5 - Open IoT Solutions for Service Providers and Smart Cities

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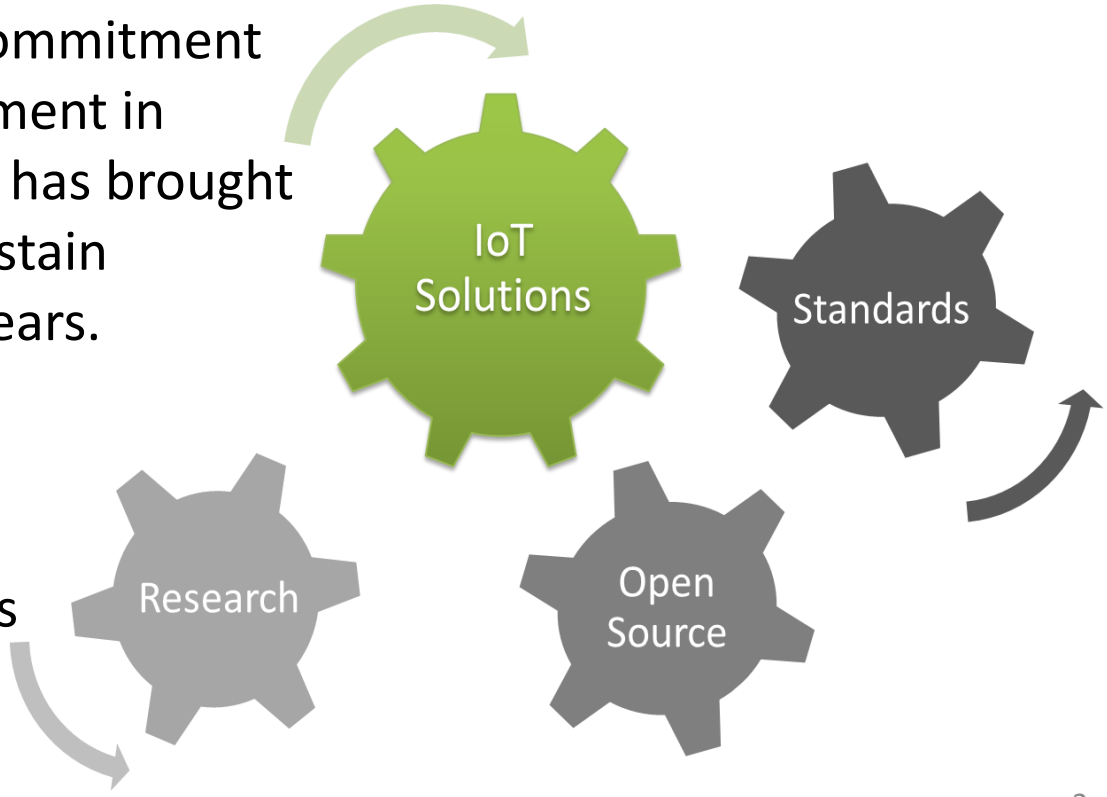
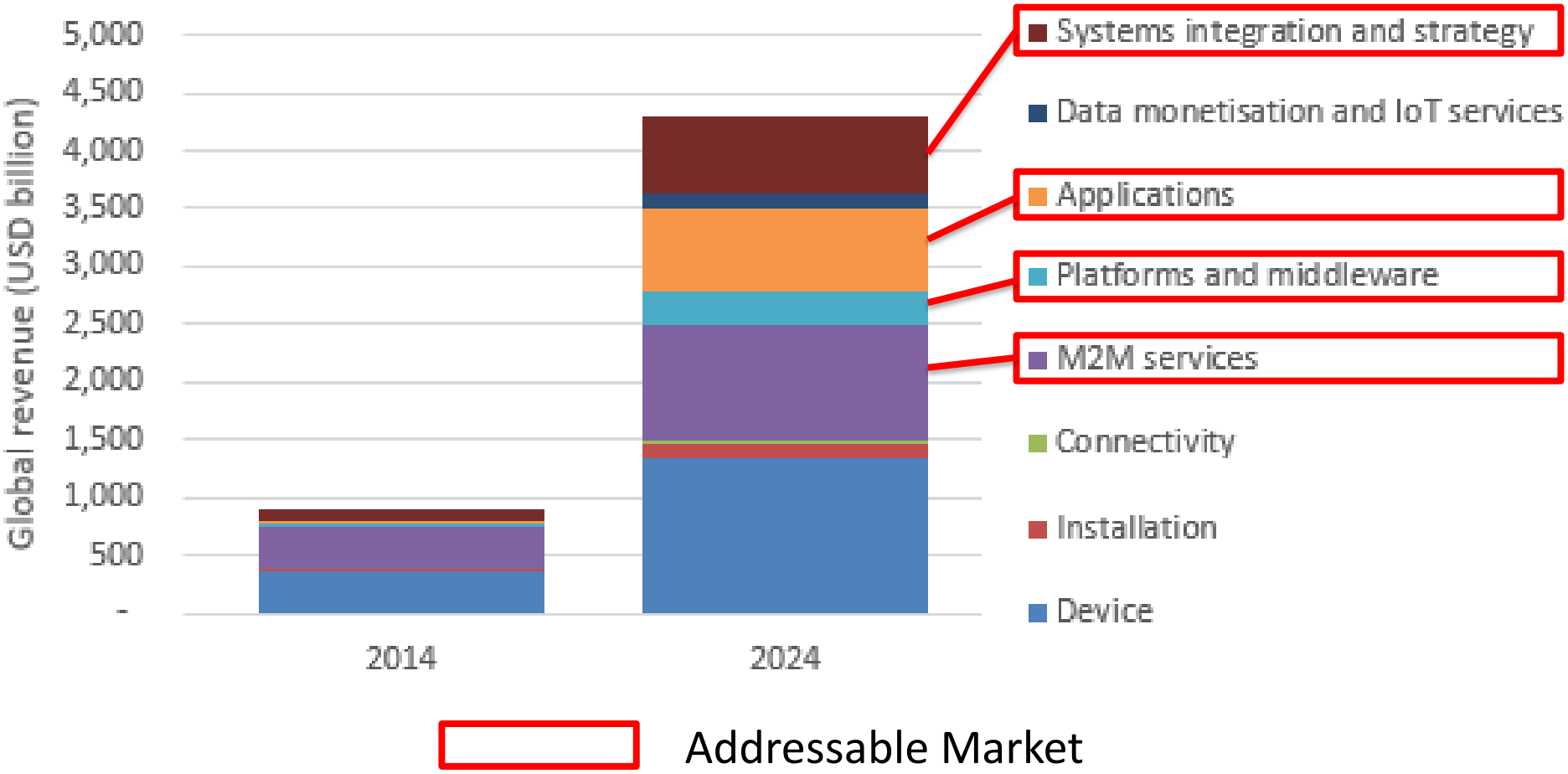
Background & Vision

