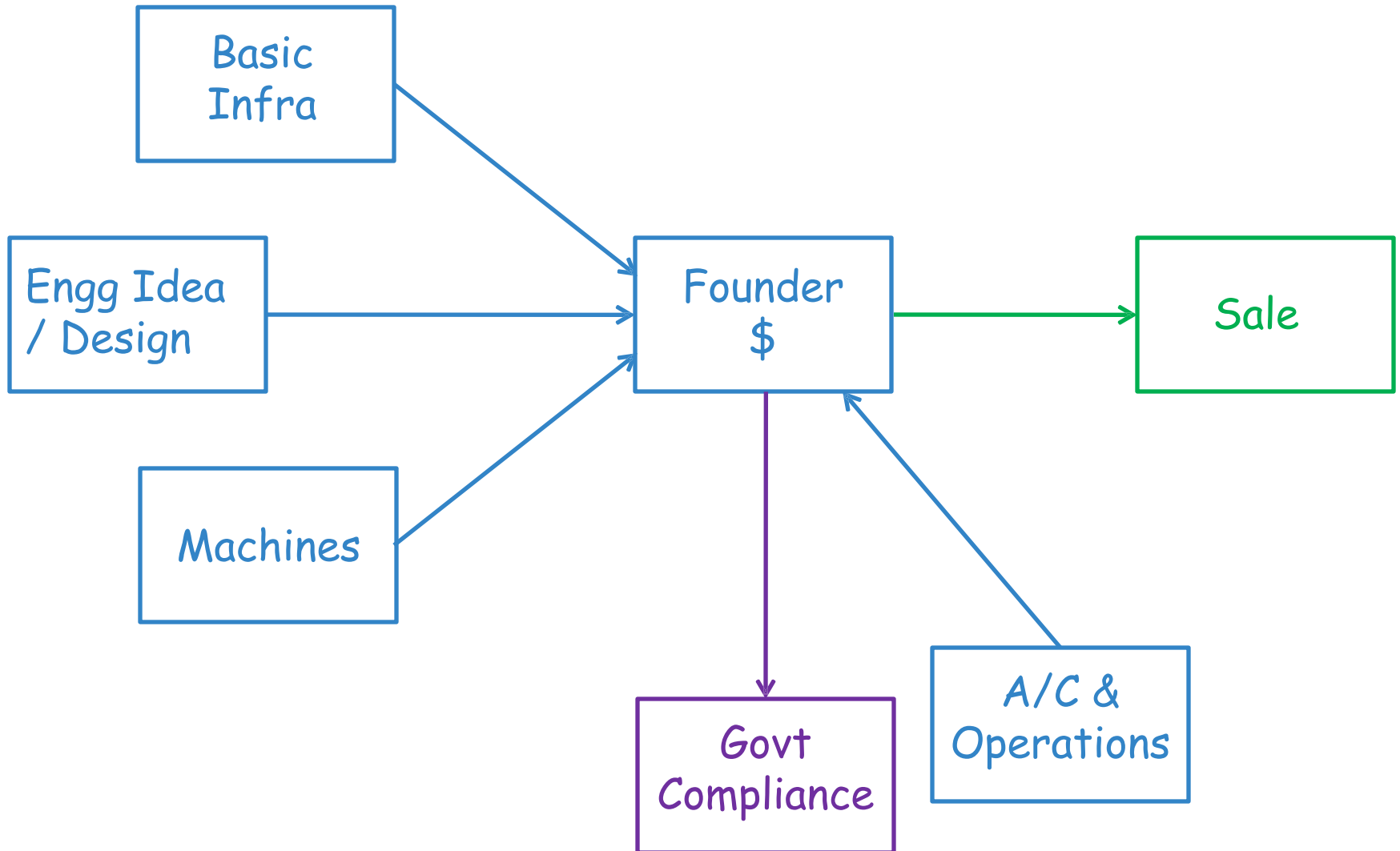
- This is the core business activity!



# Basic Structure of a Startup

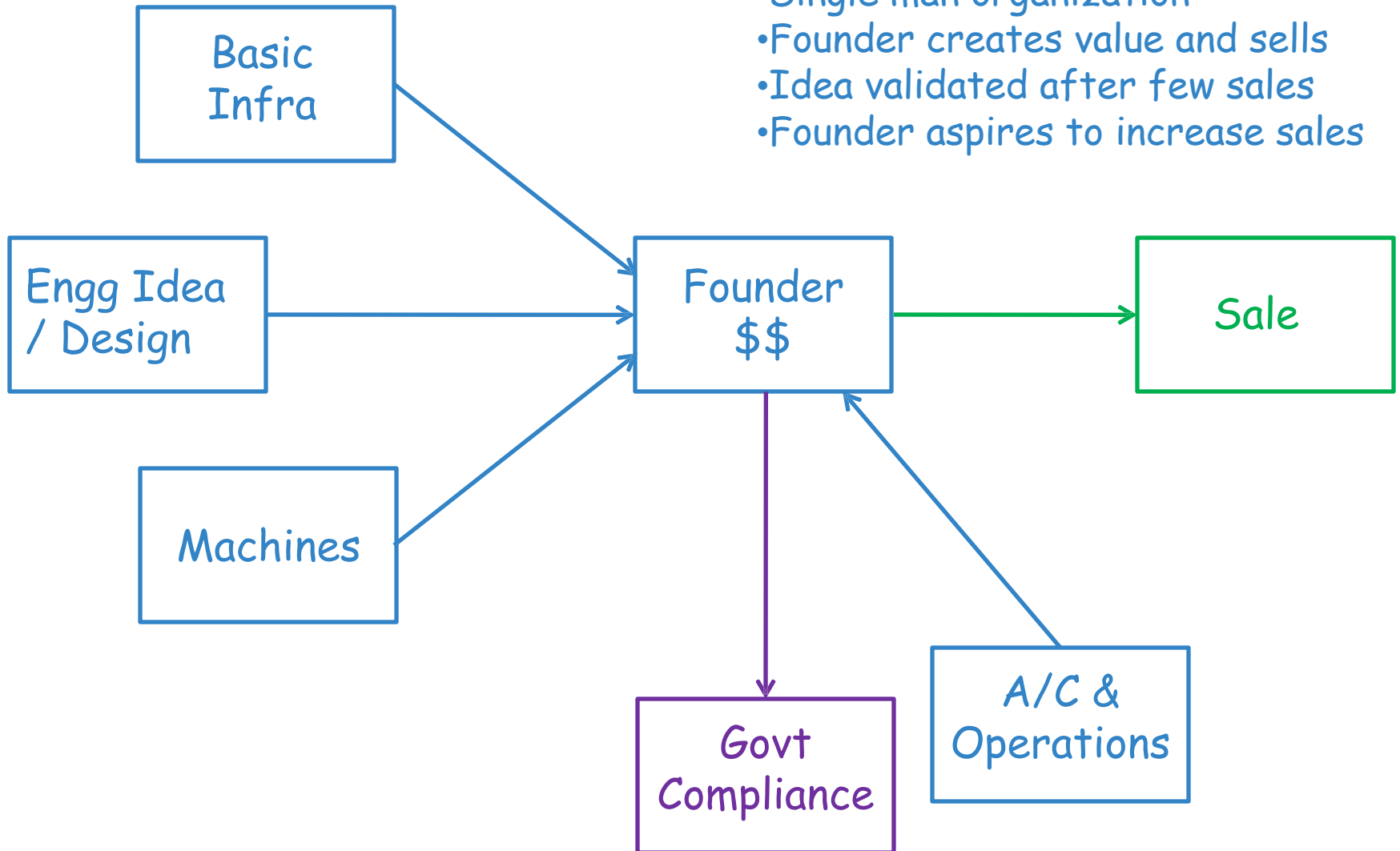


# Basic Structure of a Startup



# Basic Structure of a Startup

- Single founder startup
- Single man organization
- Founder creates value and sells
- Idea validated after few sales
- Founder aspires to increase sales

