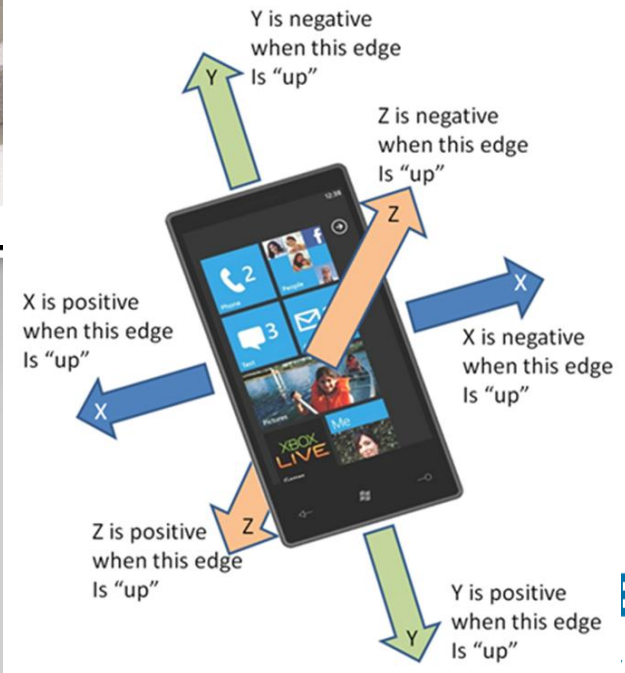


From M2M to Virtual Continuum

**Roberto Minerva – Chair, IoT Initiative, FDC
Telecom Italia**

November 2014

PUT A SENSOR IN IT – How Sensors can change the game rules



How to Use the Nike+iPod Sport Kit

Step 1.



Place the sensor in your left Nike+ shoe, in the built-in pocket beneath the insole. You can leave the sensor in your shoe even when you're not working out.

Step 2.



Attach the receiver to your iPod nano. The receiver fits snugly into the Dock connector, located on the bottom of your iPod nano next to the headphone jack.

Step 3.



Hit the ground running with workout-based voice feedback, Nike Sport Music content and an iPod nano that stays in tune with every step.

Agenda

- Simple definition(s) of Internet of Things
- IoT Challenges
- A Path towards the Virtual Continuum

A Definition of IoT

A set of documents to soon
appear in iot.ieee.org

What is Internet of Things ?

Internet of Things is a Buzzy phrase

It has to be interpreted according to the needs and assets of the proponents

- "Machine-to-Machine (M2M) communications is the communication between two or more entities that do not necessarily need any direct human intervention. M2M services intend to automate decision and communication processes." - ETSI oneM2M
- IoT as "A global infrastructure for the information society, enabling advanced services by interconnecting (physical and virtual) things based on existing and evolving interoperable information and communication technologies" - ITU
- "Internet of things" as: "A network of items—each embedded with sensors—which are connected to the Internet." IEEE Institute. March 2014
- "The basic idea is that IoT will connect objects around us (electronic, electrical, non-electrical) to provide seamless communication and contextual services provided by them. Development of RFID tags, sensors, actuators, mobile phones make it possible to materialize IoT which interact and co-operate each other to make the service better and accessible anytime, from anywhere." - IETF
- "Cyber-physical systems (CPS) – sometimes referred to as the Internet of Things (IoT) – involves connecting smart devices and systems in diverse sectors like transportation, energy, manufacturing and healthcare in fundamentally new ways. Smart Cities/Communities are increasingly adopting CPS/IoT technologies to enhance the efficiency and sustainability of their operation and improve the quality of life." – NIST
- "A global network infrastructure, linking physical and virtual objects through the exploitation of data capture and communication capabilities. This infrastructure includes existing and evolving Internet and network developments. It will offer specific object-identification, sensor and connection capability as the basis for the development of independent cooperative services and applications. These will be characterized by a high degree of autonomous data capture, event transfer, network connectivity and interoperability." - CASAGRAS

IoT Definition

A few features of IoT (that we are stressing out in IoT Initiative)

- The Internet of Things (IoT) envisions a self-configuring and adaptive complex system made out of networks of sensors and smart objects whose purpose is to interconnect “all” things, including every day and industrial objects in such a way to make them intelligent, programmable and more capable of interacting with humans.

- Smart Objects and Sensors
- Network of Things
- Self-organizing systems



- Intelligence at the edge
- Massive Data
- New communication paradigms
- Servitization
- Virtual Continuum

(the many) IoT Challenges

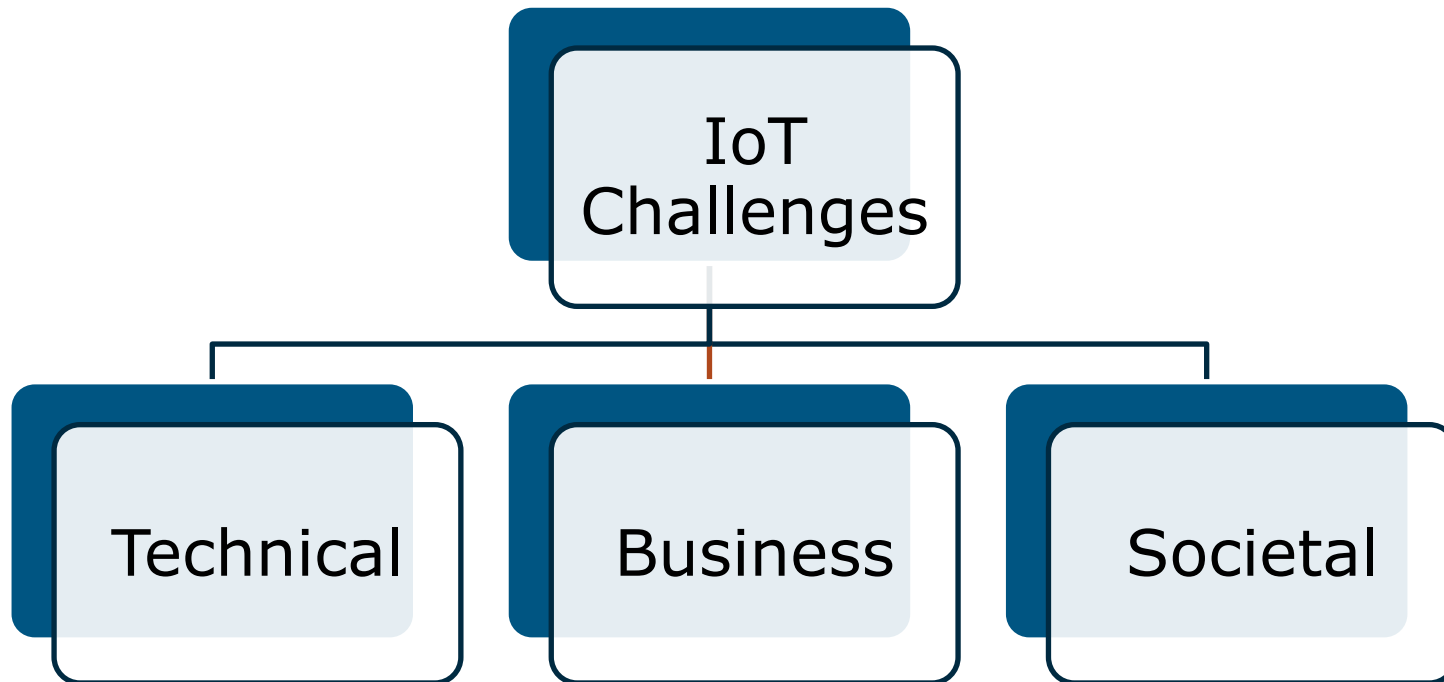
IoT Challenges (1)

Also the Challenges are pretty related to assets
and specific views

- 5 Challenges The IoT Presents To Manufacturers – Forbes
 - <http://www.forbes.com/sites/ptc/2014/09/10/5-challenges-the-iot-presents-to-manufacturers/>
- IoT Challenges - Rob van Kranenburg and Alex Bassi
 - <http://www.muxjournal.com/content/1/1/9>
- Five challenges for the Internet of Things (IoT) - Rolph Haspers
 - <http://blog.leaseweb.com/2014/07/17/five-challenges-internet-things-iot/>
- IoT Challenges – Texas Instruments
 - http://www.ti.com/ww/en/internet_of_things/challenges.html
- Opportunities: Back To The Future – IoT & Smart Systems Evolution Challenges – Harbor Research
 - <http://harborresearch.com/iot-evolution-challenges/>
- 5 Challenges of Internet of Things Connectivity – PubNub
 - <http://www.pubnub.com/blog/5-challenges-of-internet-of-things-connectivity/>

IoT Challenges (2)

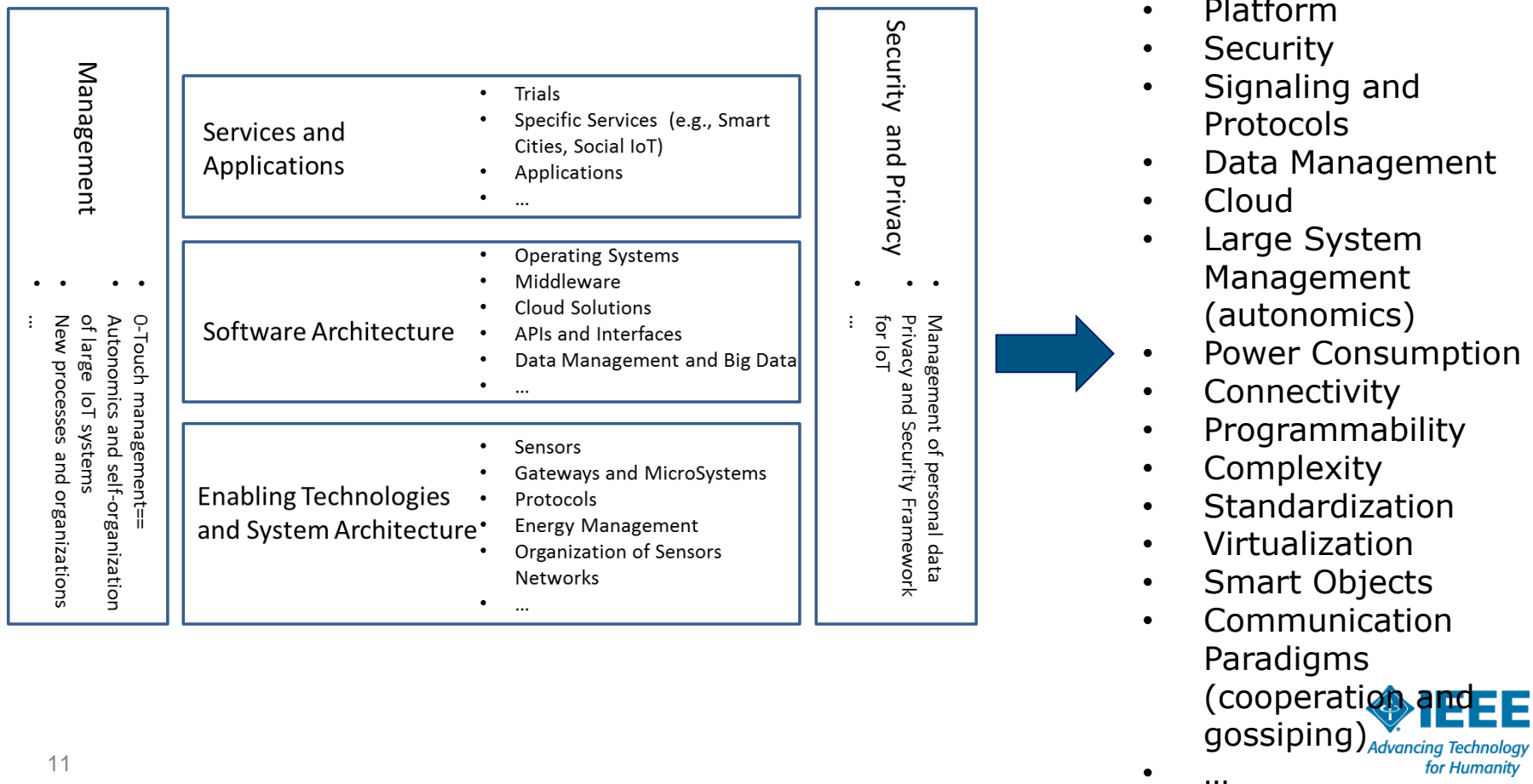
Trying to frame the challenges in macro categories



Technical Challenges

(Some) Technical Challenges

Trying to identify the major challenges within each category



What are Internet-Connected Things?

Active/passive, with/without information

Objects bring information: some can be used stand-alone some just make data available to the outside world. Information can be contextualized, and objects can even act autonomously on that basis.

| | | | |
|------------------------------------|---|---|---|
| Object + Context Information | Baggage Tag With Location "I'm here, haven't moved in 11 hours." | Light Post "I'm off. Turn me on? But there's still daylight!" | Connected Car "Satellite navigation rerouting using traffic flow monitors and crowd alerts." |
| Object-Only Information | Pet ID Tag "I'm Fido 122." | Parking Meter "44 minutes left on meter." | Vending Machine "Imminent stock out of soda. I'm reordering." |
| No or Generic Information | Beverage Can "Let me point to content." | Home Lights "Turn me on remotely." | Cleaning Robot "It's 9am, time to work." |
| | Passive Object | Responder Object | Autonomous Object |

Interactions with sensors

Ideally:

- **Few Primitives**
 - **Percept**
 - **Command**
 - **Response**
 - **Exception**
 - **Property**
- **Simple Control: Events and Commands**
- **Simple Semantic**

Many protocols are currently used such as SensorML, COAP, MQTT, ... each one adhering to a communication paradigm. Another Protocol Battle ?