- Incubated in a large research center in France (CNRS), Sensinov is an innovative startup providing a standard-based IoT Service Platform for cross-device and domain interoperability.
- Despite being a young company, we have an innovative heritage, a commitment to open source, an involvement in emerging standards, which has brought us enough customers to sustain operations for the next 3 years.
- Our ambition is to grow exponentially, through investors, strategic alliances and sales partnerships.



Total Addressable Market

Global IoT Opportunity (Source: Machina Research, 2015)



Standards-based IoT Platform

- Global IoT service platform for cross-domain interoperability easing mass-scale deployment in various domains for smart cities, factories of the future, health care, and connected cars.

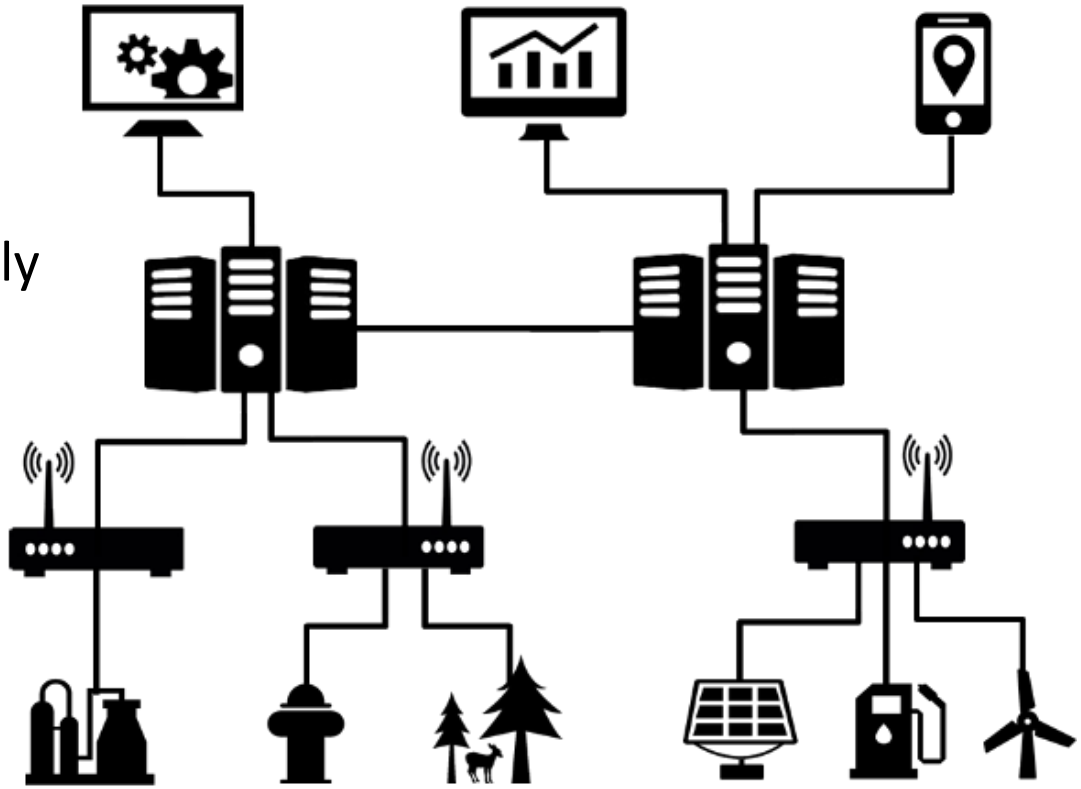
- Initial focus on Service Providers and Smart Cities.

- Our capabilities make us unique in achieving time to market for our customers through a flexible platform and tools for technology integration.