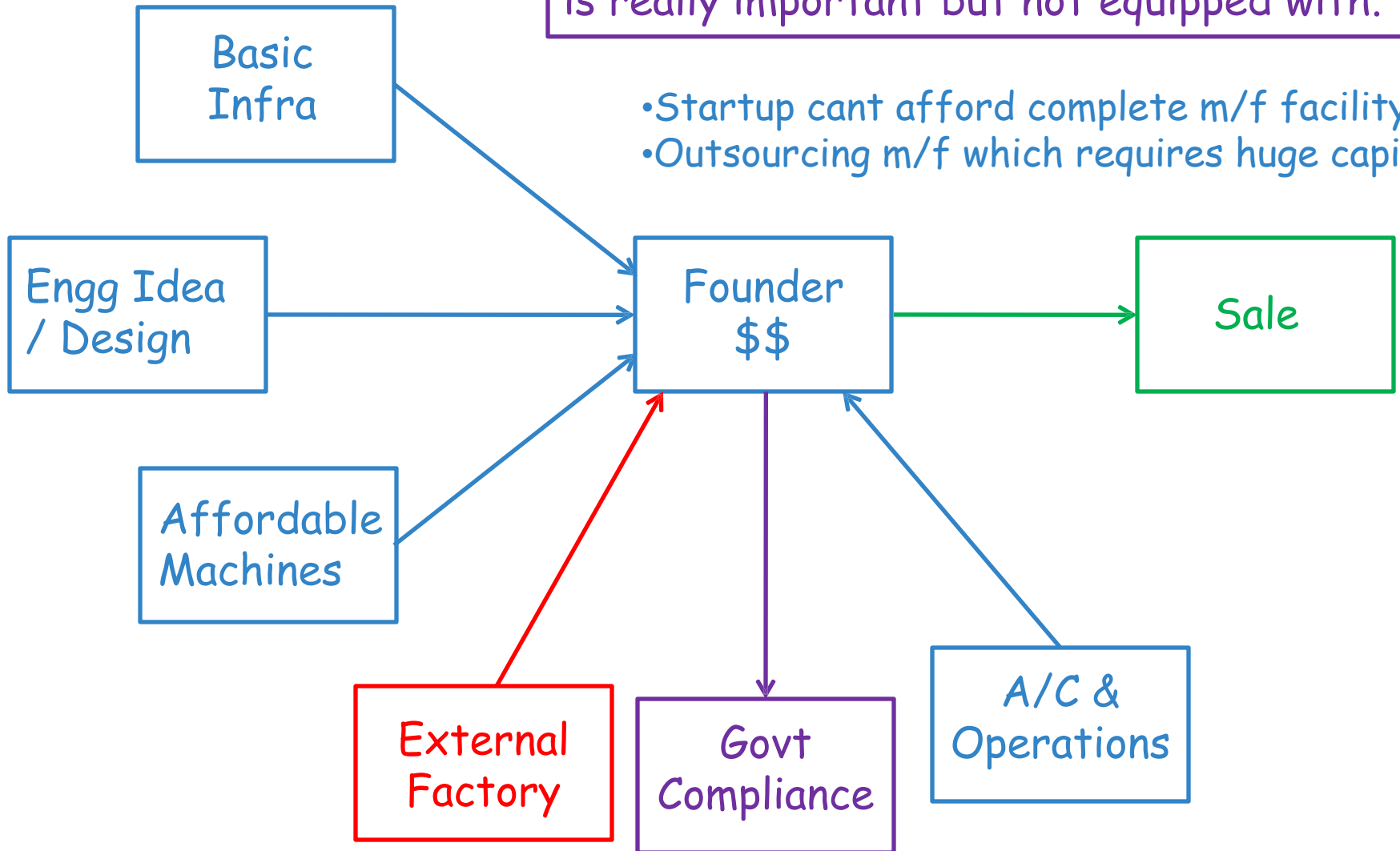




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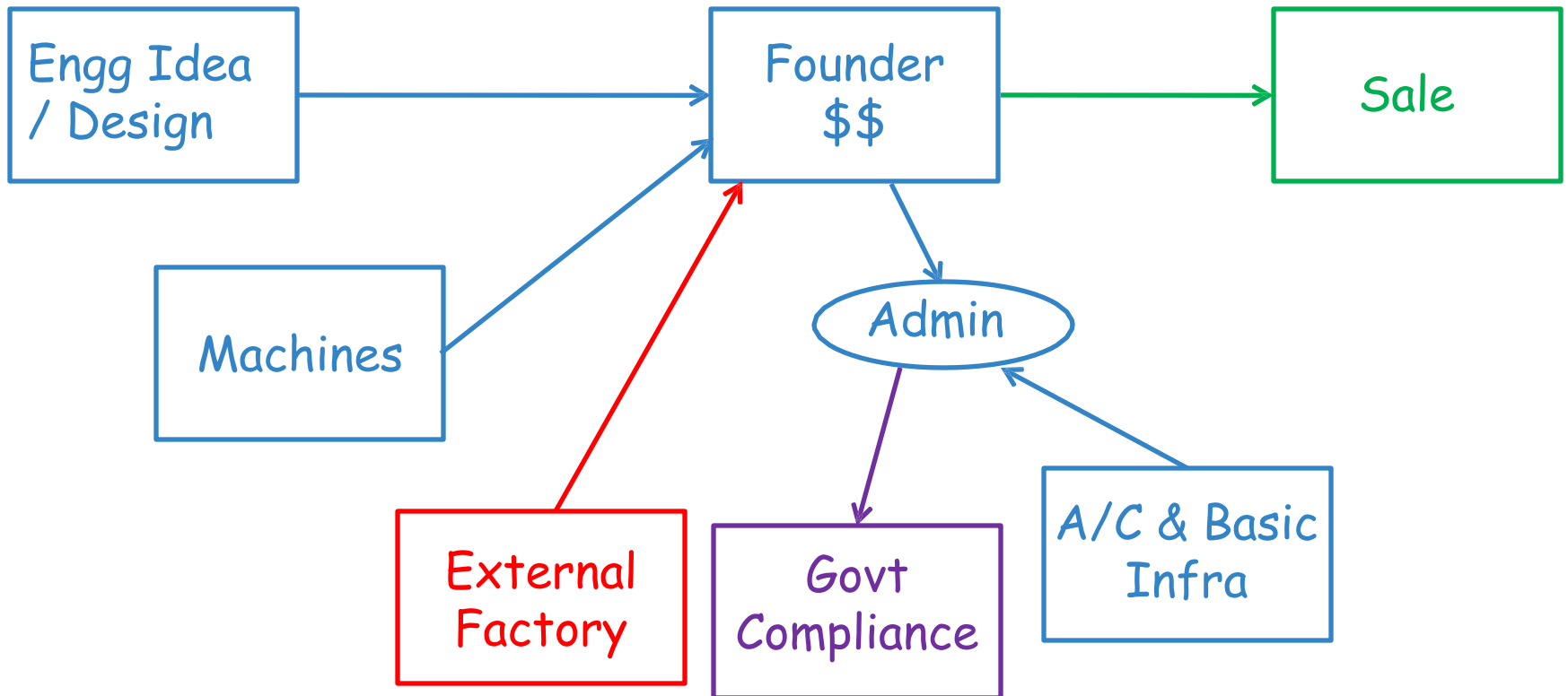
uProcessor would use external module which is really important but not equipped with.