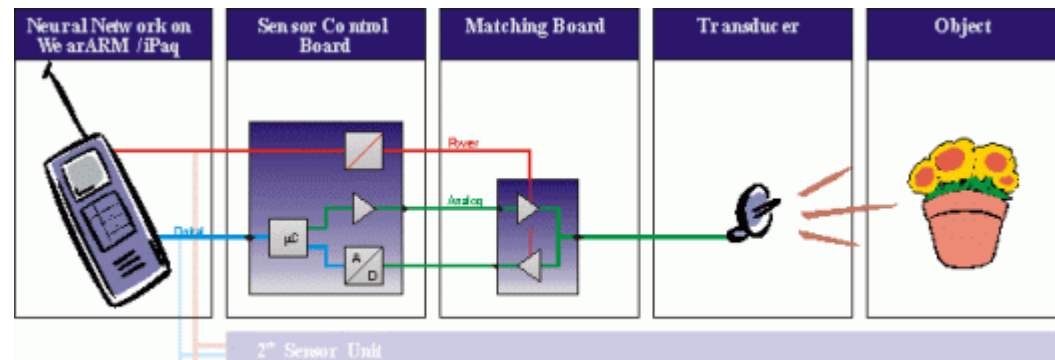
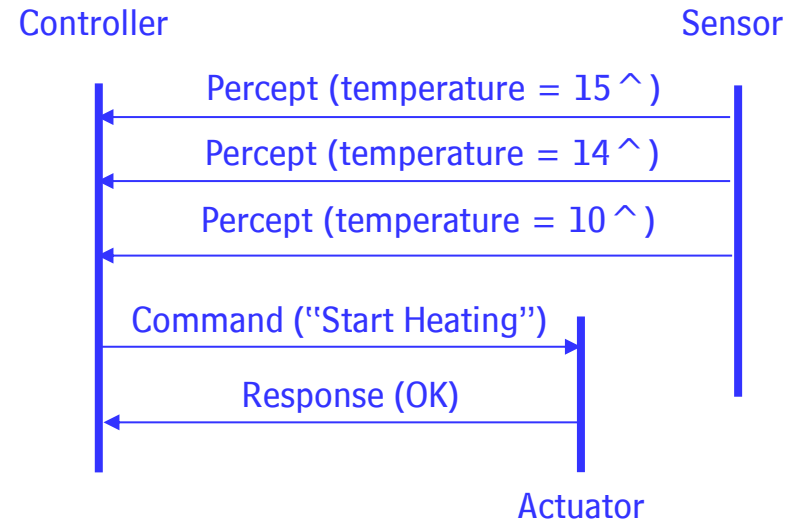
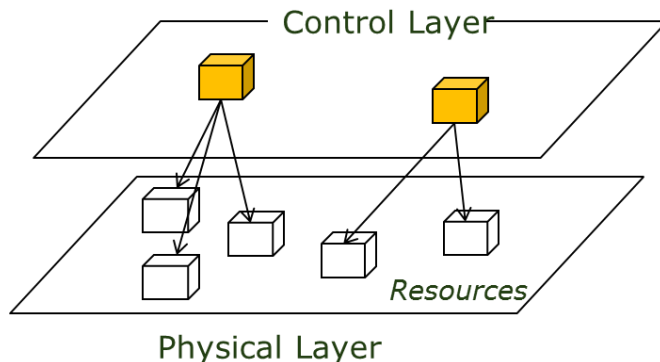


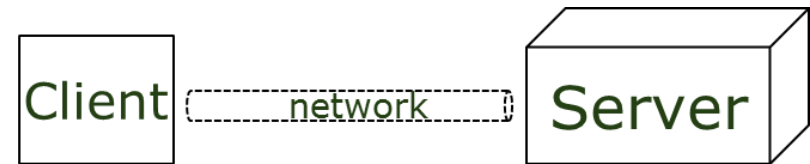
Figure from: http://www.wearable.ethz.ch/context_recognition.0.htm

How Smart Objects will communicate

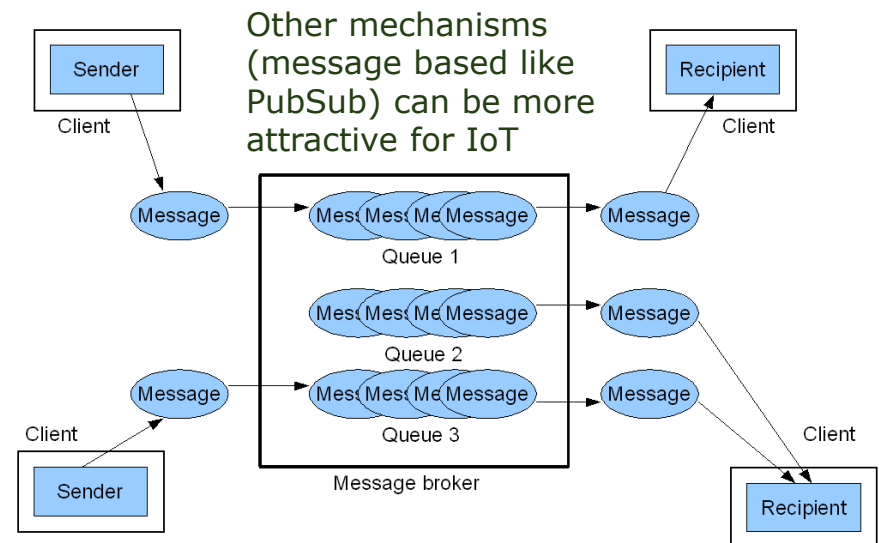


Network Intelligence (e.g., IMS) is a hierarchical model based on the assumption that control has to be exerted by a few specialized control nodes

This is a reason for different IoT protocols COAP, MQTT-S ...
Is it there a better communication paradigm for IoT ?

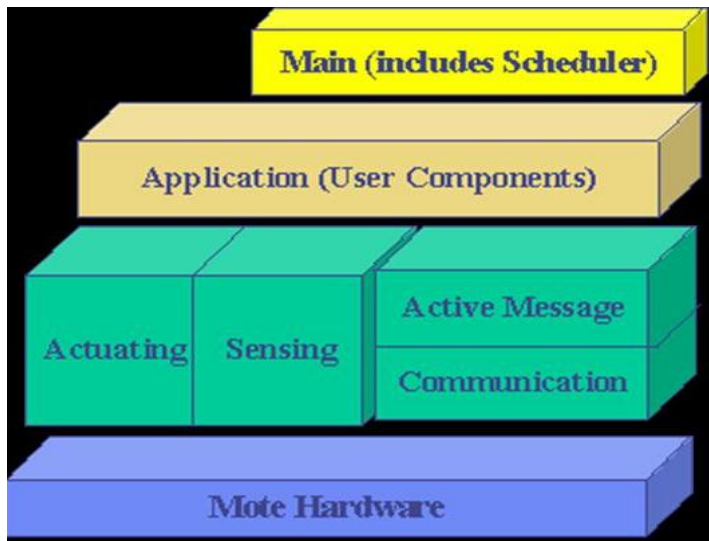


Client - Server model disregards the network aspects and can lead to a tragedy of commons (misuse of common networking resources)

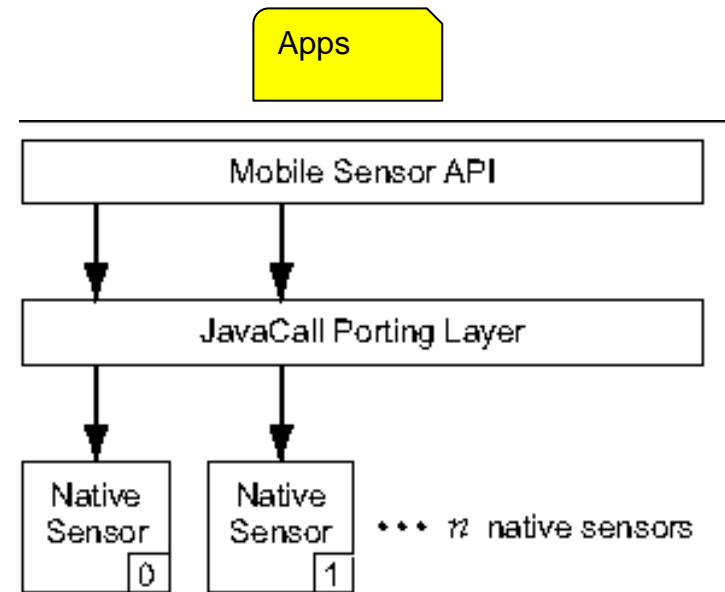


Software for Wireless Sensor Networks (What Middleware?)

A simplified TinyOS architecture



Sensor as a small computer → it needs an Operating System
TinyOS is such a system providing for basic functions



Mobile Sensor API is an example of middleware for Wireless Sensor Networks

Obviously there are many OSes for IoT (e.g., Contiki, ...)

What Network - Sensors and Capillary vs Telco network - General view

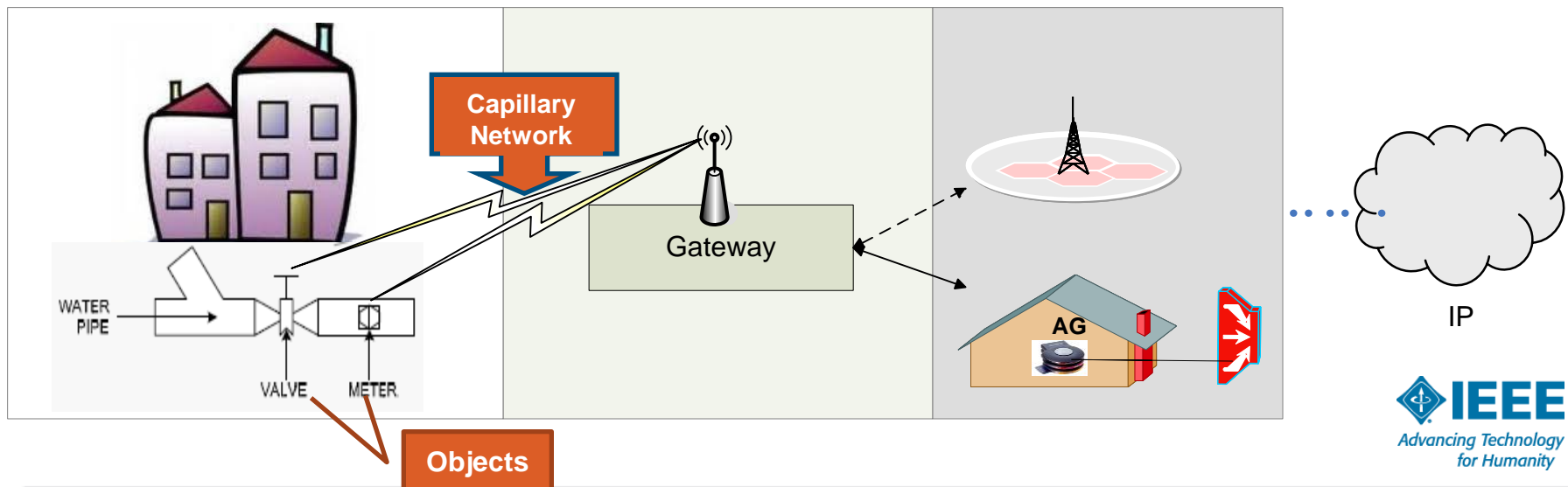
Capillary Network – connecting sensors & actuators to:

- “wired” (cable, xDSL, optical, etc.)
- wireless cellular (GSM, GPRS, EDGE, 3G, LTE-M, WiMAX, etc.)
- wireless “capillary”/short-range (WLAN, ZigBee, IEEE 802.15.4x, WMBUS, etc.)

Gateway – connecting access and backhaul/core networks:

- concentrating
- network address translation
- packet (de)fragmentation; etc.

IoT on Public Networks or on Lower Range/Capillary Networks ?



Anything will be a node !

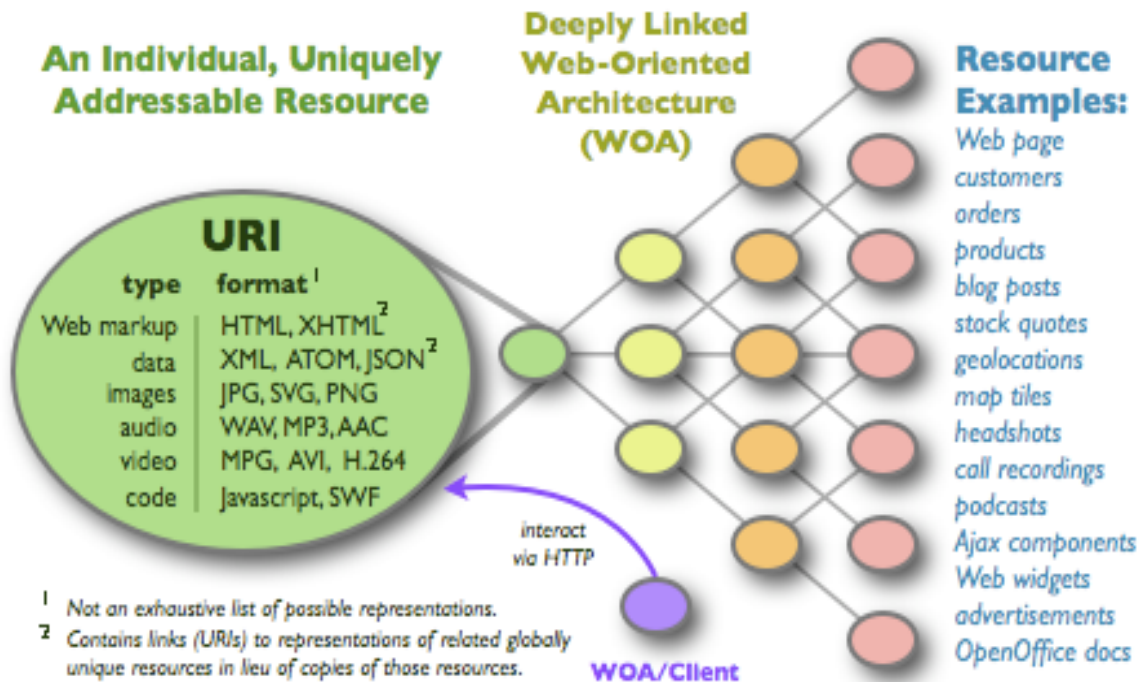
- Intel has unveiled a WiFi sliver of silicon that can be part of a normal microprocessor chip.
- As of today, WiFi chips were separate from the microprocessor because of specific needs of the radio part.
- This is the first time that someone (Intel) has come up with an industrial manufactured chip embedding radio on the chip.
- We can expect that wherever we find a microprocessor (e.g. in over 70% of toys, to name just one area) we will find embedded connectivity.

Roberto Saracco
<http://www.blog.telecomfuturecentre.it/>

Can we manage this communication, processing and storage challenge all in a single node ?



Identity of Things (1)



Source: Dion Hinchcliff. <http://hinchcliff.org>. Some Rights Reserved, 2008.

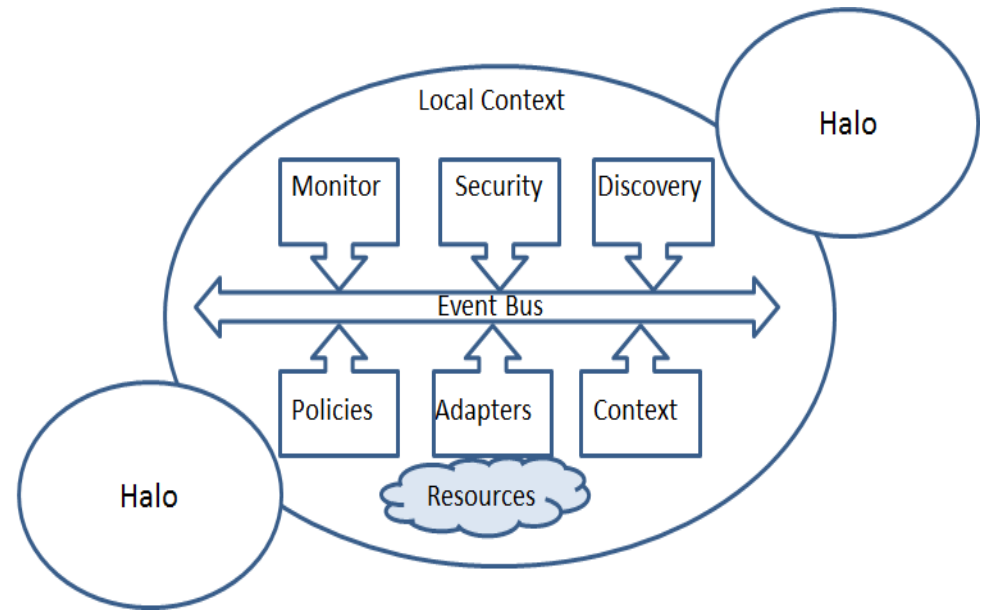


- Each Resource is addressable
- Each resource is CONNECTED
 - Connectivity must be guaranteed in a variety of environments
- Each Resource can be associated to a User (Identity)