Interworking Made Easy

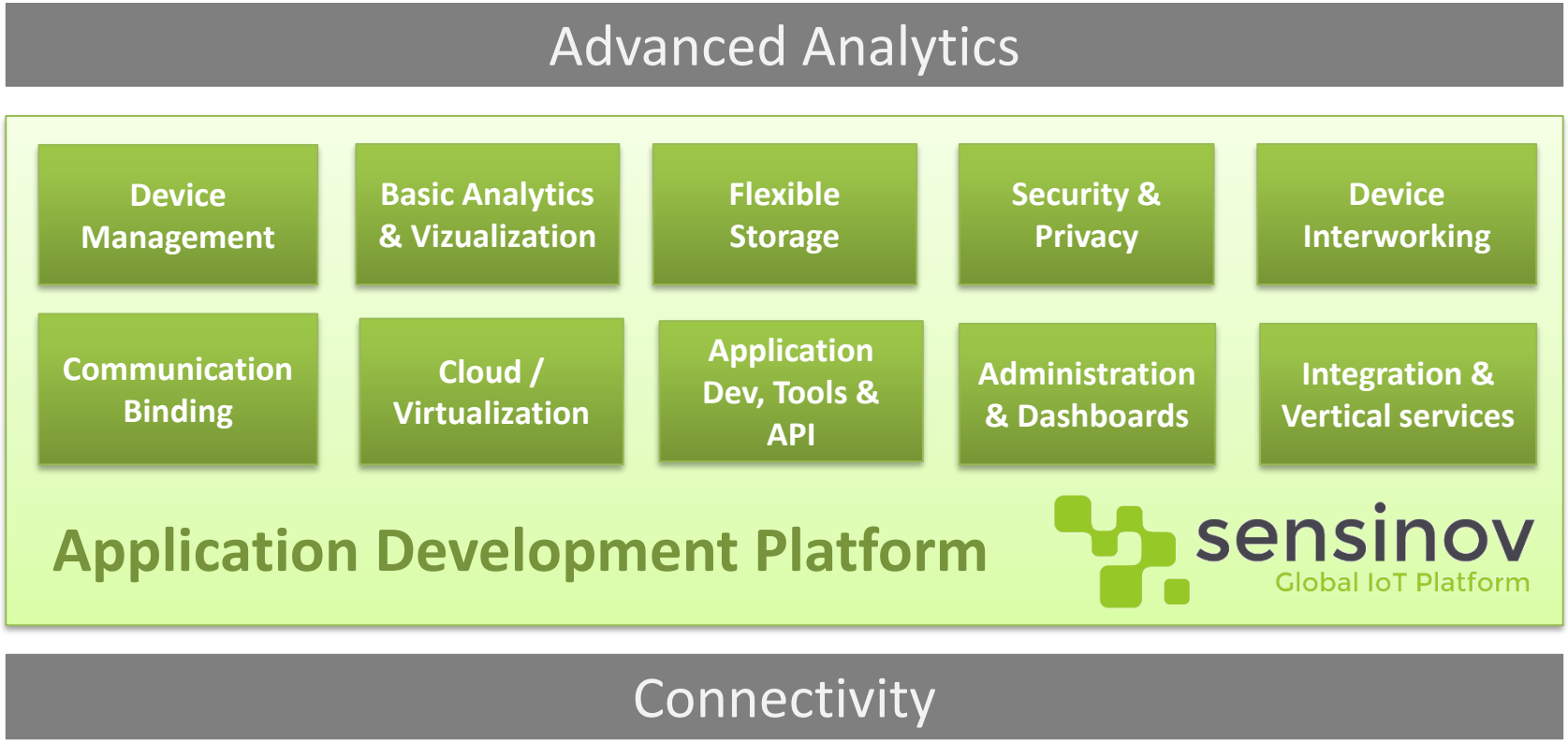
- Sensinov intends to become a fast-growing IoT business targeting devices, gateways and cloud applications for mass-scale IoT solutions.

- We help our customers expand their businesses and services independently of the underlying technologies using an integration platform connecting all kind of devices and applications.



Product and Service Positioning

- Application development platform for IoT to quickly connect devices and build secure applications.
- Integration with advanced analytics and connectivity solutions.
- A focus on Standards, Open API and Open Source.