- Startup cant afford complete m/f facility
- Outsourcing m/f which requires huge capital



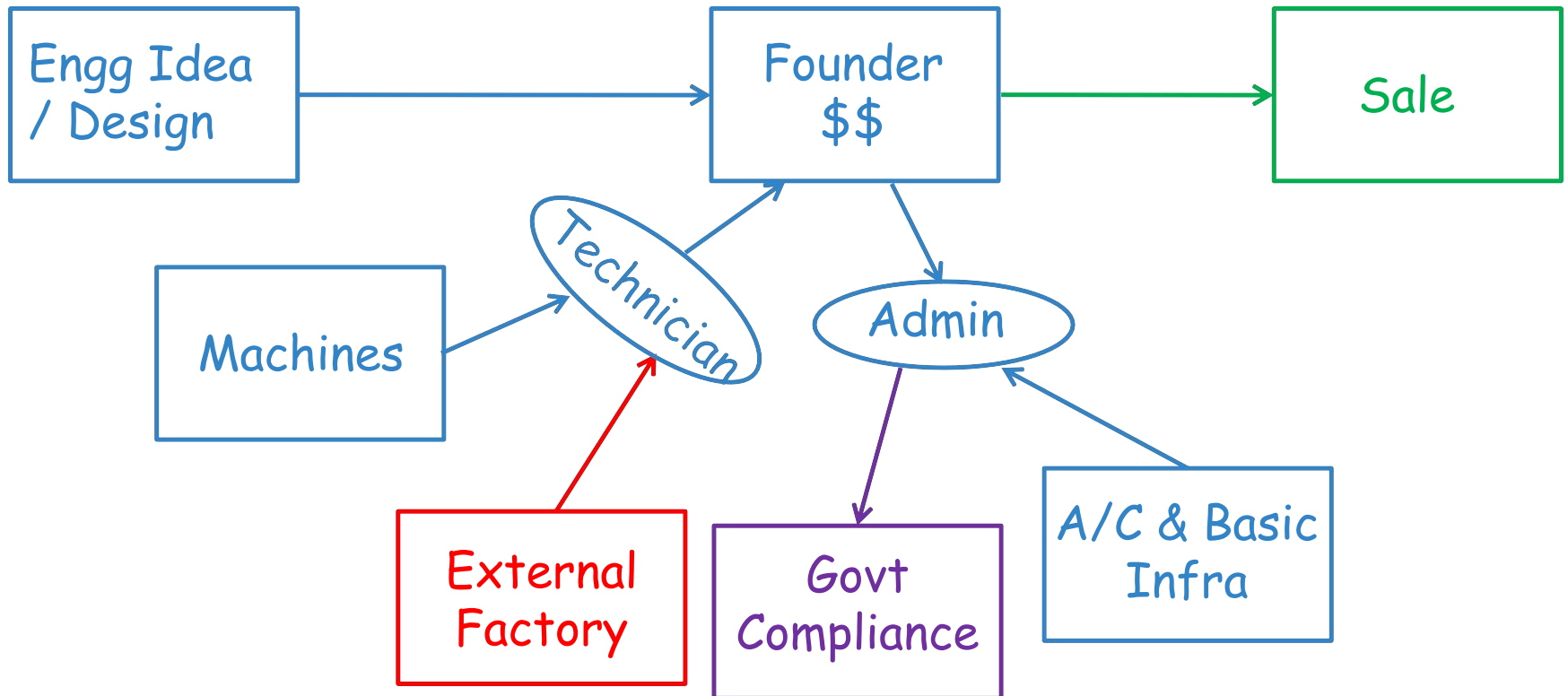
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Typically the least important task is delegated first. Most important task is always executed by the Founder / CPU.