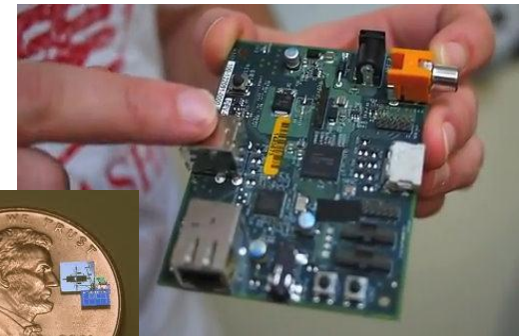
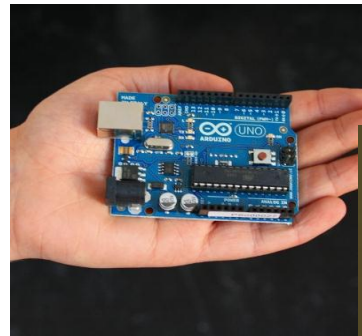
Identity of objects and their relationships with other objects and other identities (Humans)

A self-organizing node

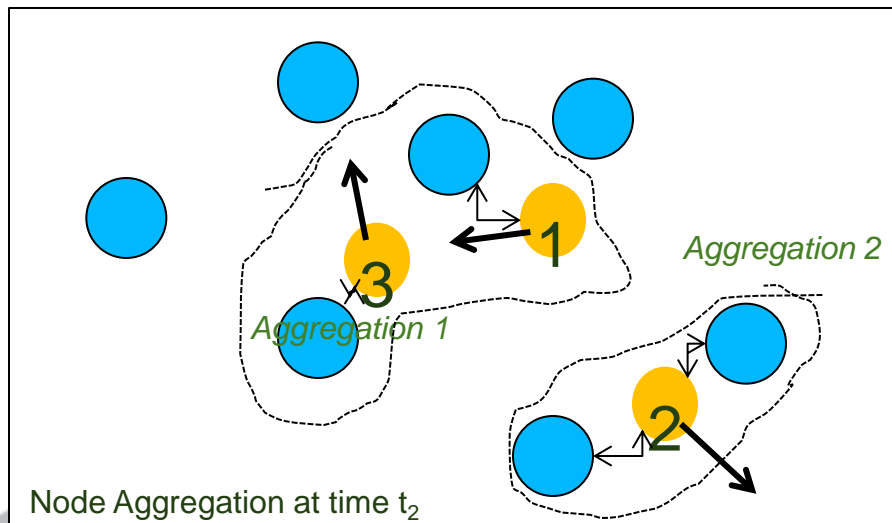
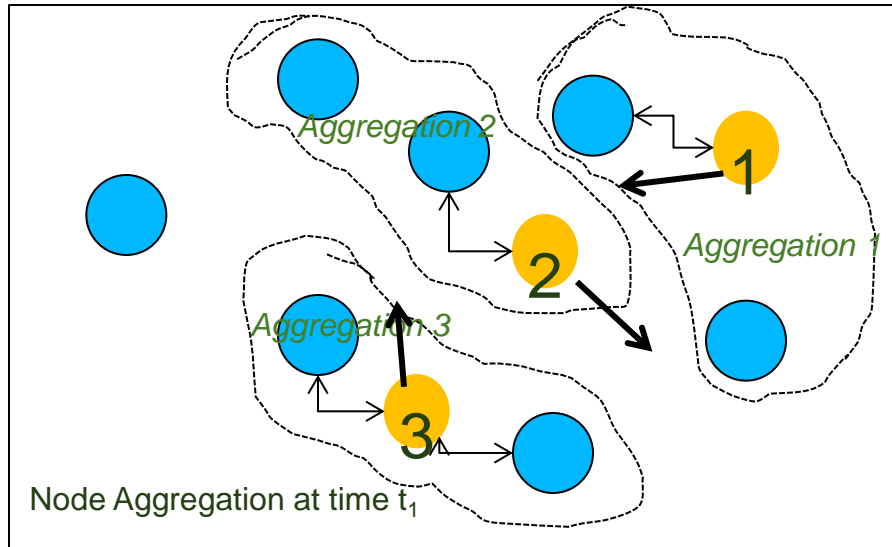
- A self-organizing node can be seen as a dynamic system whose states are time-evolving as events occur.
 - It is sensitive to the context variations and capable of reacting to self-adapt dynamically
- It is like a “self-managed cell” with a set of features, e.g.,
 - Discovery, Policies, Monitor, Security
- What is needed to build it ?
 - a smart phone (as Wi-Fi Hot Spot)
 - cheap, tiny PCs (e.g. Raspberry Pi)
 - microcontrollers (e.g. Arduino)
 - Sensors, actuators, etc.



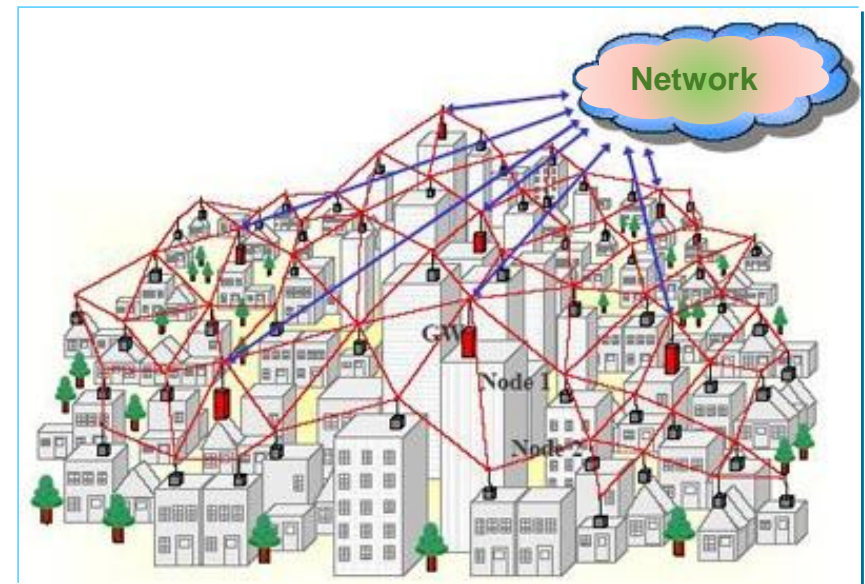
The Self-organization within a node challenge ...



Nodes will connect each other in unpredictable ways

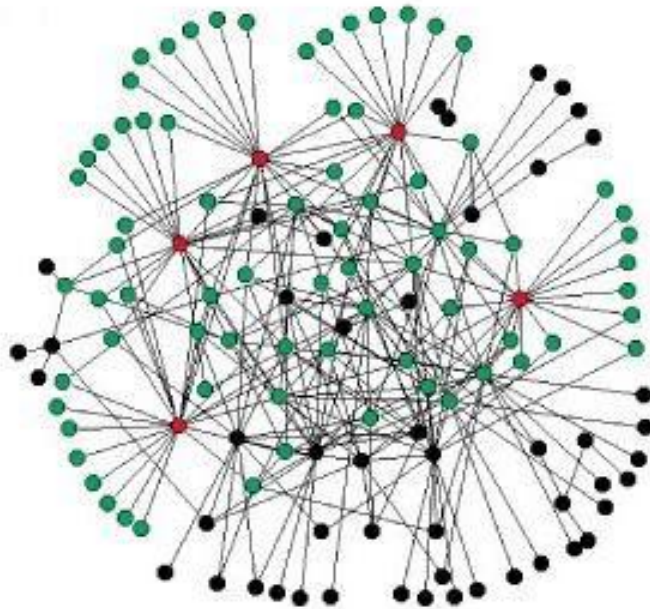


Increasing richness and complexity at the edge of networks



http://muxware.net/sol_mesh.php

Dealing with Complexity at the edge: Self-Organization of Networks



Scale-free

- Management of complex and dynamic “Networks of Networks” will be critical
- No human intervention possible
- Competition on resources

Requires

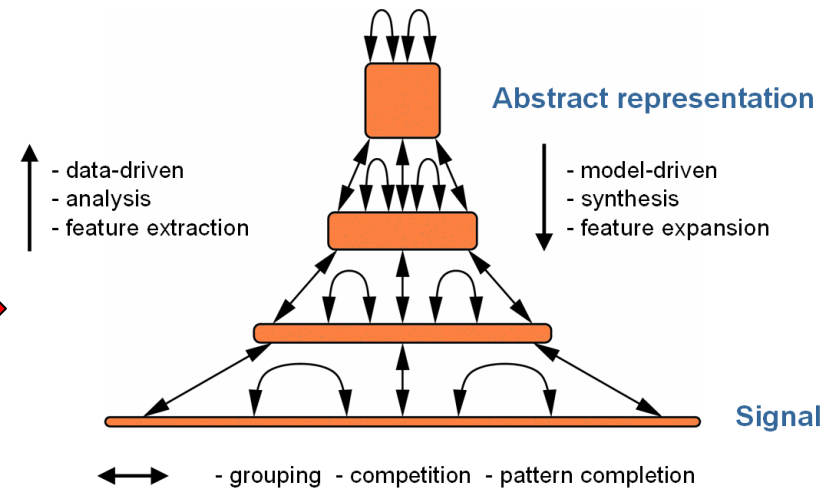
- Self-organization
- Game theory techniques for highly distributed systems

<http://innovation.gsa.gov/blogs/OCIO.nsf/dx/Management-Innovators-Bookshelf-Small-Pieces-Loosely-Joined-A-Unified-Theory-of-the-Web-by-David-Weinberger-2002>

How much Data Mining from IoT ?



http://www.ais.uni-bonn.de/images/Neural_Abstraction_Pyramid.png



<http://www.limsi.fr/~jps/enseignement/examsma/2004/BHATTI/index.htm>

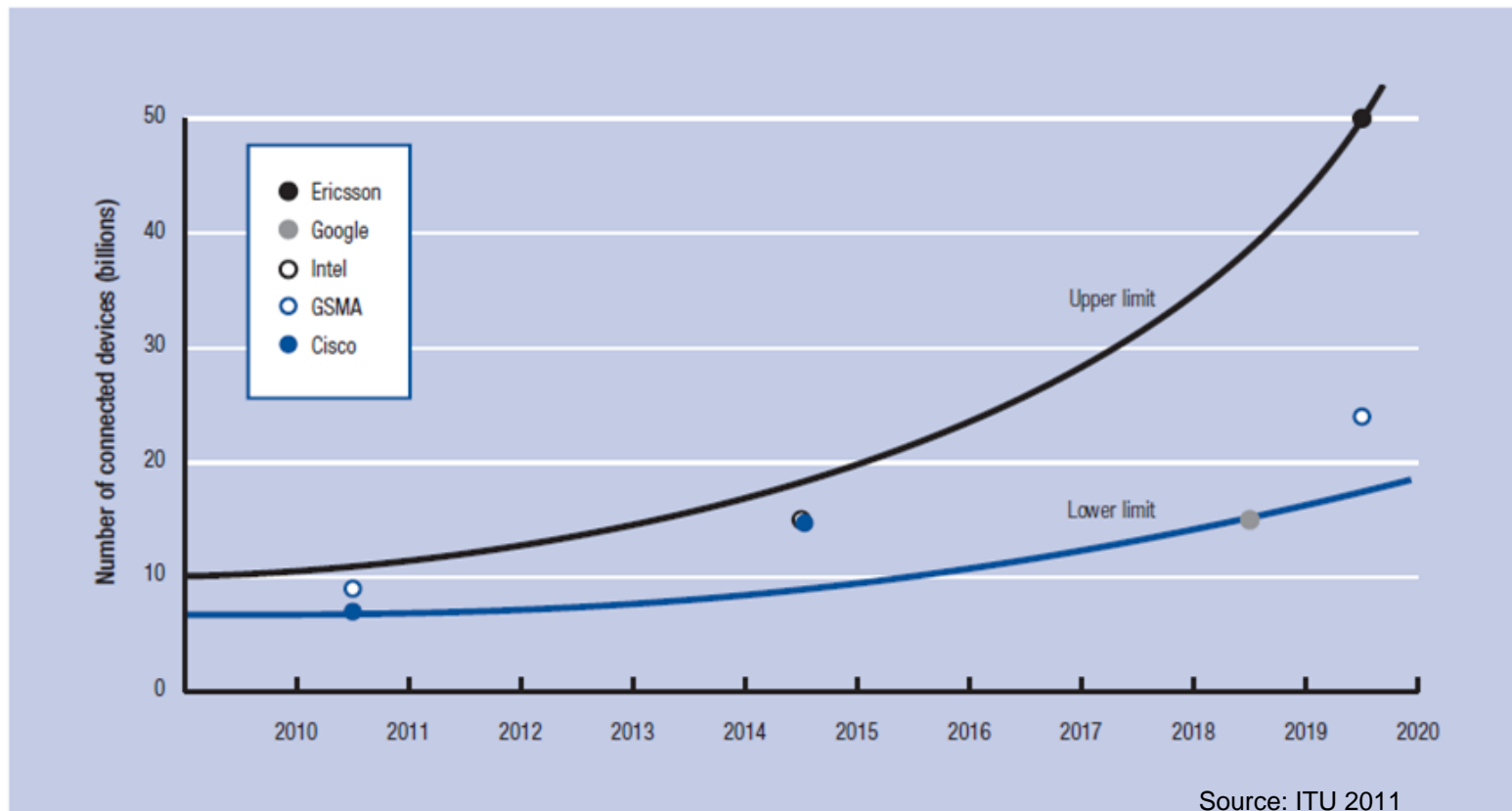
IoT is instrumental to build Smart Environments. They are smart because they can manipulate plenty of local data including personal data.
Who is the owner of these data ? Who owns the inferred information ?

The Data Management and the Data Ownership Challenges ...

Business Challenges

Connected Devices: WW forecast

According to HP, at the end of 2011 some 15 B devices were already connected to a communication network; most of them come from the Consumer Electronics world. Forecasts for the decade are different, but all follows fast growing curves



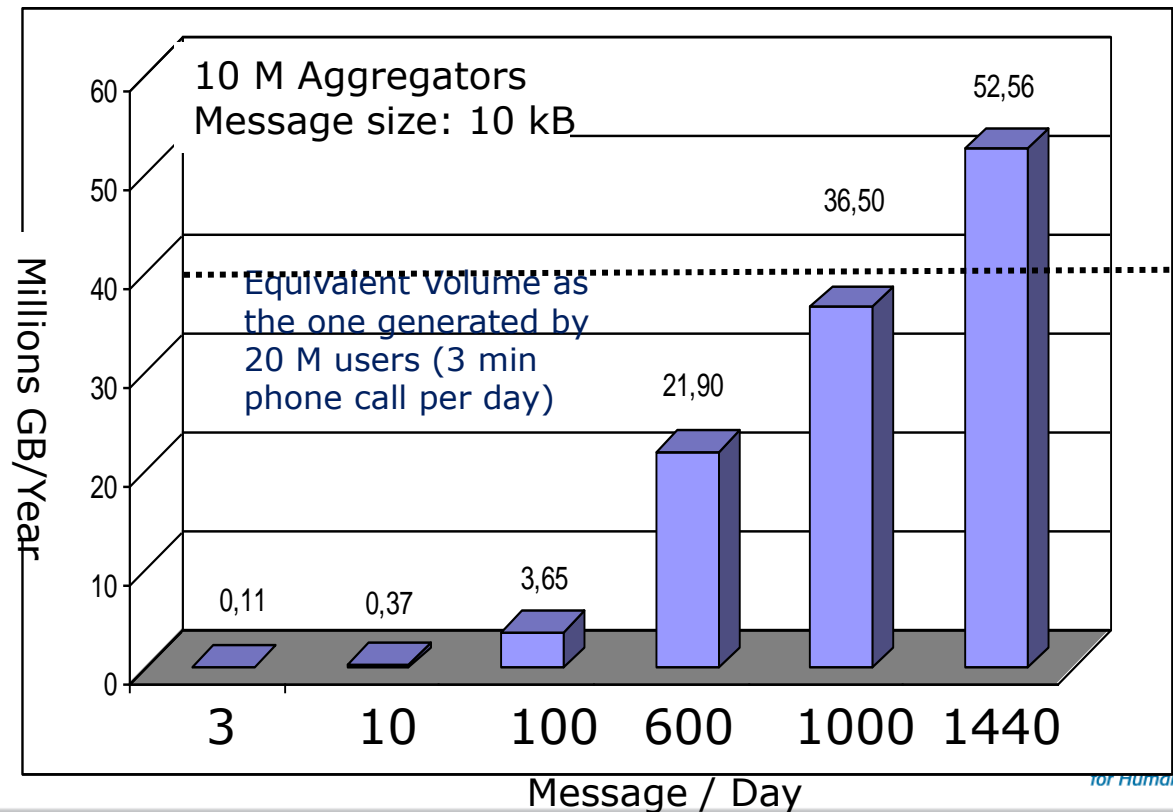
Source: ITU 2011

How Many Nodes, How Many Messages, How Much Bandwidth ?