Go-To-Market Approach

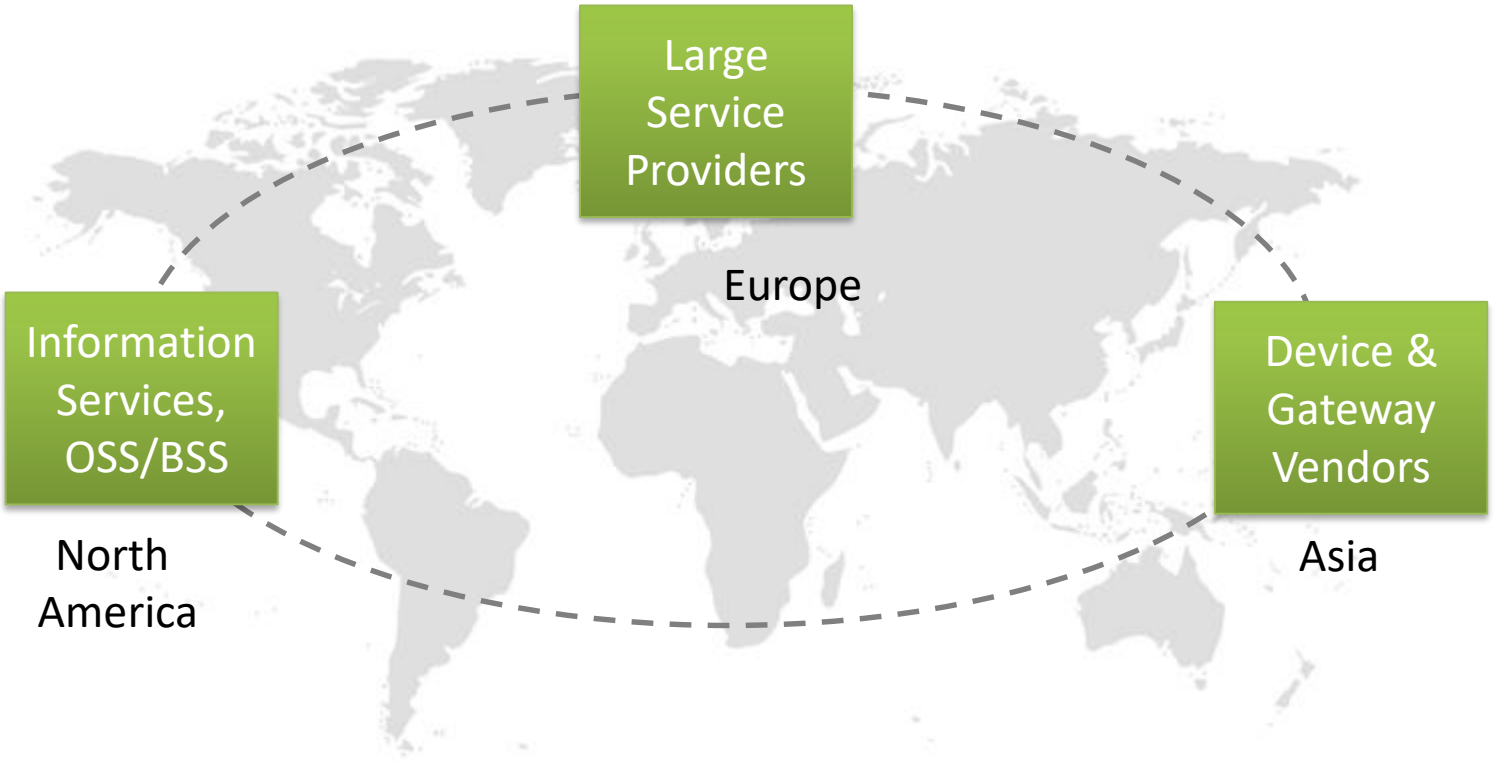
- Initially targeted markets
  - Smart Cities: Buildings, Water, Energy, Transport , Integration, Mobility, Public services, etc.
  - Service Providers and Operators: platform + associated services and applications

- Deployment:
  - Platform as a Service (PaaS)
  - Commercial and private clouds

- Fully customized and turnkey solution

Partnerships

- We are aiming to have solid partnerships worldwide and win-win engagements that make mutual business sense, while remaining focused on our vision.
- Our goal is to work in regional and strategic partnerships with industry leaders who share a similar vision and believe in the value of IoT.



Current Track Record

- Ongoing projects and customer opportunities
  - H2020 LSP 5 AUTOPILOT Autonomous Vehicle
  - Home network equipment specialist (name withheld at this stage)
  - oneM2M platform for Smart buildings (name withheld at this stage)
  - ETSI Development Platform Open Source MANO (OSM)
  - IoT Development Kit for F-Interop

- Open Source
  - Eclipse OM2M (http://eclipse.org/om2m)

Sensinov keynote and booth at IoT Korea Week 2016 (10-14 Oct 2016 at Seoul, Korea)

Sensinov 1-day tutorials for developers at ETSI IoT/M2M Workshop (14 Nov 2016 at Sophia Antipolis, France)

Sensinov & IBM joint demonstration at oneM2M Showcase Event. (15-17 Nov 2016 at Sophia Antipolis, France)