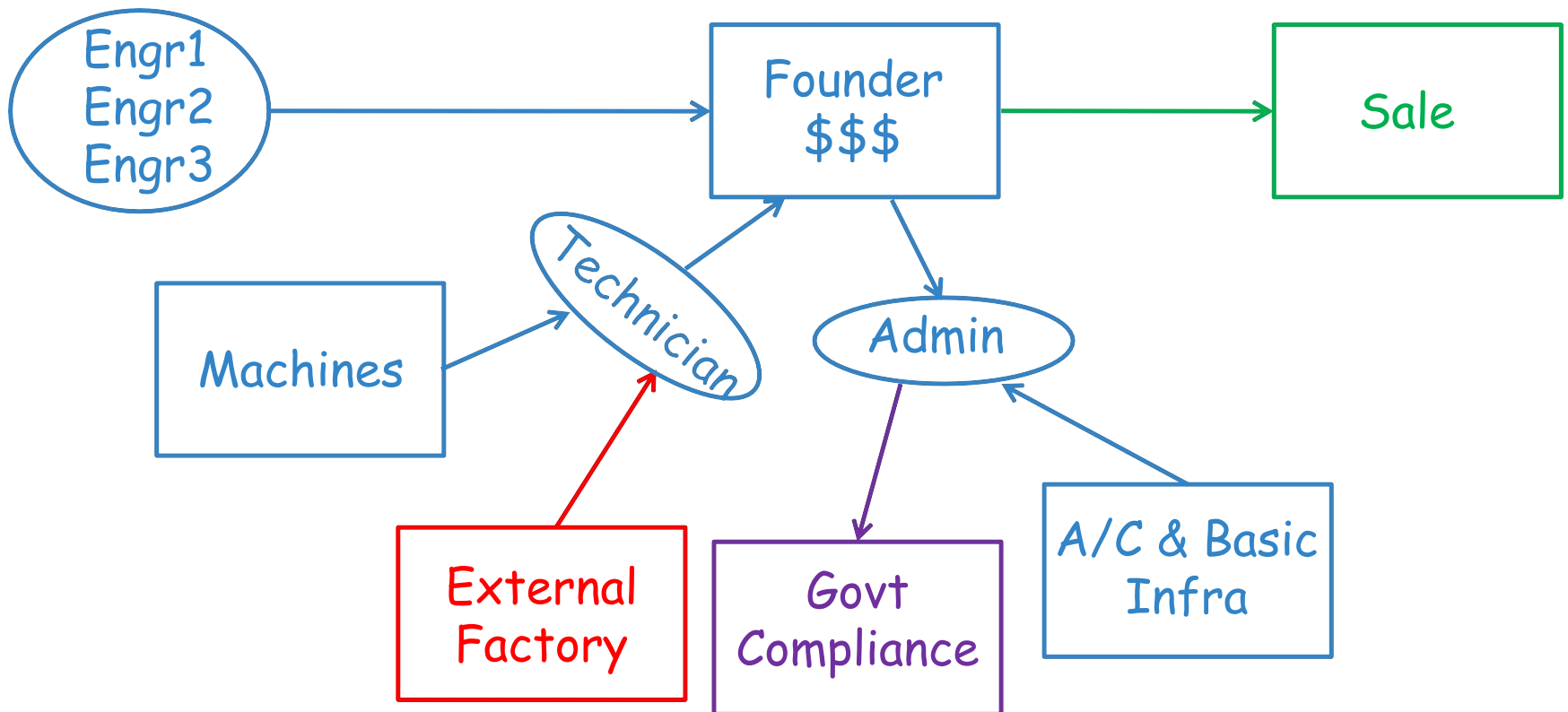
# Basic Structure of a Startup

Founder / CPU may not want to loose time in interacting with external technician / hardware (memory/ext modules).



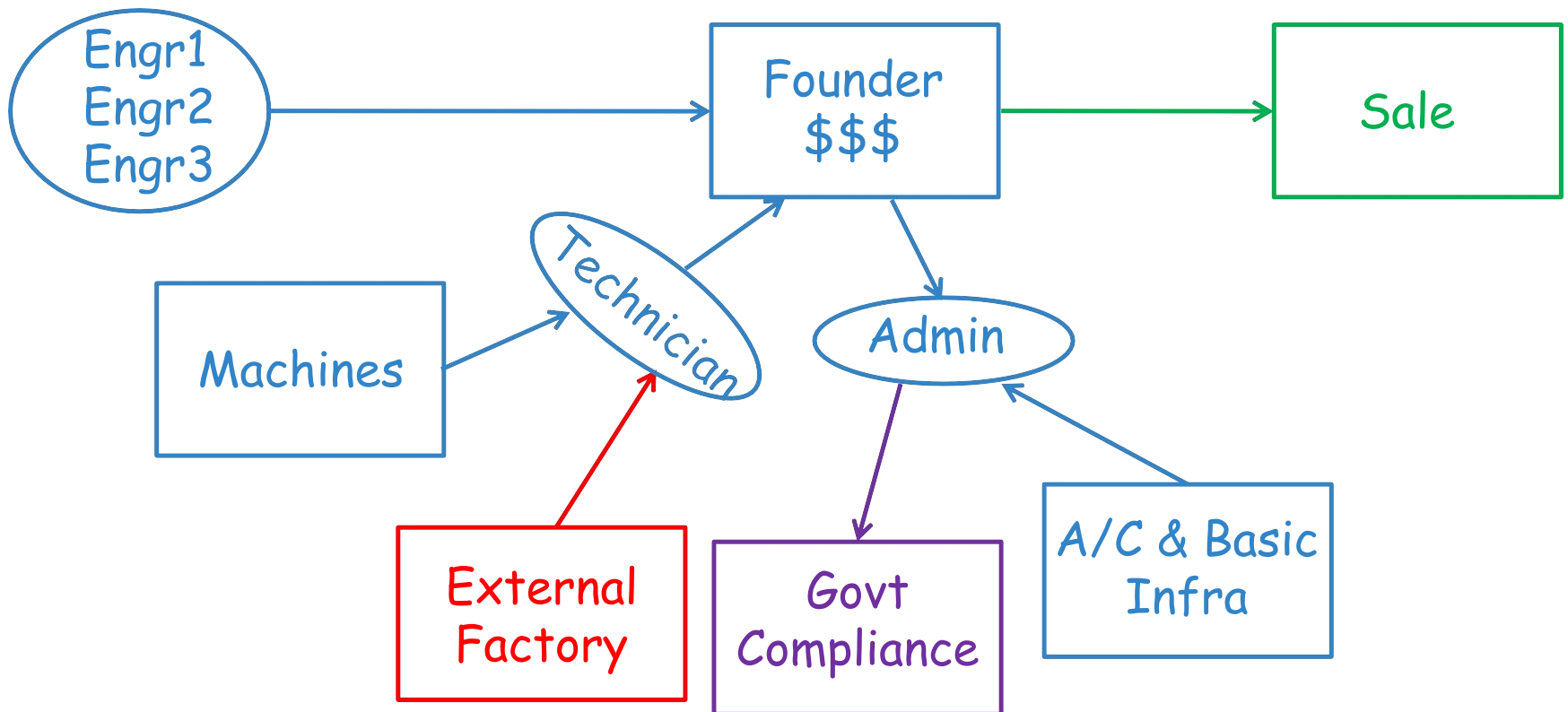
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So Founder / CPU appoints a dedicated person / DMA (or I2C, UART, SPI modules) for that purpose.