The Bandwidth challenge ...

Issue: low average traffic, but highly impulsive traffic
(e.g., spikes of messages when containers ships enter in a harbor)

- Gateways/Aggregators will greatly reduce the number of messages forwarded on public networks
- Multimedia (video) will be the major cause for traffic
- Many objects/nodes will come with communications already paid for (i.e., embedded communications)
- Pure bit transport is not a big value for Operators



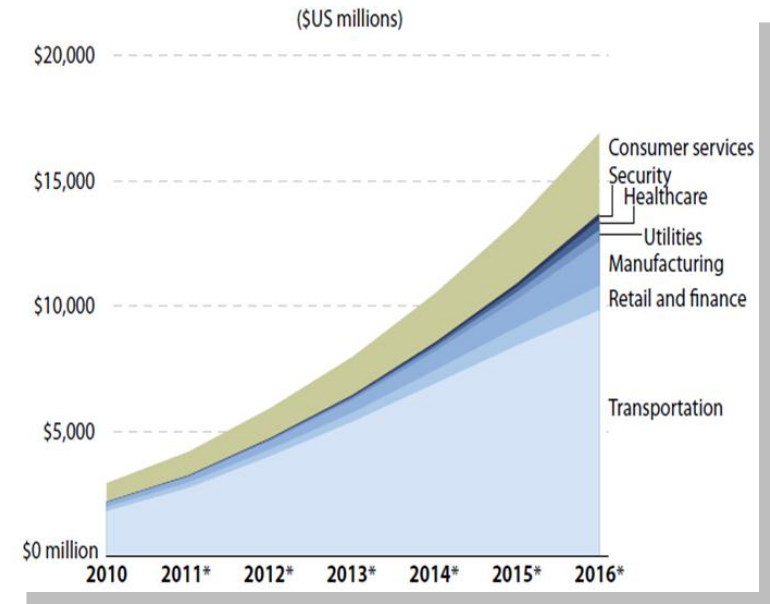
WW connectivity revenues in 2016

The Bandwidth Challenge ...

Connectivity revenues are forecasted to be about 10-15% of total revenues

| | 2010 | 2011* | 2012* | 2013* | 2014* | 2015* | 2016* | CAGR 2010 to 2016 |
|--------------------|----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|-------------------------|
| Transportation | \$1,810 | \$2,730 | \$4,010 | \$5,380 | \$6,900 | \$8,430 | \$9,830 | 33% |
| Retail and finance | \$170 | \$220 | \$280 | \$360 | \$540 | \$730 | \$990 | 34% |
| Manufacturing | \$170 | \$230 | \$340 | \$510 | \$760 | \$1,120 | \$1,760 | 48% |
| Utilities | \$20 | \$30 | \$60 | \$100 | \$170 | \$280 | \$460 | 72% |
| Healthcare | \$10 | \$10 | \$30 | \$50 | \$100 | \$210 | \$420 | 95% |
| Security | \$20 | \$20 | \$40 | \$560 | \$90 | \$160 | \$250 | 60% |
| Consumer services | \$740 | \$940 | \$1,200 | \$1,520 | \$1,950 | \$2,500 | \$3,220 | 28% |
| Total | \$2,930 | \$4,180 | \$5,940 | \$7,980 | \$10,500 | \$13,410 | \$16,910 | 34% |

WW connectivity revenues in Millions



Source:Forrester

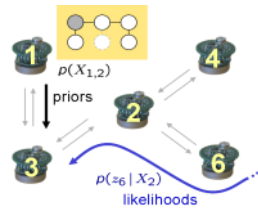
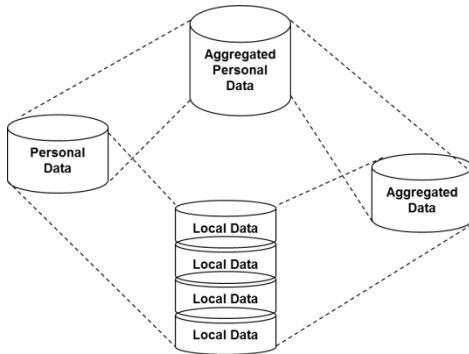
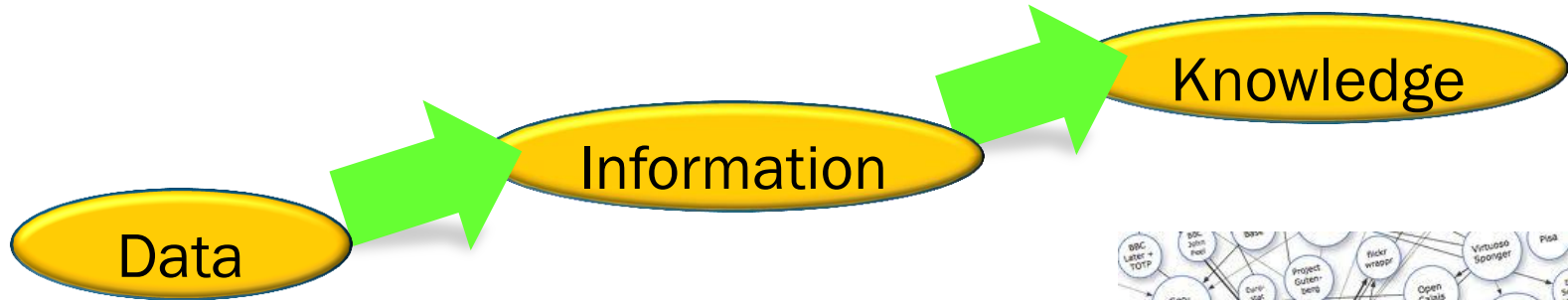
«Per devices» effect

The Revenue Challenge ...

Average revenue per devices changes very much according to applicative area

| Categories | Average monthly connectivity revenue per device |
|--|---|
|  Transportation/fleet management | \$3.00-\$10.00 |
|  Retail and finance/kiosk applications | \$1.00-\$6.00 |
|  Manufacturing/asset management | \$4.00-\$7.00 |
|  Utilities/energy demand management | \$0.50-\$1.00 |
|  Healthcare/health monitoring | \$5.00-\$8.00 |
|  Security/video surveillance | \$5.00-\$11.00 |
|  Consumer services/appliance control | \$0.50-\$2.00 |

Where is the Value then ?



- **Inference**
- **Relationships**

- **Aggregation**
- **Personalization**

The Big Data Challenge ...

The Vertical vs. Horizontal markets challenge ...



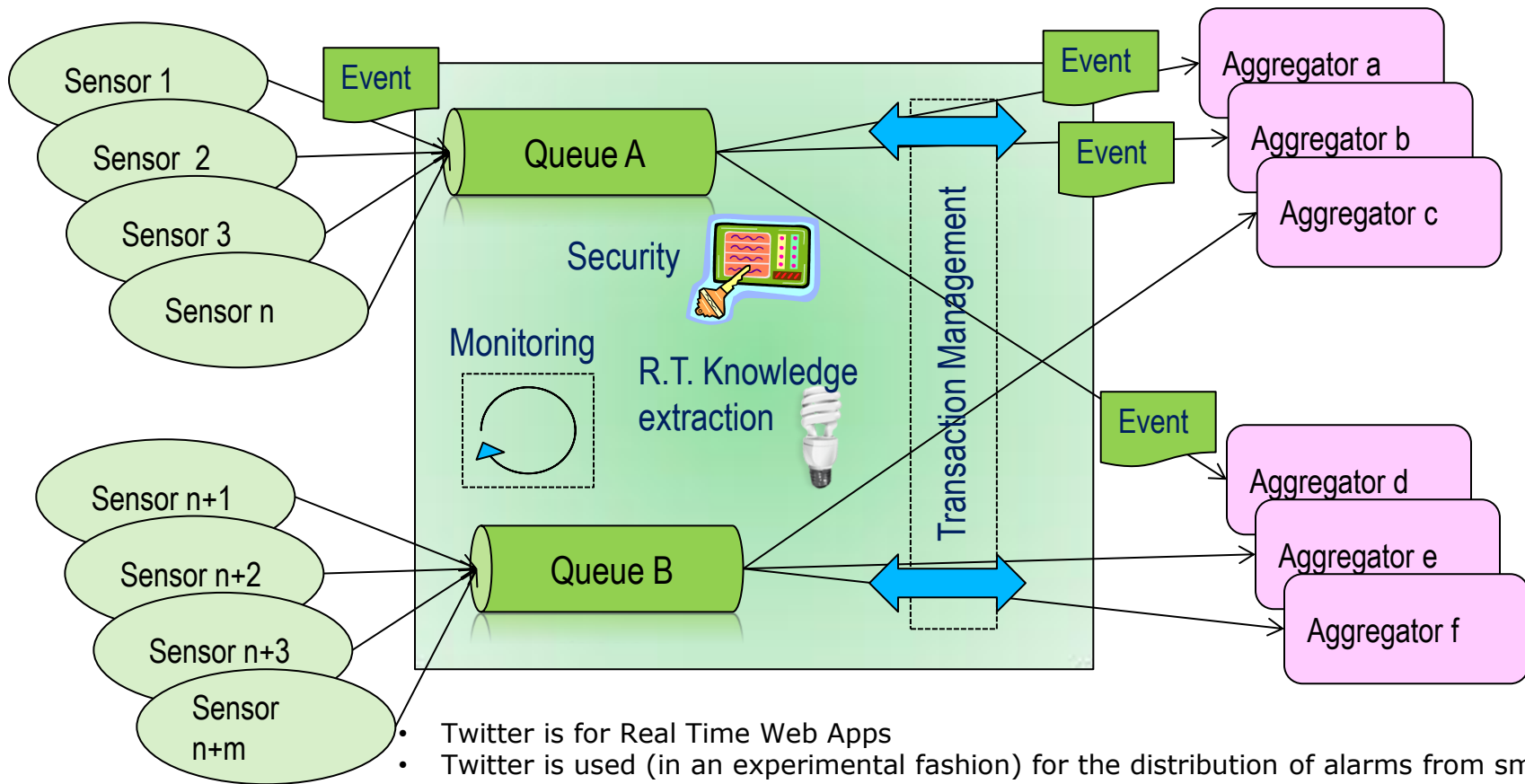
Which Business Model For the Internet of Things?

- ▶ Thesis 2: Sensor information should be made available on an open platform to allow everyone to offer higher level services
- ▶ Thesis 3: Intermediaries are needed as coordinating central structures on the IoT market
- ▶ Thesis 8: The value of the IoT market grows more than linearly with the number of consumers
- ▶ Thesis 9: Intermediaries should consider subsidizing micro providers to create an additional incentive for service provisioning and enable the intermediaries' business in the first place
- ▶ Thesis 14: Incentives will be needed to stimulate participation of a large number of (micro) providers

The Biz Model Challenge ...

