

INTERNET OF THINGS

MAGGIORE CONDIVISIONE PER UN POSIZIONAMENTO STRATEGICO



Milano 19 Aprile 2017



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Client Account Lead

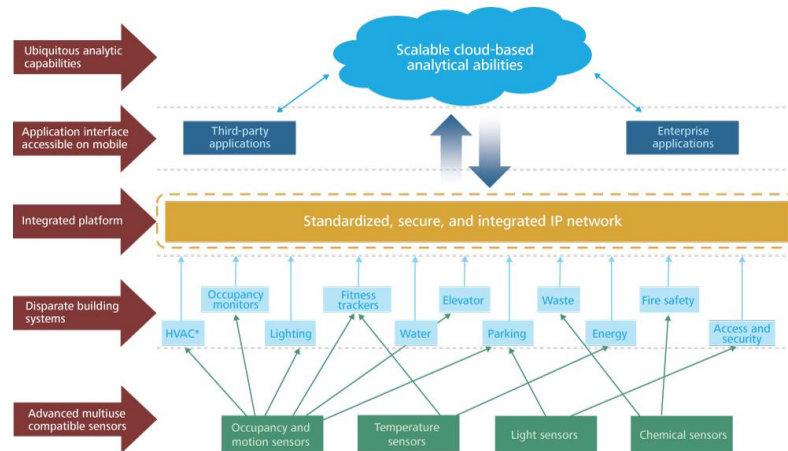
Telco & Industry Practice



The internet of things is the **intelligent connectivity** of physical devices driving massive **gains** in efficiency, business growth, and **quality of life**