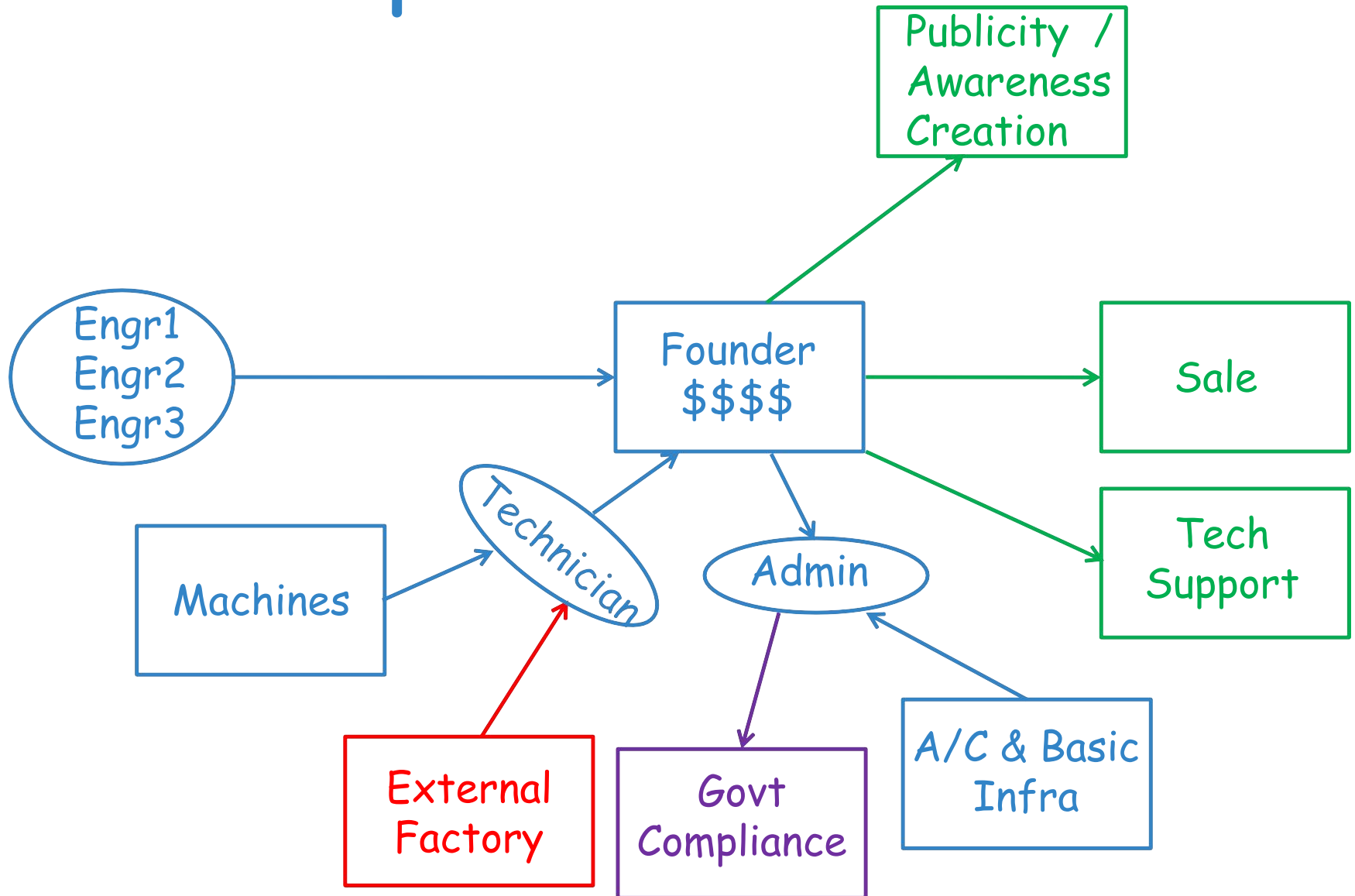


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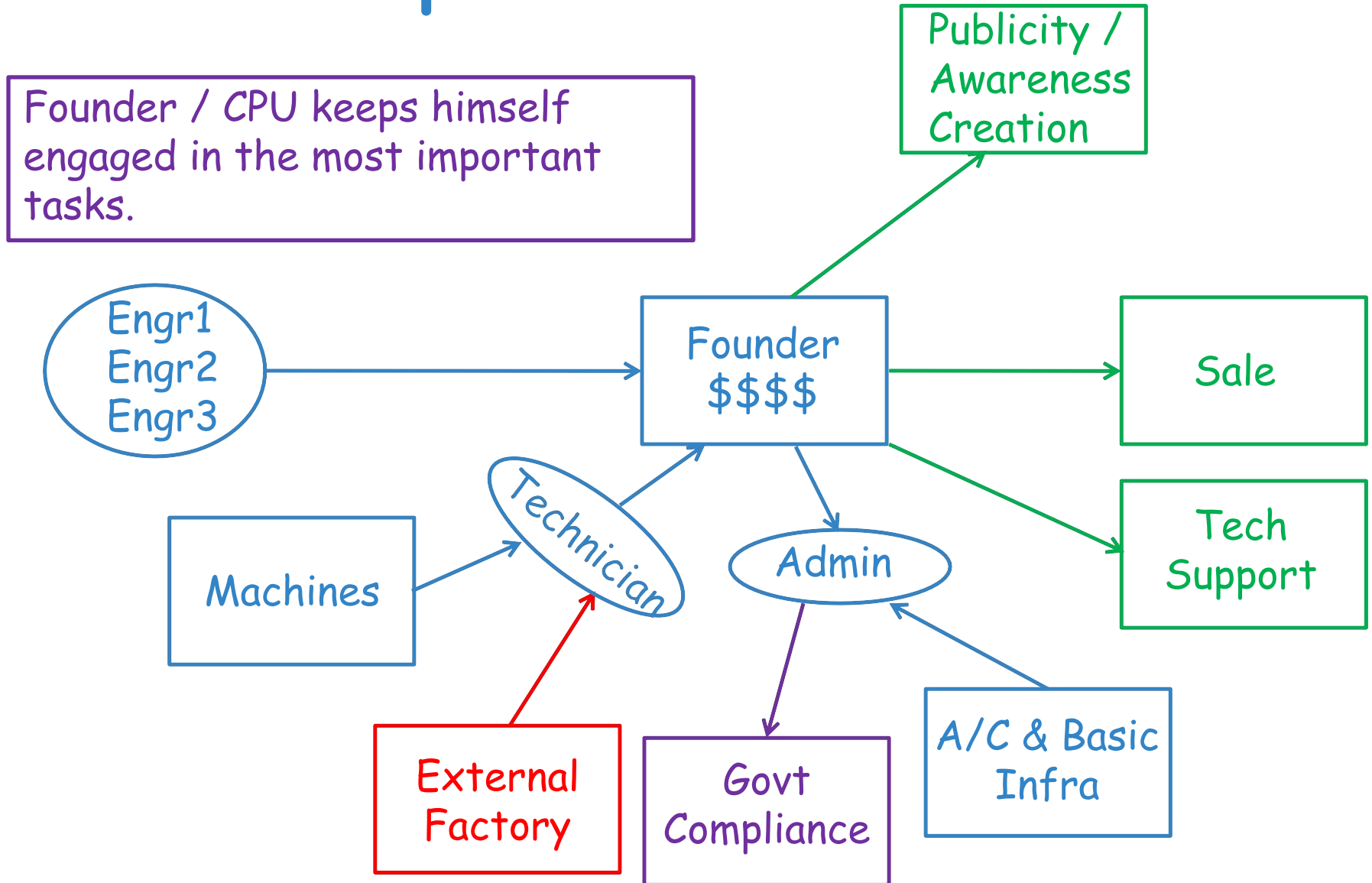
At times Founder and CPU lack certain skillset which can be fulfilled by other resources.