A Twitter of Things: a Transactional Complex Event Processing

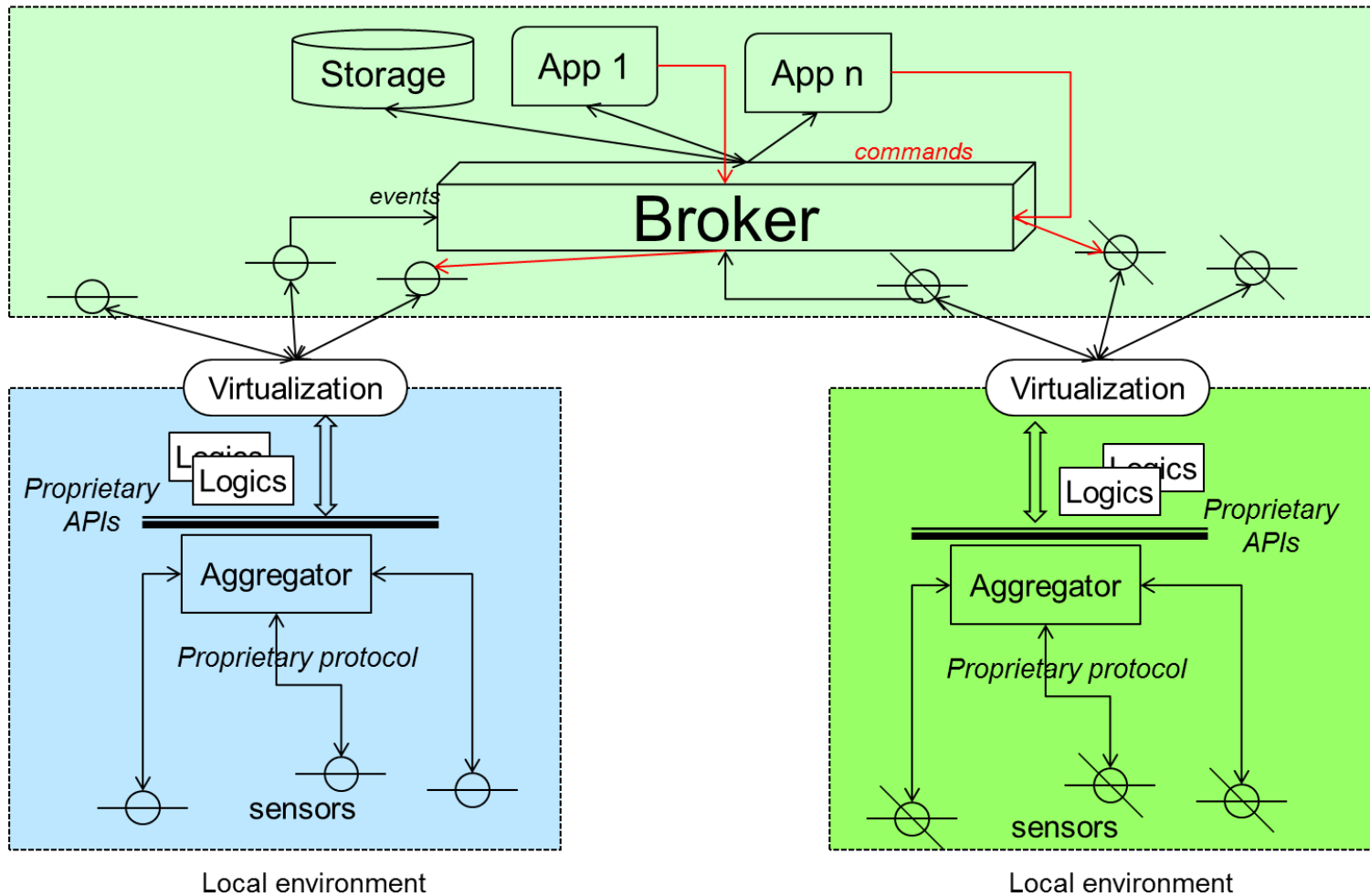
The Data Valorization Challenge



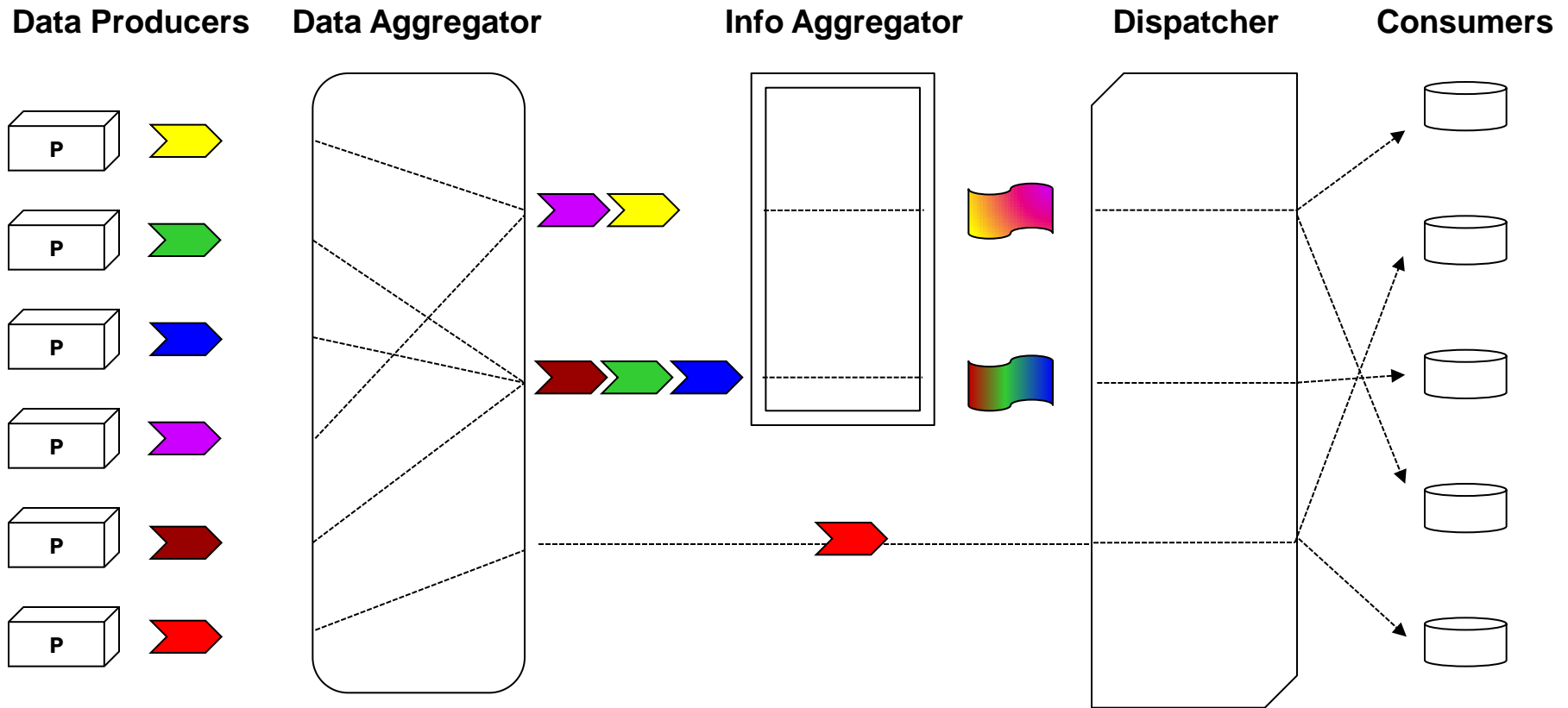
- Twitter is for Real Time Web Apps
- Twitter is used (in an experimental fashion) for the distribution of alarms from smart objects
- The real time web (and in particular the PubSub models) could support new classes of services and enabling new platforms and providers:
- The twitter of things enables the Brokering role for info exchanged by smart objects

Application and Data Brokering

The Data Valorization Challenge Open Application Space



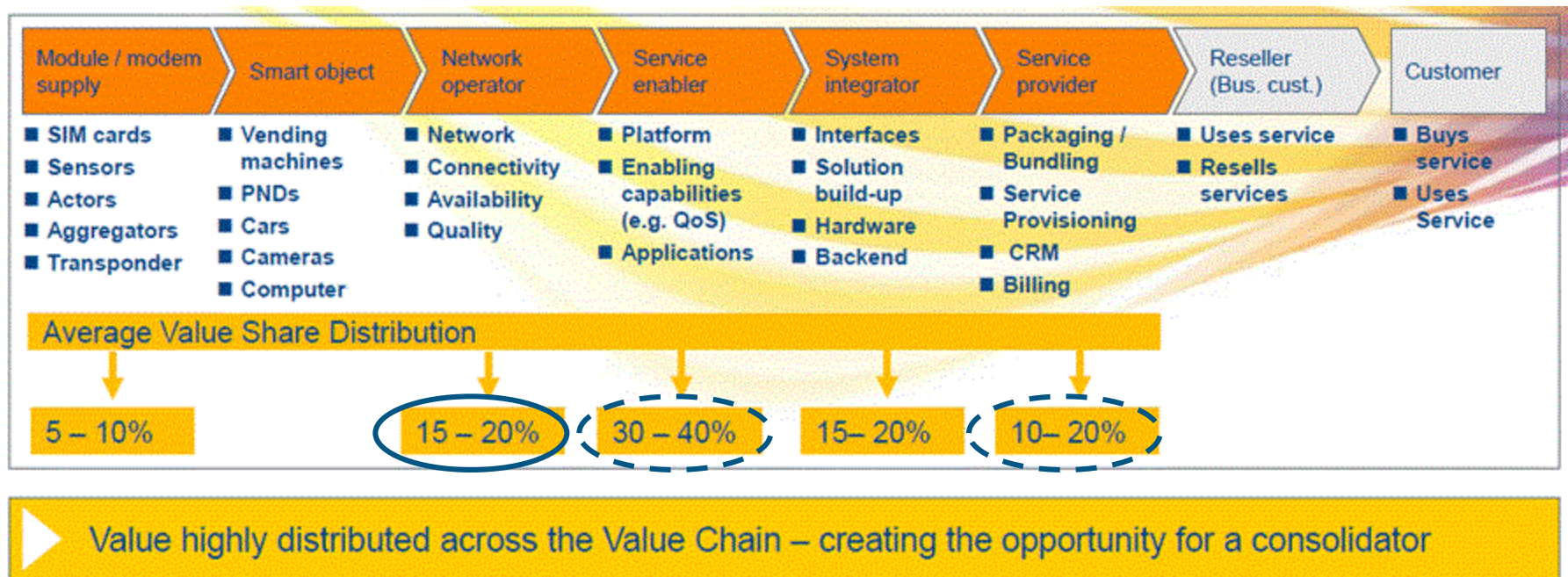
Different Roles for a Distributed Objects Ecosystem



The Value Chain Challenge

A long value chain opens up opportunities for many Actors

The Ecosystem Challenge



Source: Nokia Siemens Networks

Traditional Markets

«New» Markets

Servitization as a viable Business Model for IoT

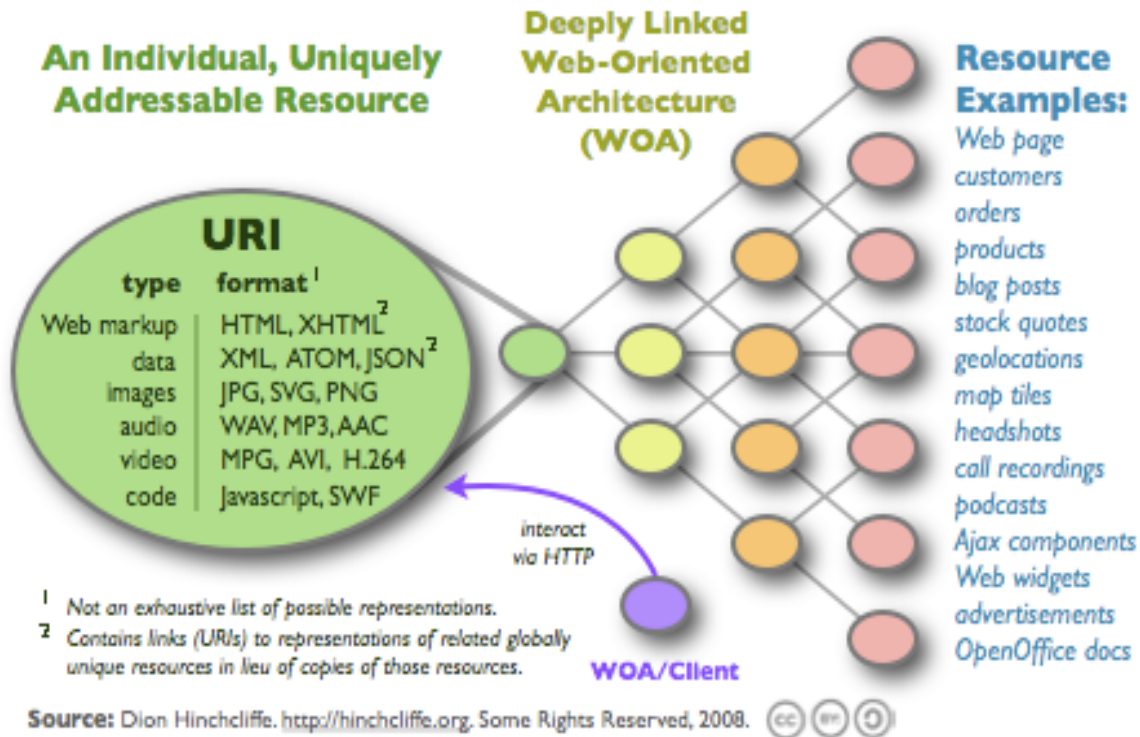
The New Biz Models Challenge

| <div> <div>Product</div> <div>Service</div> </div> | |
|--|---|
| Product-centric strategy | Service-centric strategy |
| <ul style="list-style-type: none"> ● Strategy context <ul style="list-style-type: none"> - Mission: To provide products and associated services in a timely fashion - Strategic priority: cost, quality, flexibility, and speed - Product feature: Physical product ● Capability requirement <ul style="list-style-type: none"> - Innovative product design (product innovation) - Flexible production - Integrated logistics (inbound + outbound) - Marketing ● Organizational feature <ul style="list-style-type: none"> - Dispersed manufacturing facility - Global manufacturing network | <ul style="list-style-type: none"> ● Strategy context <ul style="list-style-type: none"> - Mission: To provide services or servitized products in a timely fashion - Strategic priority: service, cost, quality, flexibility, and speed - Product feature: Pure services, servitized product ● Capability requirement <ul style="list-style-type: none"> - Innovative service design (Service innovation) - Service delivery and quality - Skilled and experienced experts - Collaboration with customer - Service culture ● Organizational feature <ul style="list-style-type: none"> - Service factory - Integrated (global) service network |

Societal Challenges

Identity of Things (2)

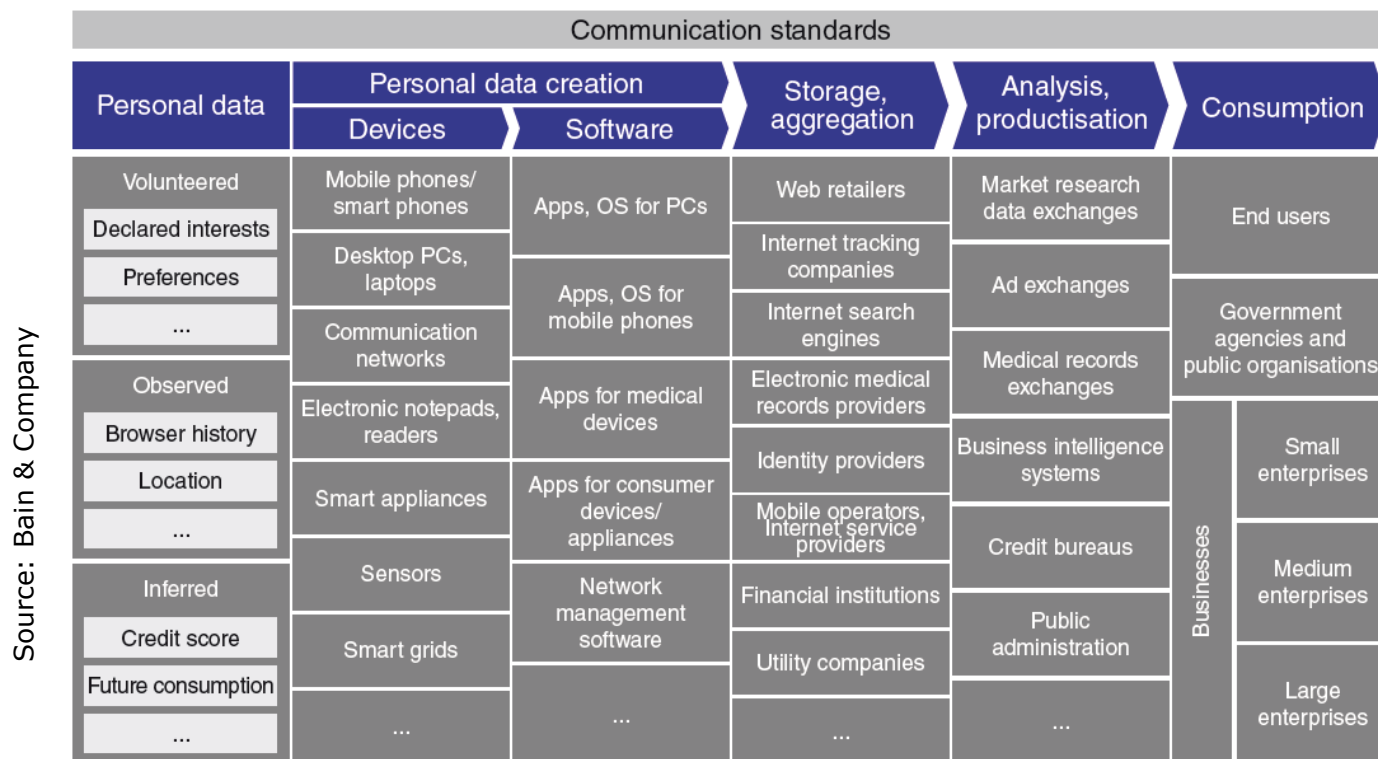
The Privacy, Trust, and Ownership Challenges



- Each Resource is addressable
- Each resource is CONNECTED
 - Connectivity must be guaranteed in a variety of environments
 - Secure Links have to be guaranteed
- Each Resource can be associated to a User (Identity)
 - Who owns these relations :UserId - Location - ResourceId - data used/generated ?