© Cisco, 2015

Figure 1. IoT information value stack for CRE buildings

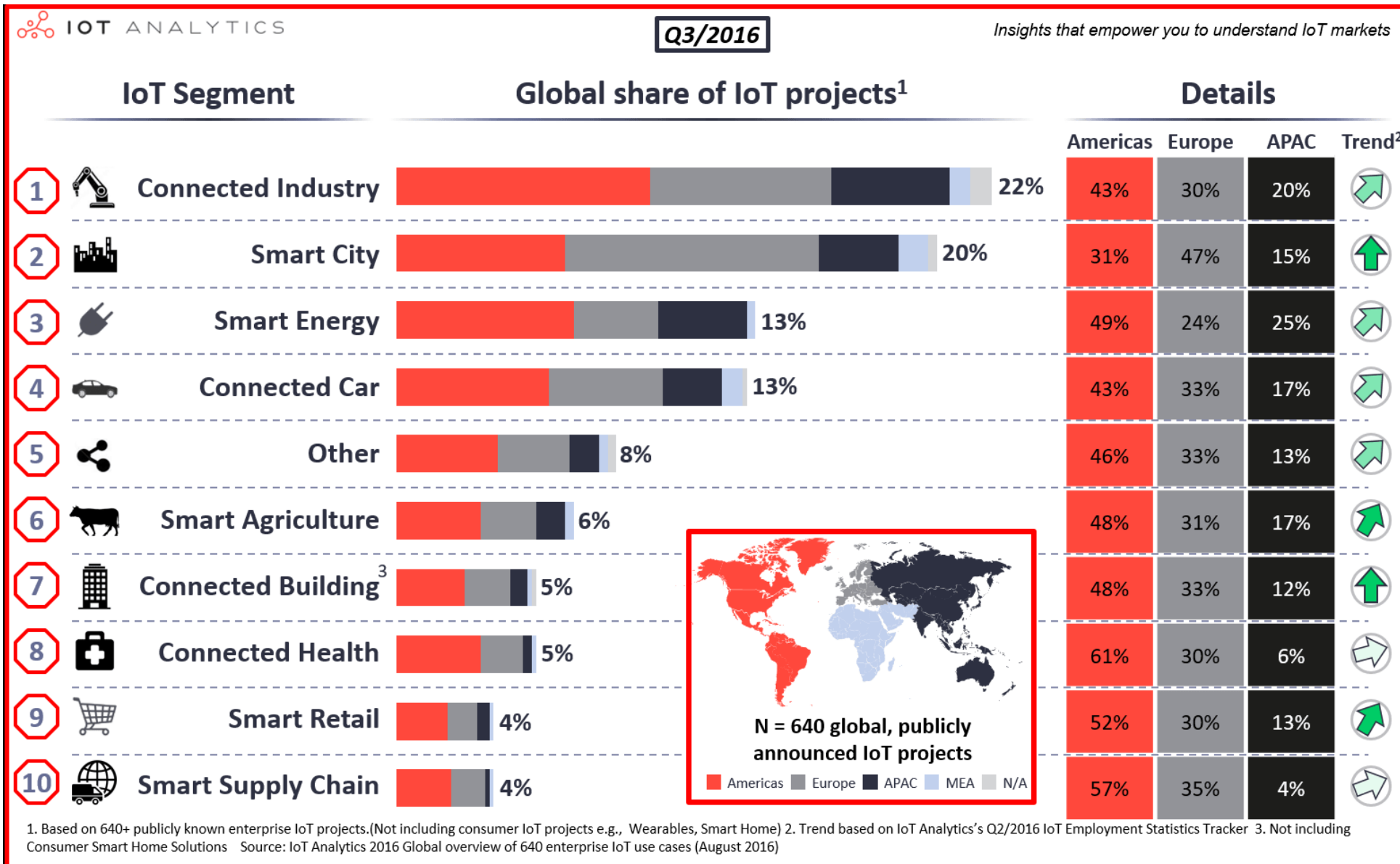


Source: Jim Young, "BioT—BUILDING Internet of Things™," Realcomm, January 23, 2014; Deloitte Center for Financial Services analysis. *HVAC refers to heating, ventilation, and air-conditioning.

Graphic: Deloitte University Press | DUPress.com

Oxford defines the Internet of Things as: "A proposed development of the Internet in which **everyday objects** have **network connectivity**, allowing them to **send and receive data.**"