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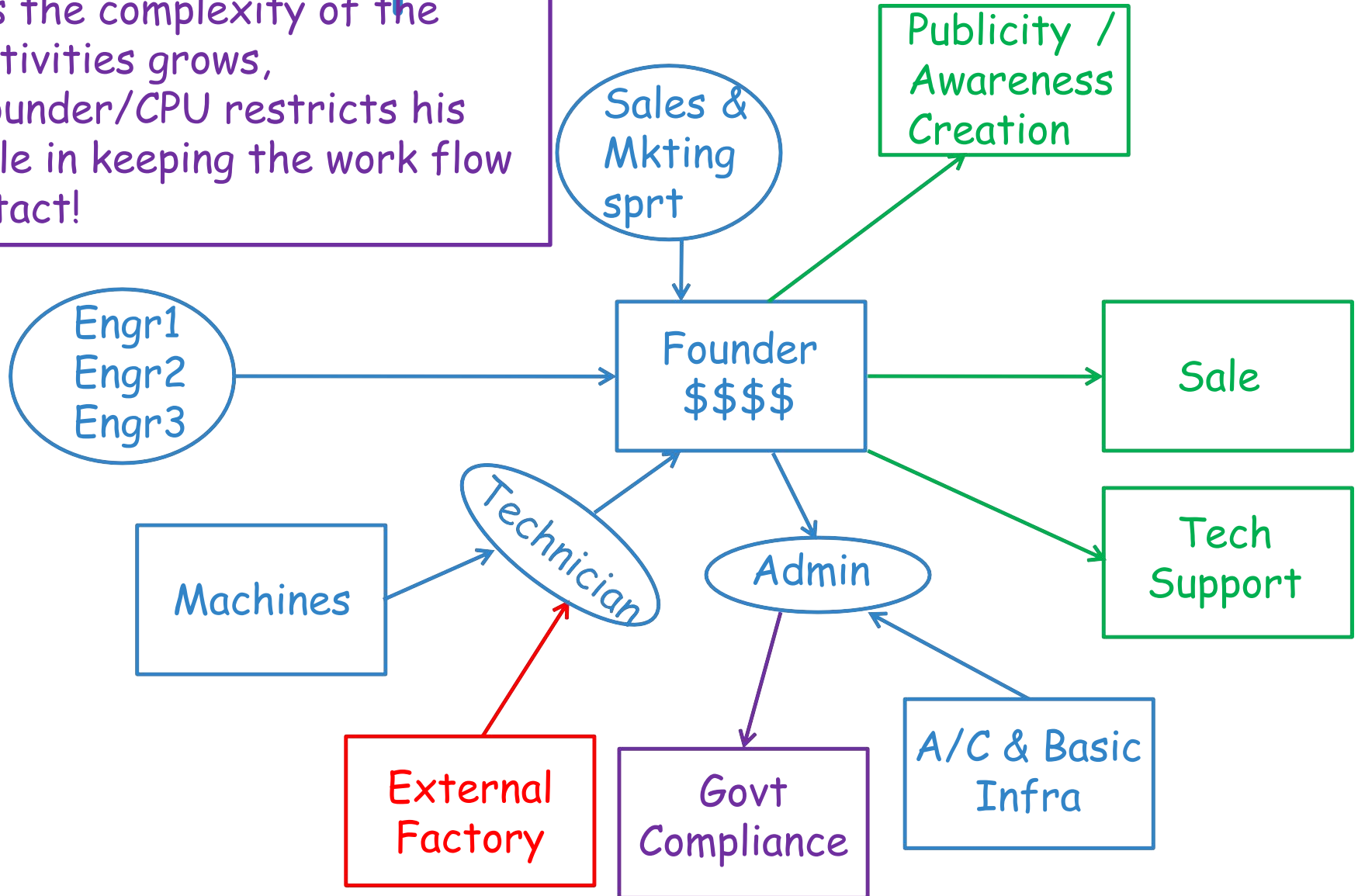


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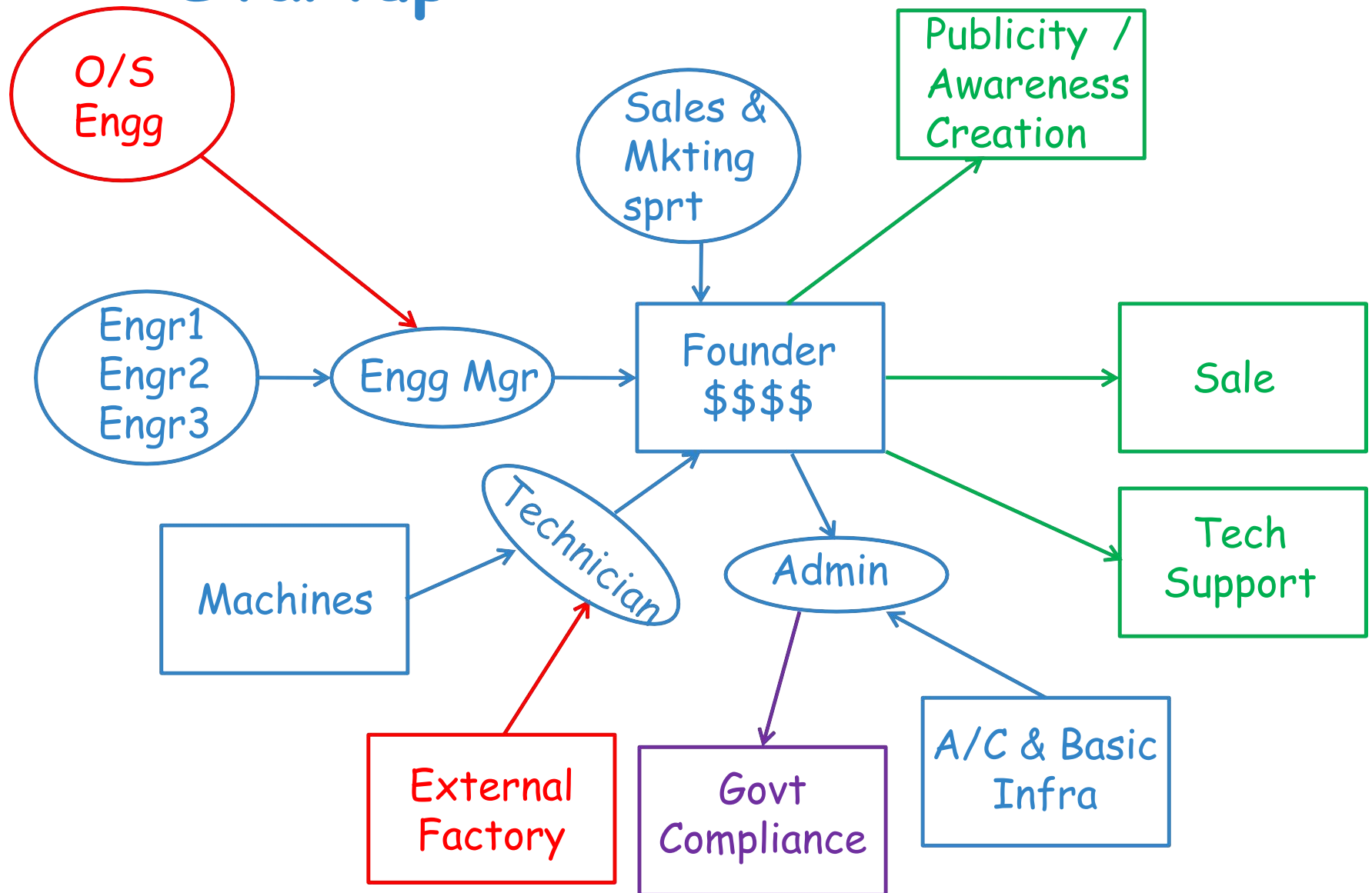
# Basic Structure of a Startup

As the complexity of the activities grows, Founder/CEO restricts his role in keeping the work flow intact!





# Basic Structure of a Startup



# Founder/CEO vs CPU

- As the organization grows, Founder delegates its work to team members. On the other hand, fixed resources are at the disposal of CPU since beginning. CPU has to ensure that it is able to meet the objective without any further need of external resources.
- Founder must have some free time to strategize / innovate. CPU must have free clock cycles for future scaling.
- As the complexity of task grows, Founder / CPU restricts its role in managing resources and information flow, and making sure that the end objective is met.

# Org Structure vsuP Architecture

- Nature of core activity
- Size - Revenue, Manpower, Location
- Scale and future growth prospects
- Ecosystem

# Org Structure vs uP Architecture

Org Structure & Resources	uP Architecture & Resources
Nature of core activity	Type of computation required (End Application)
Size - Revenue, Manpower, Geographical Locations	Complexity of processing and computation
Scale and future growth prospects	Supporting future development / versions
Ecosystem - External vendors	Availability of interfaces to interact with other modules in the system
Competitive (external) environment	??