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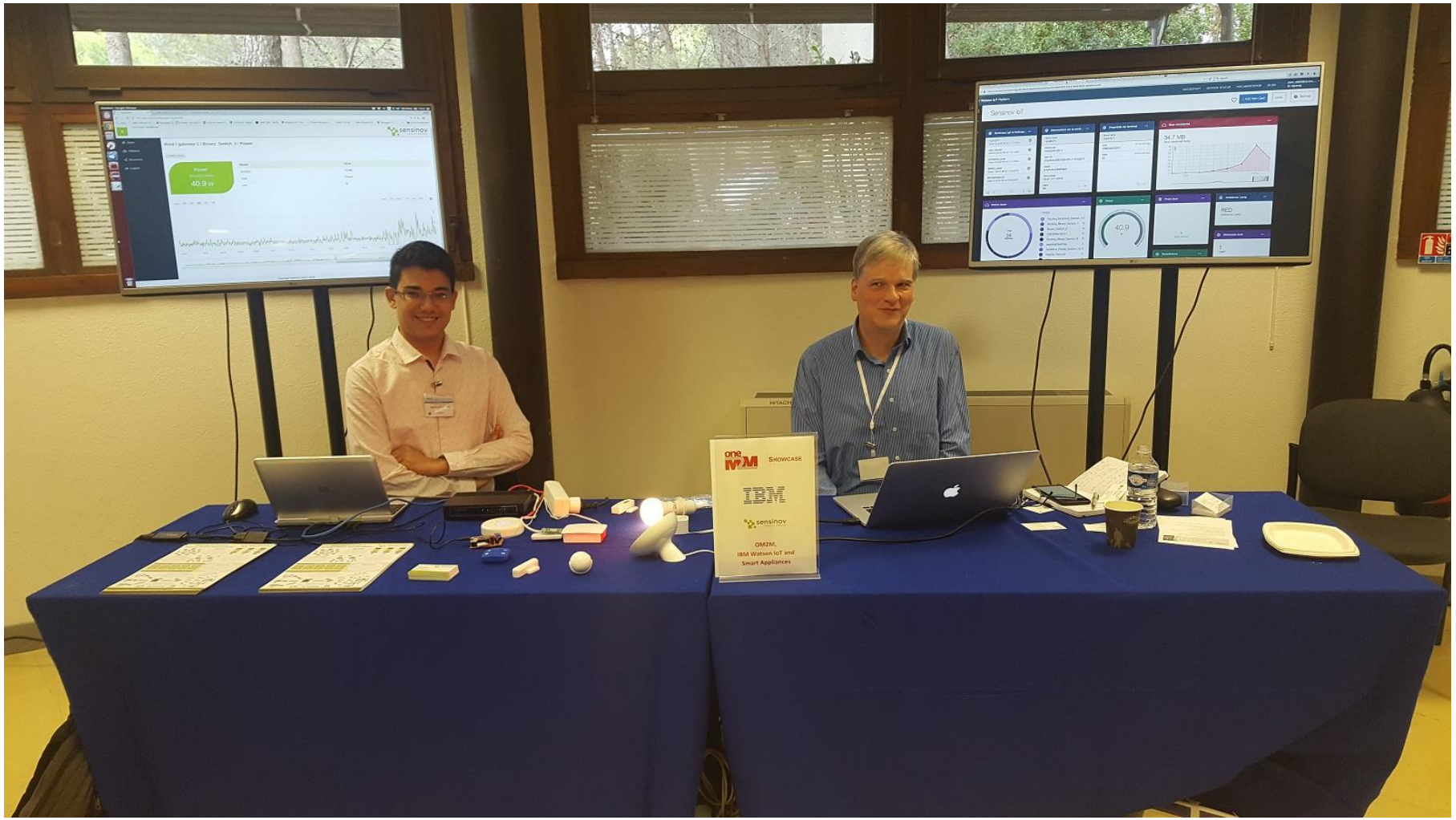

Next milestones

- Sensinov participation to the 3rd oneM2M Interop Event.

  29 Nov - 02 Dec 2016 at Kobe, Japan

- H2020 LSP-5 innovation project on Autonomous Vehicle: AUTOPILOT by ERTICO. (2017 -2020)

  Kickoff: Jan. 2017

My Biography

Mahdi Ben Alaya is the Founder and CEO of Sensinov. He obtained a Ph.D in Networks, Telecommunications, Systems and Architectures from the Federal University of Toulouse and the LAAS-CNRS laboratory in France. He serves as Vice Chairman of the oneM2M Testing Group. He is co-founder and technical manager of the open source project OM2M at the Eclipse foundation. He presented IoT tutorials in summer schools and universities worldwide including France, Taiwan, and Korea. He initiated and managed several R&D projects at LAAS-CNRS and Sensinov including ITEA2-USENET, ITEA2-A2NETS, H2020-LSP5-AUTOPILOT, ETSI-OSM, and ETSI-SAREF. He has authored more than 20 refereed publications in international journals and conferences, as well as more than 50 contributions to IoT standards.

Thank you for your attention.

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