- Things can collect user related actions and data
- Each Thing can be used for tracking Users
- Owners of Things can collect a lot of data

Proper Management of Personal Data



A “user-centric personal data eco-system” (WEForum)

Volunteered data: created and explicitly shared by individuals

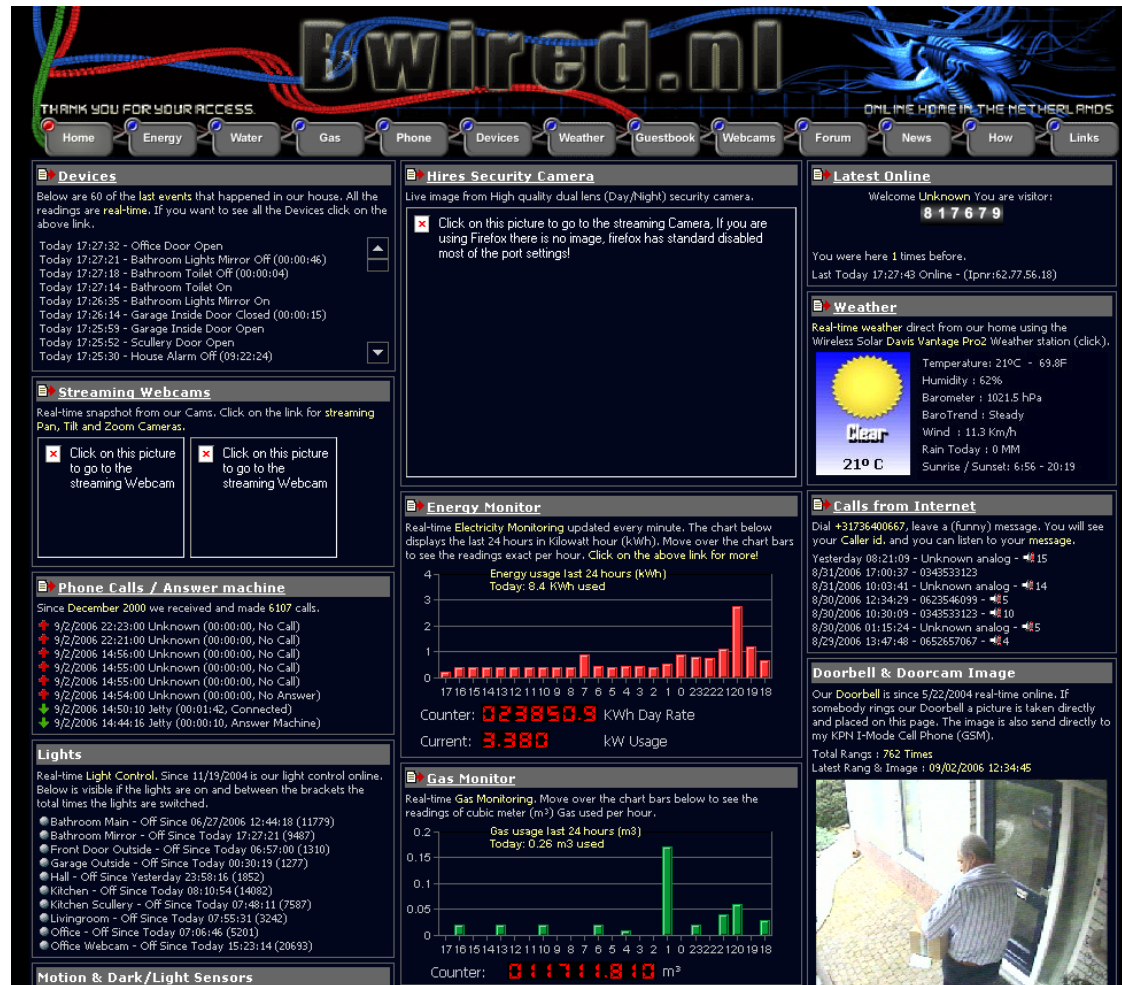
Observed data: captured by recording the actions of individuals

Inferred data: based on analysis of volunteered or observed information

**Personal Data
should be properly
regulated and
managed**

IoT Usability

- How Many Sensors
- What a complicated system
- What Services ?
- How to use them?
- How to deploy them
- How to maintain them?



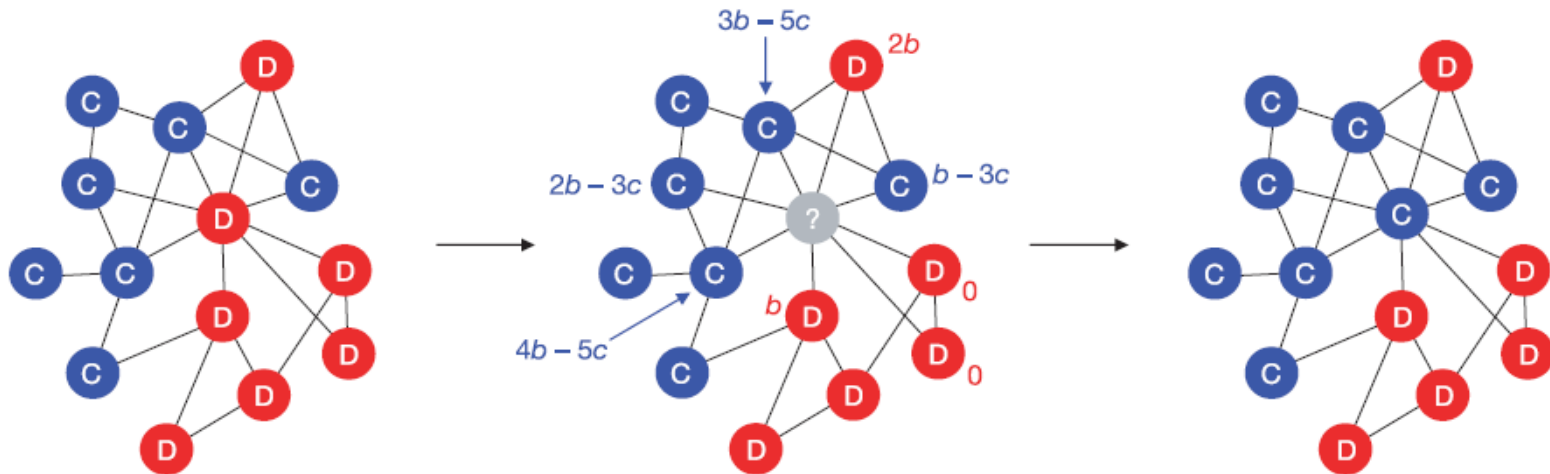
www.bwired.nl

The Usability and Effectiveness Challenges

(Social) Cooperation is very important

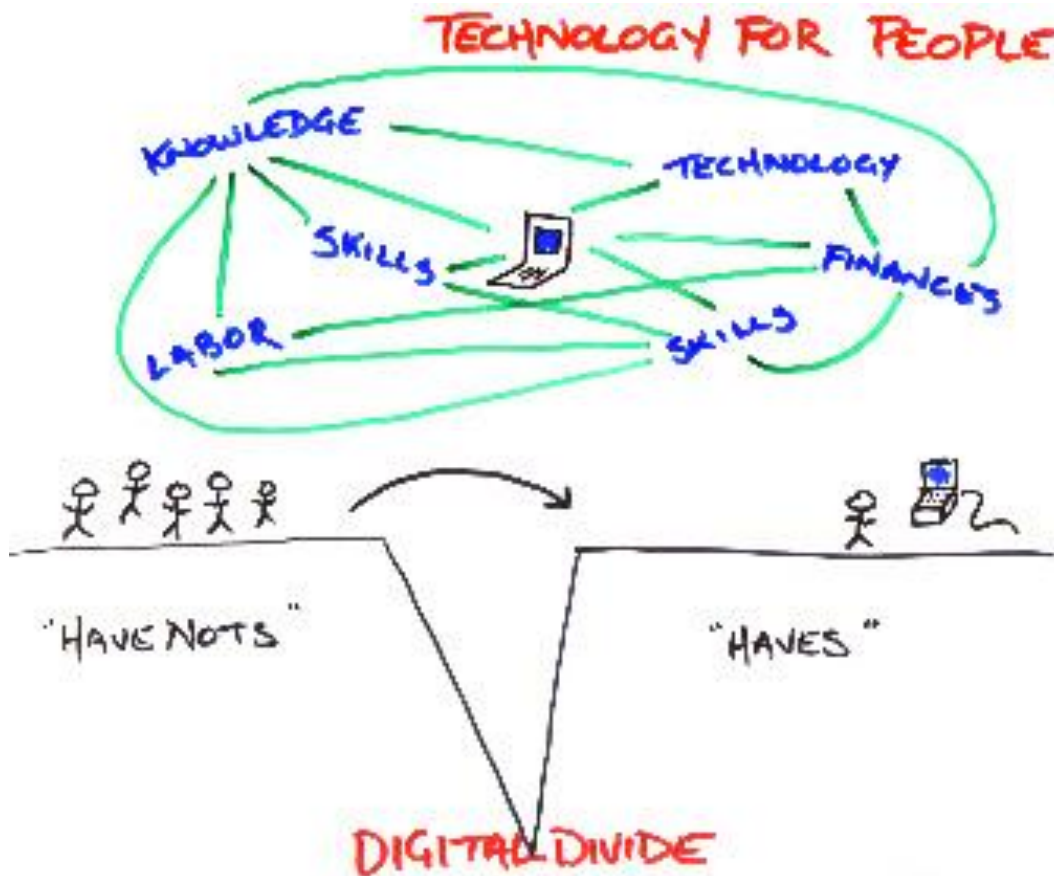
The Socialization of IoT Challenge

- A fundamental aspect of all adaptive systems is cooperation.
- Natural selection favors cooperation, if the benefit of the altruistic act, b , divided by the cost, c , exceeds the average number of neighbors, k , which means $b/c > k$.
- It is necessary enforcing altruistic behaviors in IoT networks (social aspects on it)



Hisashi Ohtsuki, "A simple rule for the evolution of cooperation on graphs and social networks", Nature, Letters, Vol 441|25 May 2006|doi:10.1038/nature04605

Digital Divide

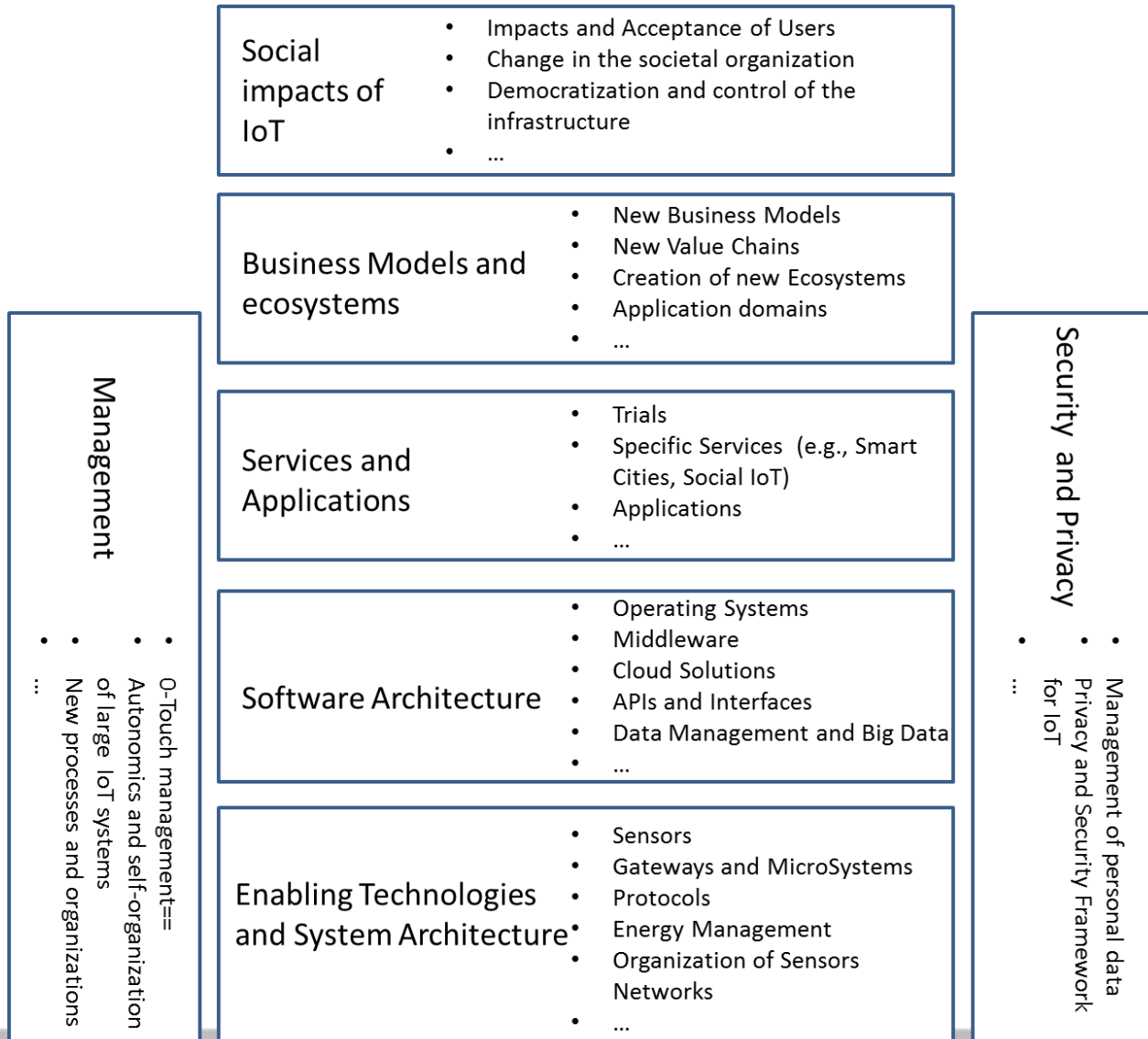


IoT will exacerbate the differences between infrastructured societies and no connected ones

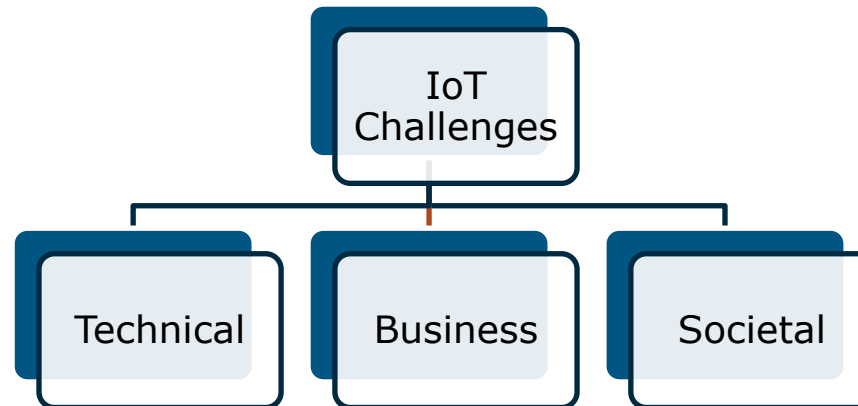
Source: <http://ci-journal.net/index.php/ciej/article/view/293/318>

Back to IoT Challenges

IoT Challenges (3)



IoT Challenges (4)



- Platform
- Security
- Signaling and Protocols
- Data Management
- Cloud
- Large System Management (autonomics)
- Power Consumption
- Connectivity
- Programmability
- Complexity
- Standardization
- Virtualization
- Smart Objects
- Communication Paradigms (cooperation and gossiping)

...

- Market Value
- New Business Models
- New Ecosystem
- Applications Domains
- New Business Processes
- User Needs
- Market and solutions fragmentation
- ...

- Security
- Privacy
- Trust
- Usability
- Effectiveness
- Social Control
- ...