# Setting Priorities of a Boss

- A. Phone calls, door bells
- B. Government compliance (Return filing & reporting)
- C. Sales inquiry from a potential customer
- D. Inquiry from a team member
- E. Collaboration inquiry from a potential partner
- F. Blind inquiries (mail/phone) from potential vendors
- G. Clarification mail from a vendor executing your job
- H. Tech support to the existing customers
- I. Notices from various Govt departments
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**Quiz: Prioritize these.**

# Interrupting/Informing the CPU

- Set the priorities
- How would each interrupt be handled. Possibilities -
  - Leave everything immediately and serve the request. Once the request is served, come back and complete the unfinished task.
  - Serve the request only after completing its ongoing task. Once the interrupt is served, come back to the ongoing flow.
  - In case of multiple simultaneous requests, prioritize them.
  - .
  - .



# Welcome to the world of Microprocessors

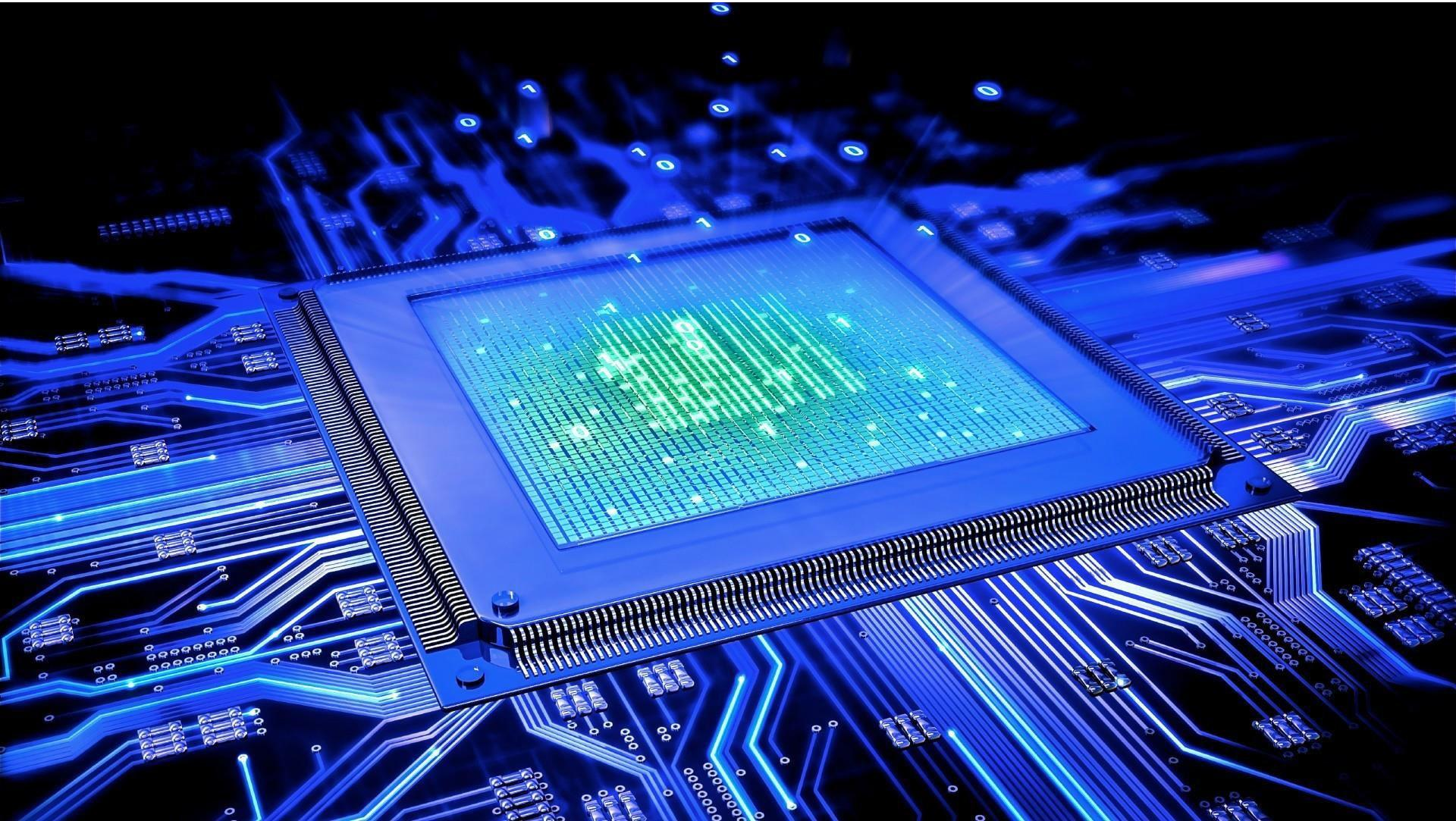


Image source - <http://qige87.com/intel-wallpaper.html>



# CPU- CEO Analogy

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  - Both are must and have limited time!

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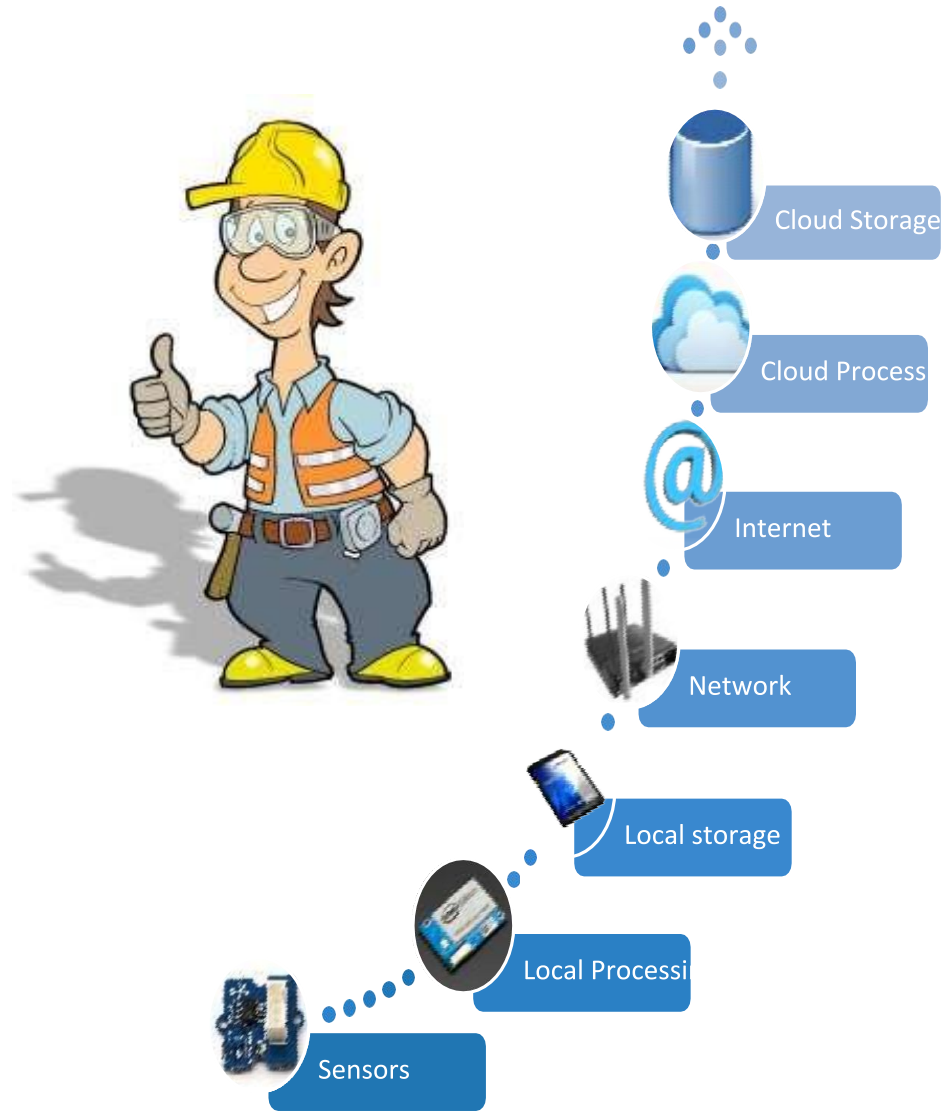
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- Cut power & clk of the unutilized h/w blk ( $\equiv$ ?)
- Multi core system (multiple founder startup)

# What is the Internet of Things



# Sensors

Measure values

Send raw data

Low power



# Local Processing and Local Storage

Get data from sensors

Process

Send some data to

Edge/Fog  
Computing



# Network and Internet

## IoT Gateway

Gathers data from sensors

## Protocols

- CoAP
- MQTT
- HTTP
- XMPP



# Cloud Processing and Storage

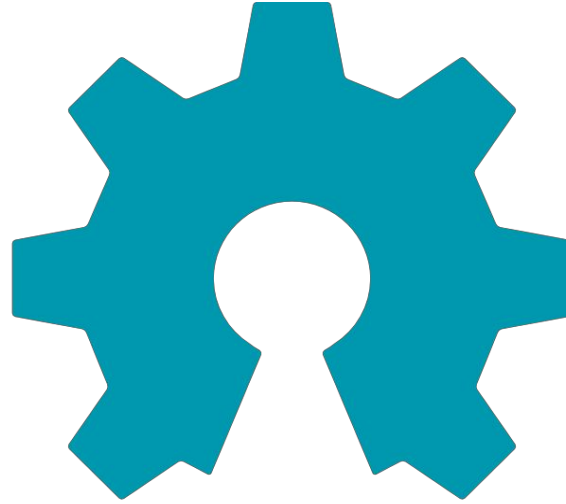
Aggregate Data

Storage

Inferences



How did  
it start

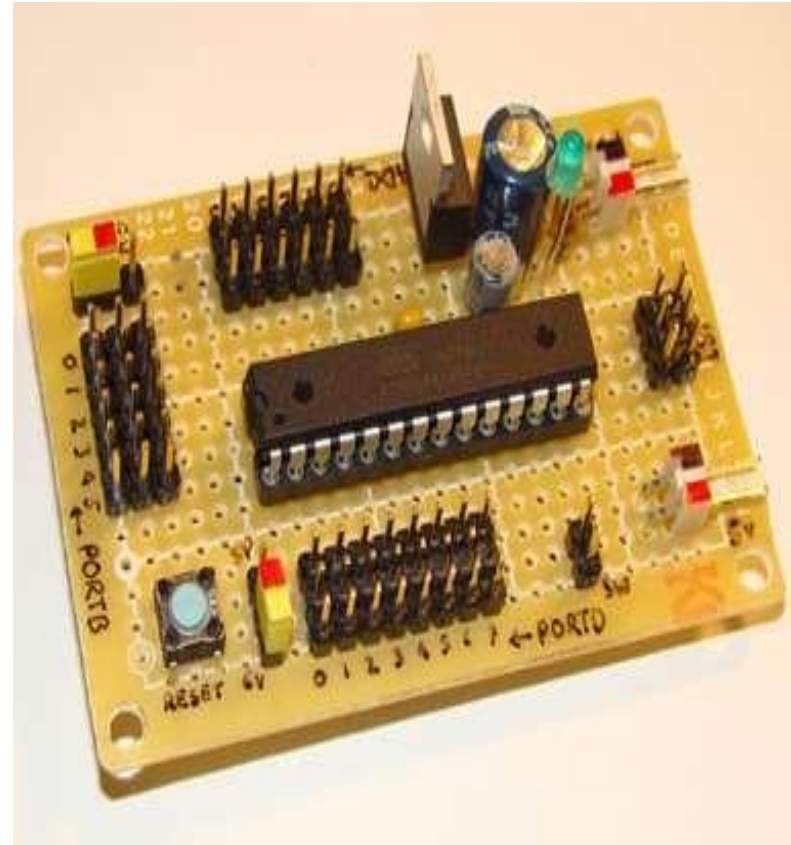


open source  
hardware

# Microcontroller

Small programmable  
device

Easy connectable





# Arduino

Small programmable device

Easy connectable

Is open source

Has a simple to use software



# Arduino Ethernet

Small programmable device

Easy connectable

Is open source

Has a simple to use software

Only around 4 simultaneous  
networking  
connections



# Raspberry Pi

Computer

Runs Linux

More software oriented

programming Full

Networking System



# Raspberry Pi and Arduino

HARDWARE



SOFTWARE AND NETWORKING  
SYSTEM



# Hardware



# Good for sensors



**Arduino**

\$25

ATmega328

**ChipKIT**

\$30

PIC



**LaunchPad**

\$4

MSP430



# Good for some sensors and processing



## **STM32**

\$30

ARM Cortex  
M0, M3, M4

## **Particle**

\$35

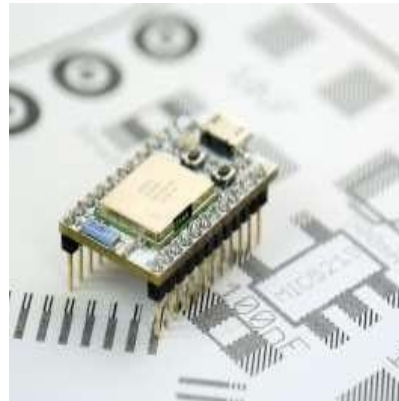
ARM  
WiFi  
Internet



## **Espruino**

\$30

ARM  
Javascript





# Good for processing and network



## Raspberry Pi

\$35

900 MHz ARM, GPU

1 GB RAM

## Intel® Galileo

\$50

400 MHz Quark x86

256 MB RAM



## Intel® Edison

\$70

1 GHz Dual Core Atom

x86 1 GB RAM

WiFi

BLE

4 GB Flash





# Good for processing and network



## Beaglebone Black

\$45

1 GHz ARM, GPU

512 MB RAM

4 GB Flash

## UDOO Neo

\$50

i.MX 6 Solo ARM, GPU

ARM M4

512 MB or 1 GB RAM



## Parsallella

\$99

1 GHz Dual Core Zynq ARM

16 or 64 Epiphany CPUs