**A Major Challenge of IoT
Global Cooperation !!!**

Towards a Virtual Continuum

Evolutionary roadmap for key functional elements

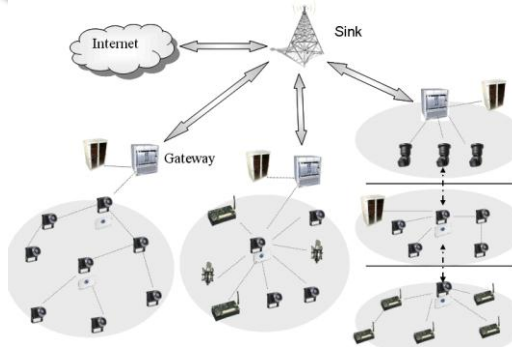
M2M



Key elements:

- Separated applications
- Ad-hoc designed modules
- Ubiquitous connectivity
- SIM management
- International agreements
- Embedded SIM

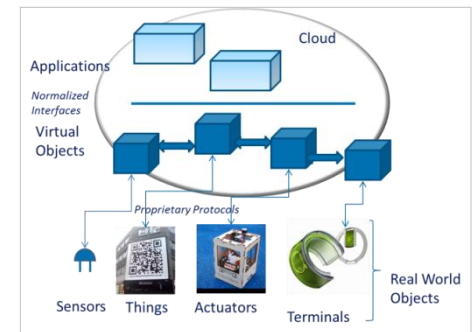
IoT



Key elements:

- Low-cost standard sensors
- Short range communication
- Capillary and macro netw.
- Horizontal Services
- Data aggregation in cloud
- Third party development

Virtual Continuum



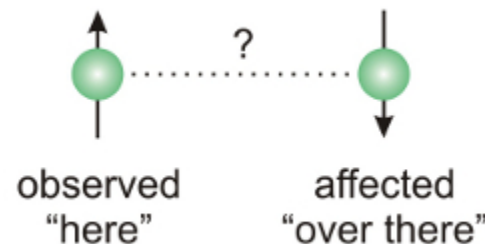
Key elements:

- “Virtual Objects”
- Mirroring Things in cloud
- Object Semantics
- Data integration, federation and portability
- Cloud as developing platf.

The Virtual Continuum

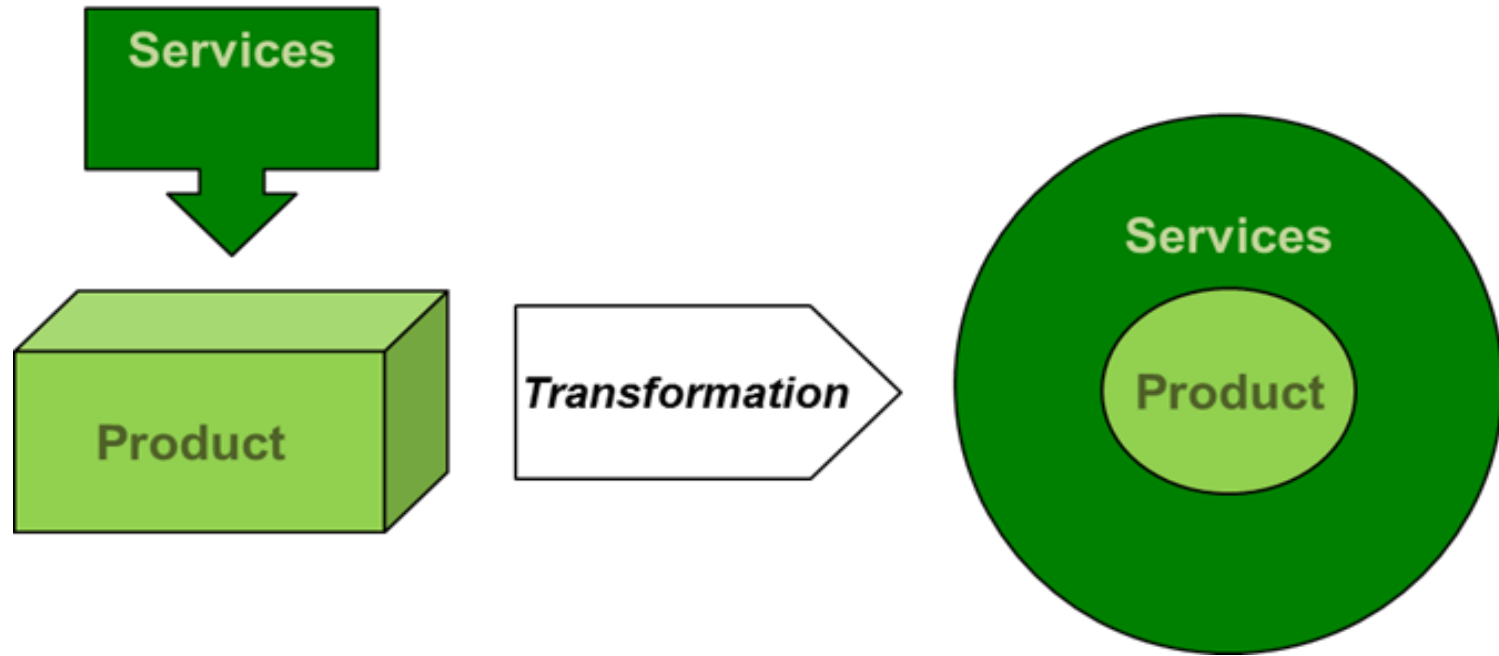
A virtual environment is a software feature that allows customers to use an entire (virtualized) computational and communication environment tailored to their specific needs.

The Virtual Continuum is the constant entanglement between real objects and their representations in the network. Events, actions, data on a physical object will be represented in the virtual world and vice versa. The Virtual Continuum makes possible the close relation between atoms and bit



Entanglement

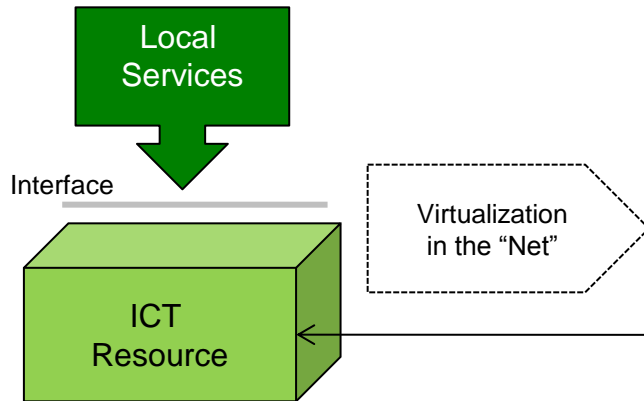
Virtual Continuum is Servitization



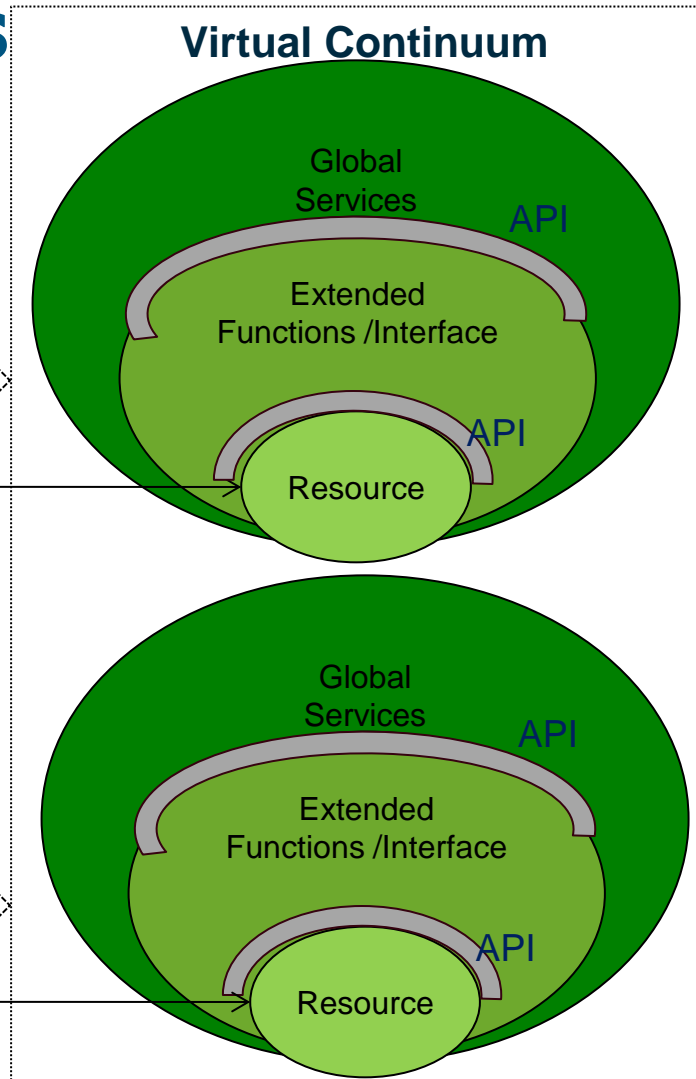
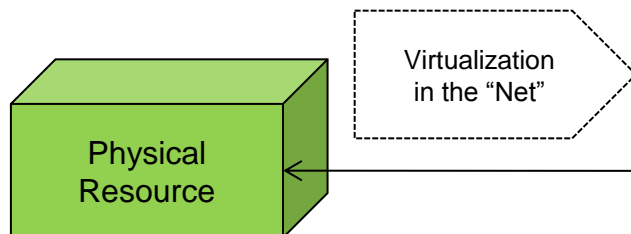
Servitization is the capability of creating a link between a (physical) product and a set of services and enriched functionalities that extend, complement, and add value to the product itself

Virtual Continuum is Virtualization of Resources

ICT Resources

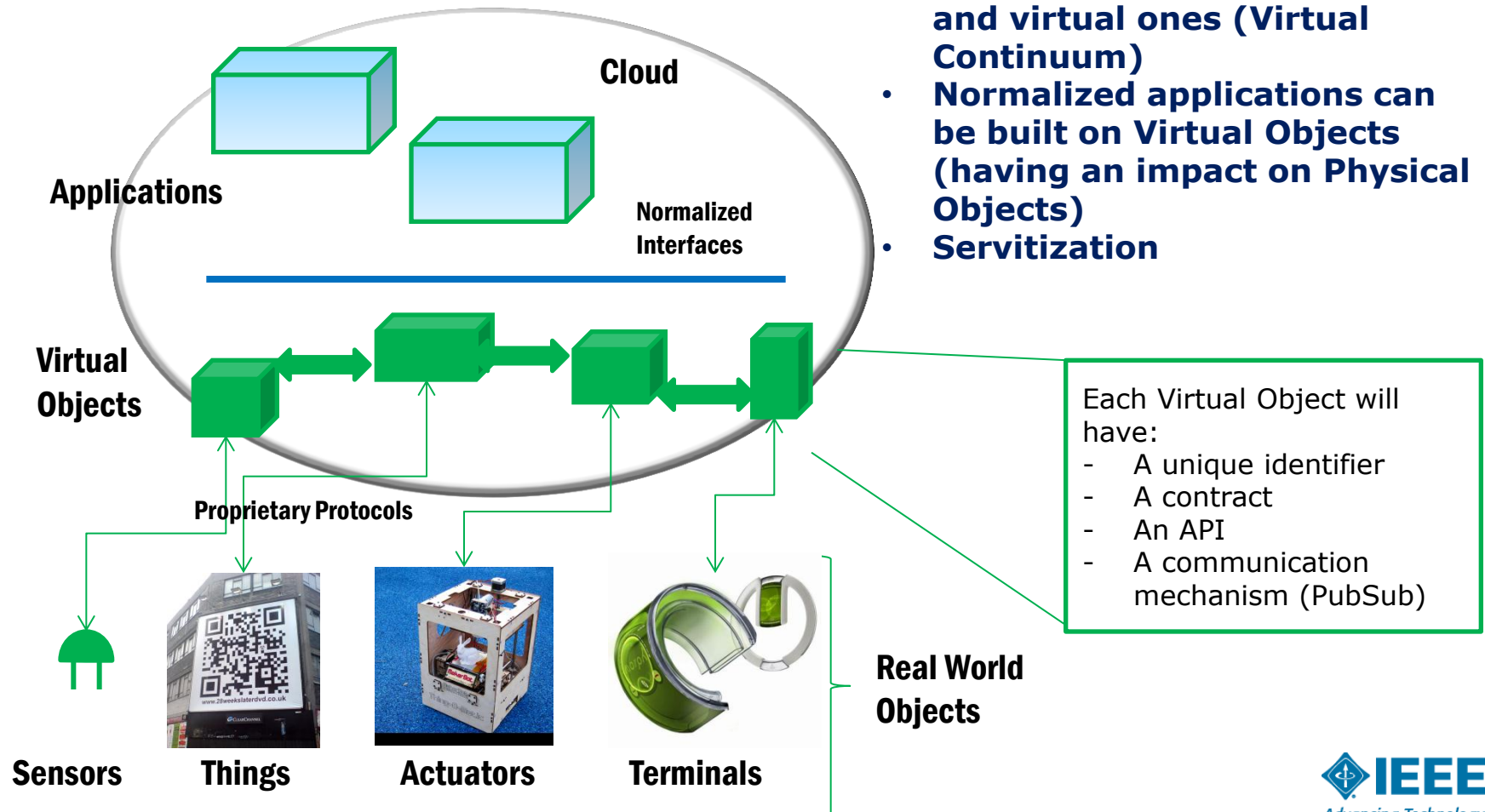


Physical/Logical Resources

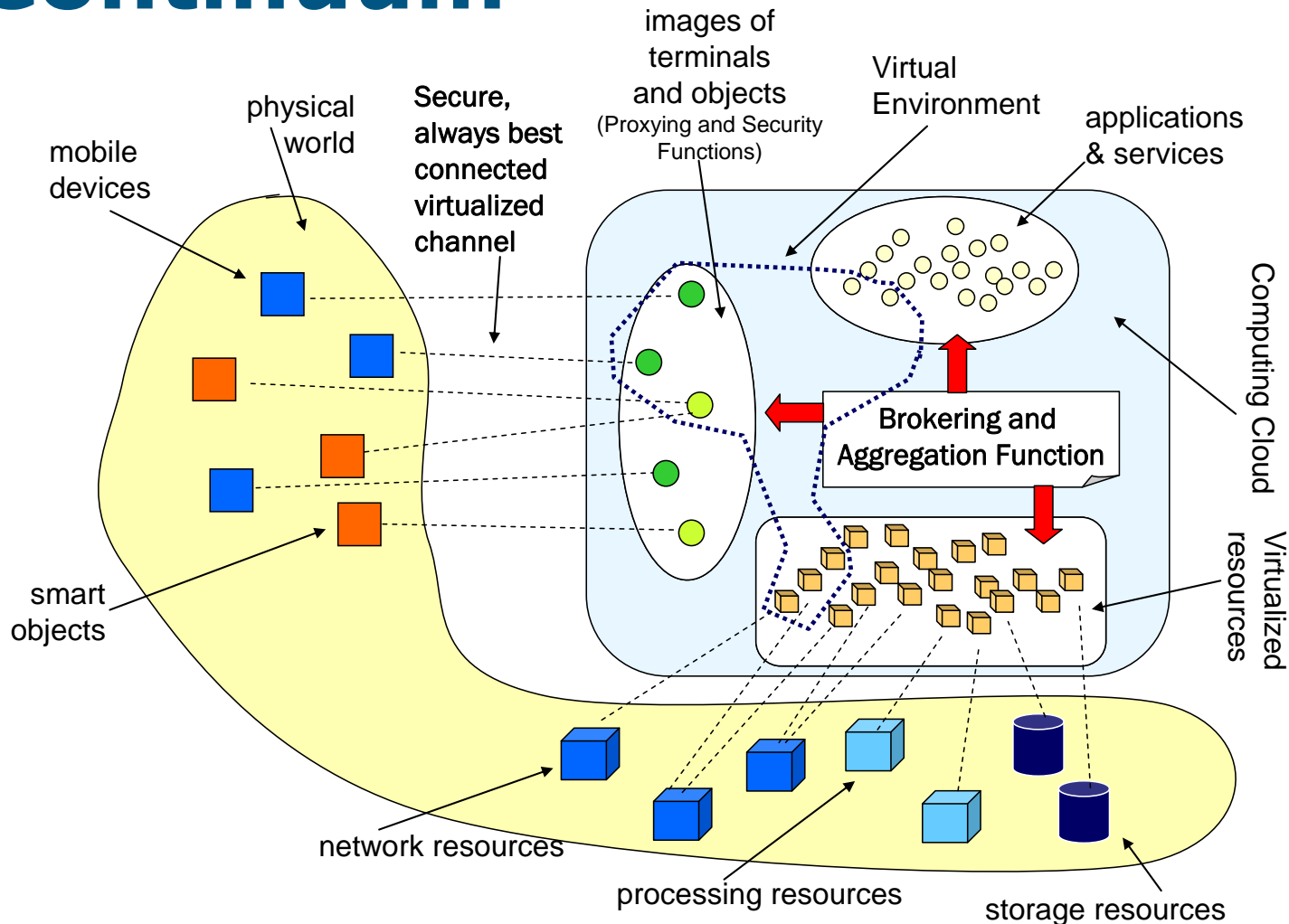


- **Each Resource is representable**
- **Each resource is programmable**
- **Each Resource can be functionally augmented**

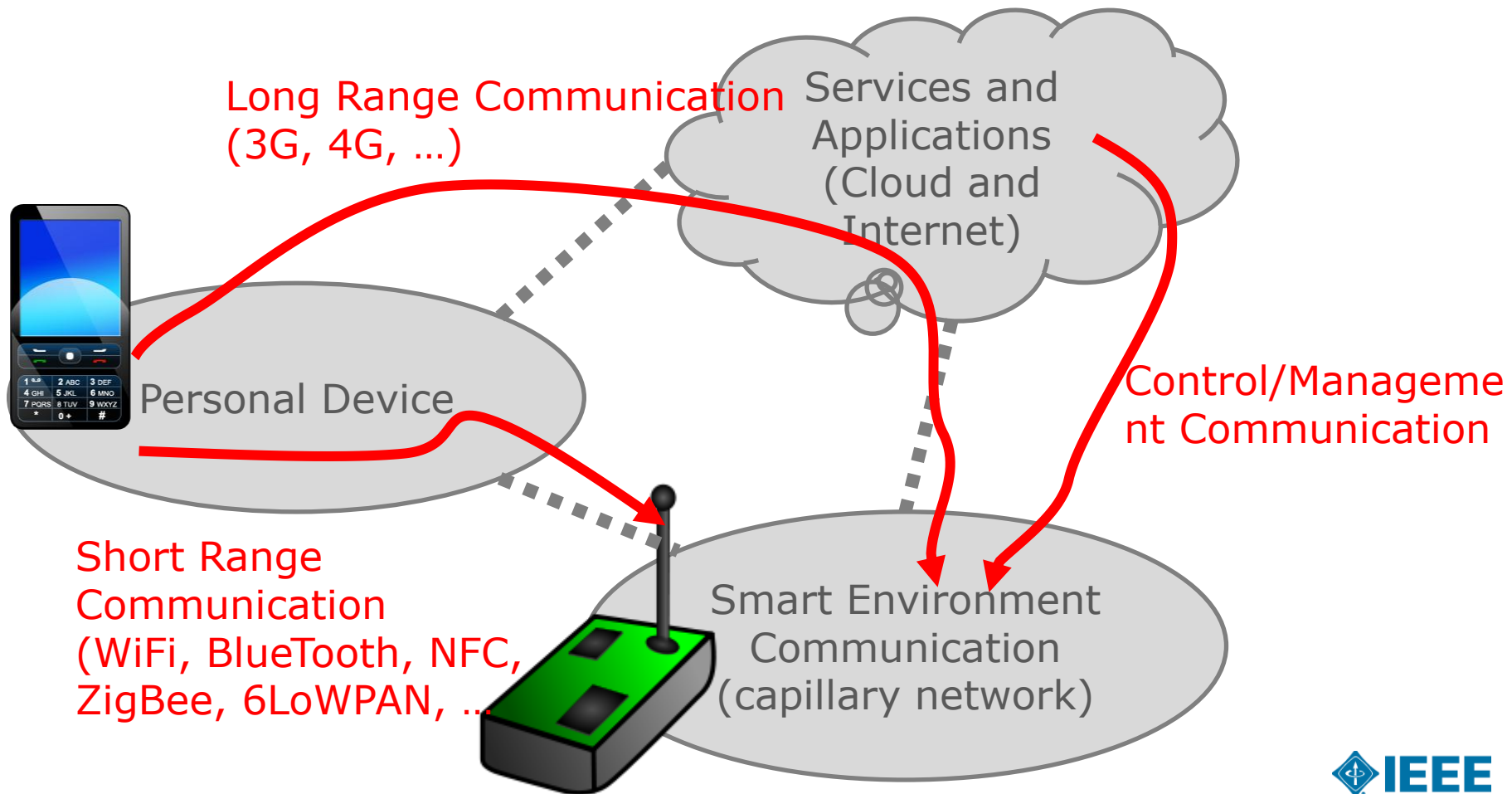
Virtualization and APIs as means to enter into the Virtual Continuum



The Context for Virtual Continuum

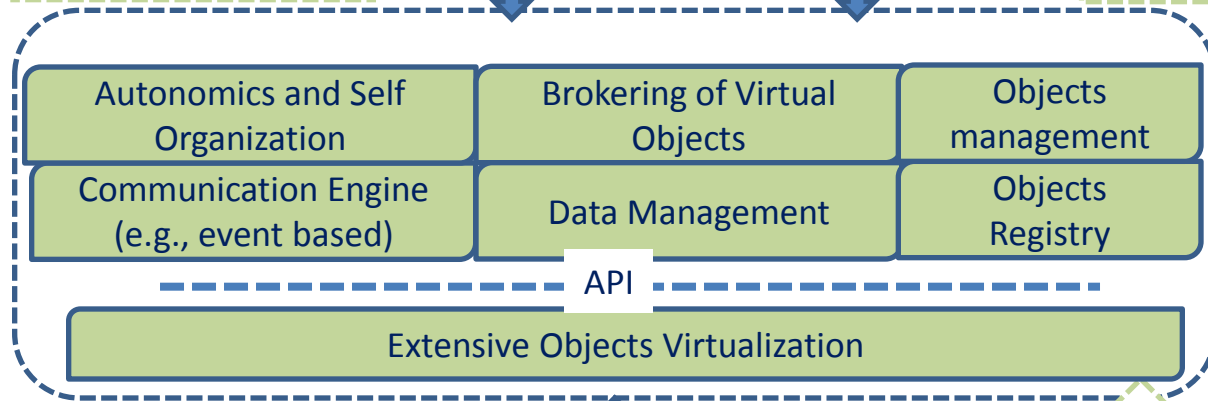
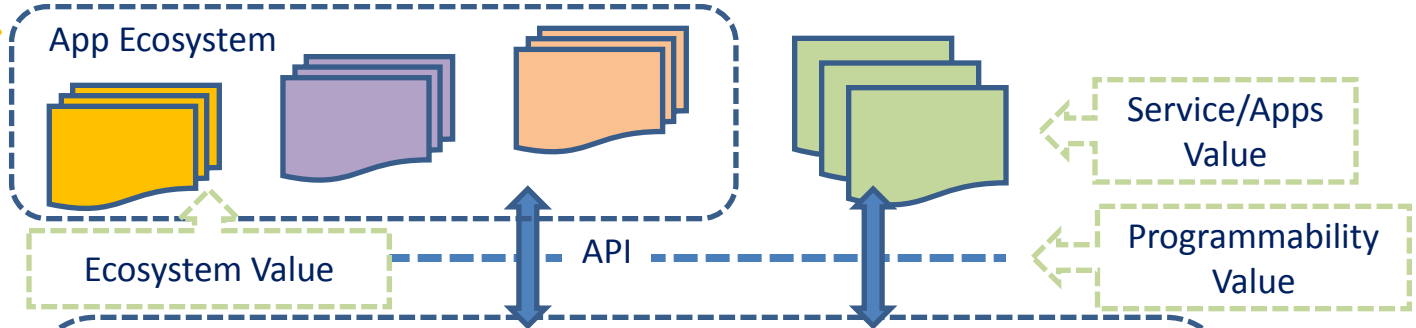
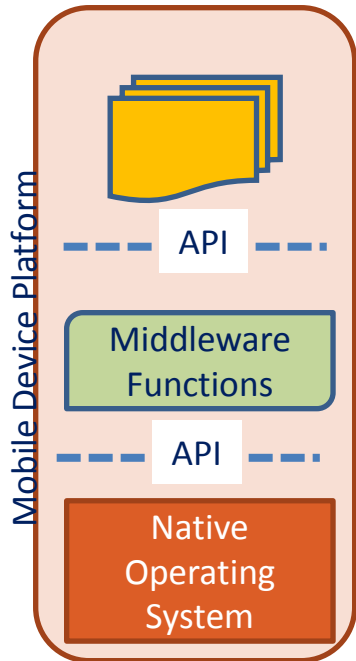


Three Communication Environments



Platform View

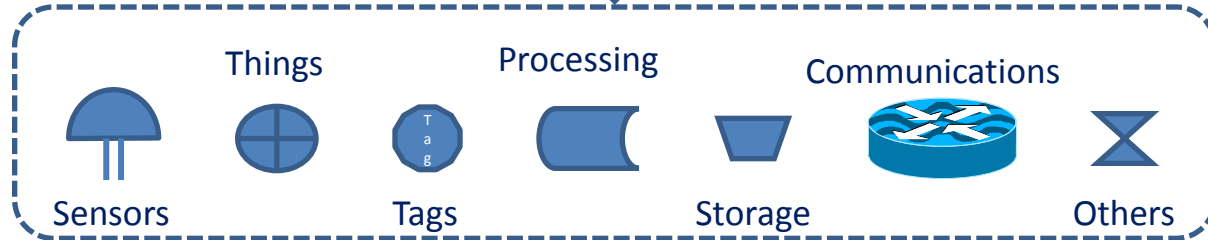
**Terminal
to Cloud
Relationship**



Telco
Building
Blocks



**Terminal
to Capillary
Relationship**

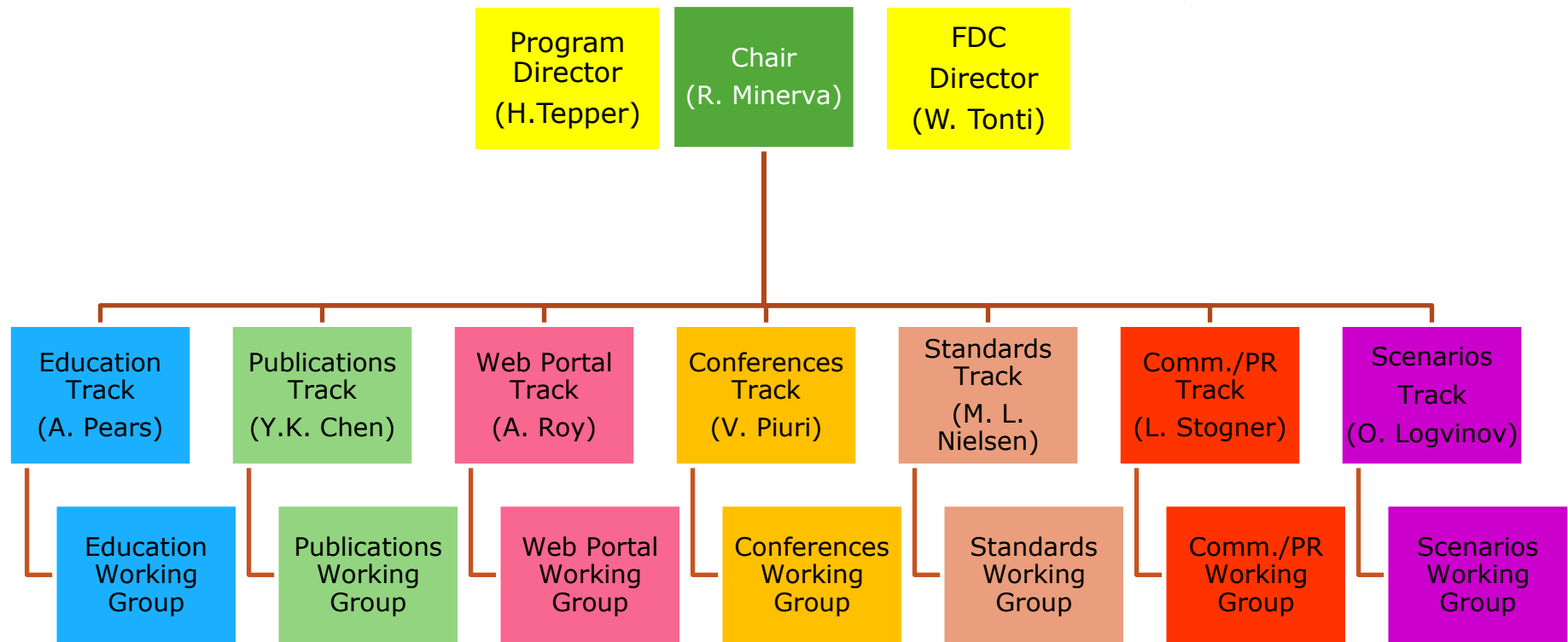


A few words about IEEE Initiative on IoT

An IEEE Initiative on IoT: Goal and Objectives

- IEEE is a cross-disciplinary initiative fostering collaboration and connecting technical & business communities to IEEE experts and resources
- Establish IEEE as a **Thought Leader** and essential to the IoT community
- IEEE to be recognized as the go-to resource for:
 - engineering and technology professionals in industry, academia and government working on IoT;
 - broad education of the public (including consumers) and governmental bodies desiring non-biased and balanced understanding of IoT developments, including its related technologies, products, implementation and its ongoing evolution.
- Develop and promote valued programs, products and services for the IoT community.
- To establish:
 - The IEEE World Forum on IoT as the principal conference devoted to IoT
 - The IEEE IoT Journal as the principal journal devoted to IoT
 - IEEE IoT standards as the principal standards in IoT
 - IEEE's IoT tutorials, review articles, workshops, short courses and similar activities as the principal IoT educational activities.

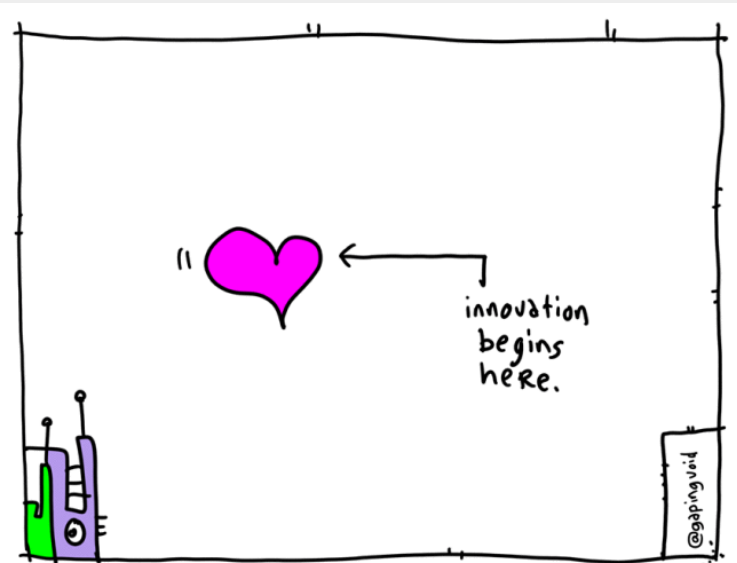
IOT Initiative Organization



Seeking Volunteers for Scenarios, Application Designs, Reference Implementations.

Join the Technical Community at <http://iot.ieee.org/>

Thank you!



Roberto Minerva



TORINO - Italy

Phone: +39 011 228 7027

Email: roberto.minerva@telecomitalia.com