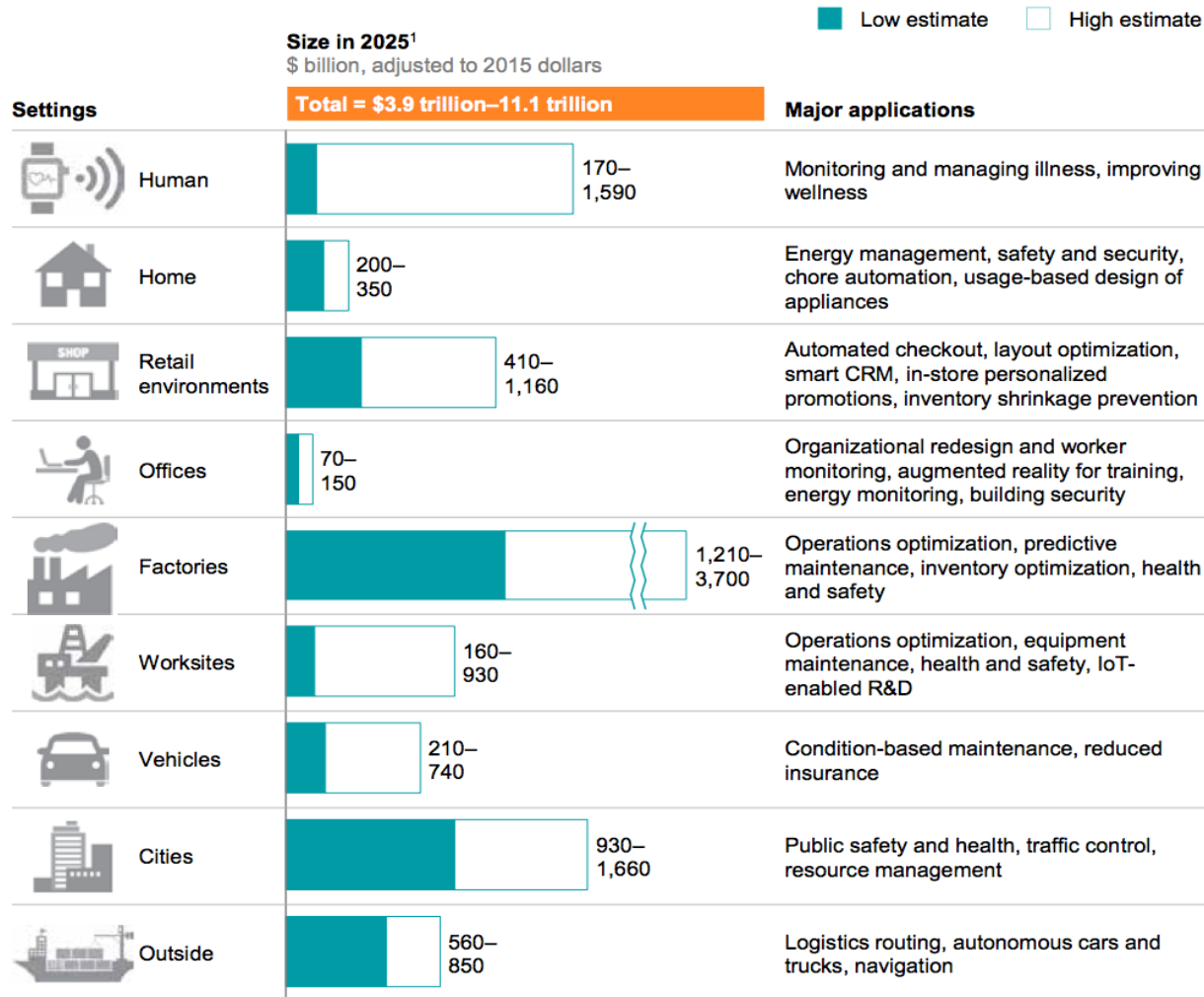
What's the status



What's the value

Exhibit E3

Potential economic impact of IoT in 2025, including consumer surplus, is \$3.9 trillion to \$11.1 trillion



¹ Includes sized applications only.
NOTE: Numbers may not sum due to rounding.

SOURCE: McKinsey Global Institute analysis

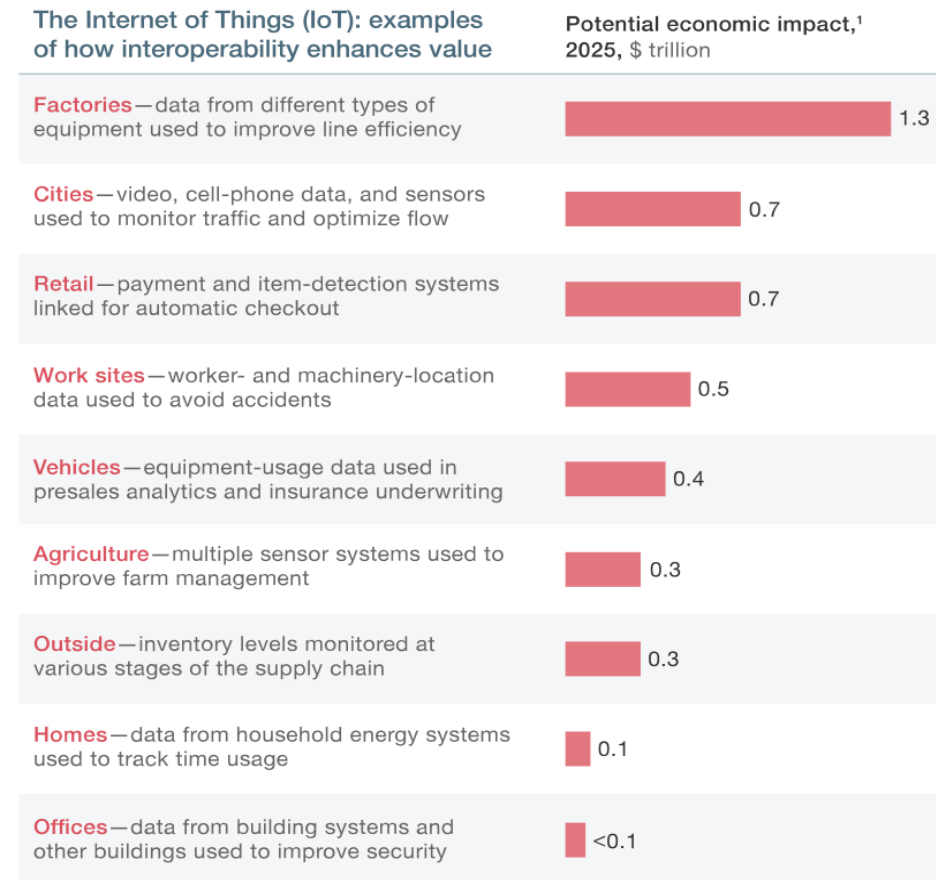
Esistono opportunità per creare valore

McKinsey Global Institute ha cercato di individuare esempi di come le tecnologie IoT possono generare valore

- **Persone fisiche:** salute, fitness produttività individuale
- **Casa:** efficienza, risparmio tempo, sicurezza
- **Ufficio:** security and energy management
- **Ambienti di produzione:** efficienza, risparmio energetico, miglioramento degli strumenti di produzione
- **Siti produttivi:** efficienza operativa, miglioramento delle attività manutentive e dei mezzi produttivi
- **Veicoli** controllo e miglioramento delle prestazioni, sicurezza
- **Città:** trasporto, salute e sicurezza pubblica, ottimizzazione delle risorse ed erogazione dei servizi
- **Altro:** efficienza trasporti e logistica

Exhibit 2

IoT's interoperability could deliver over \$4 trillion out of an \$11.1 trillion economic impact.



¹Includes sized applications only; includes consumer surplus.

McKinsey&Company | Source: Expert interviews; McKinsey Global Institute analysis

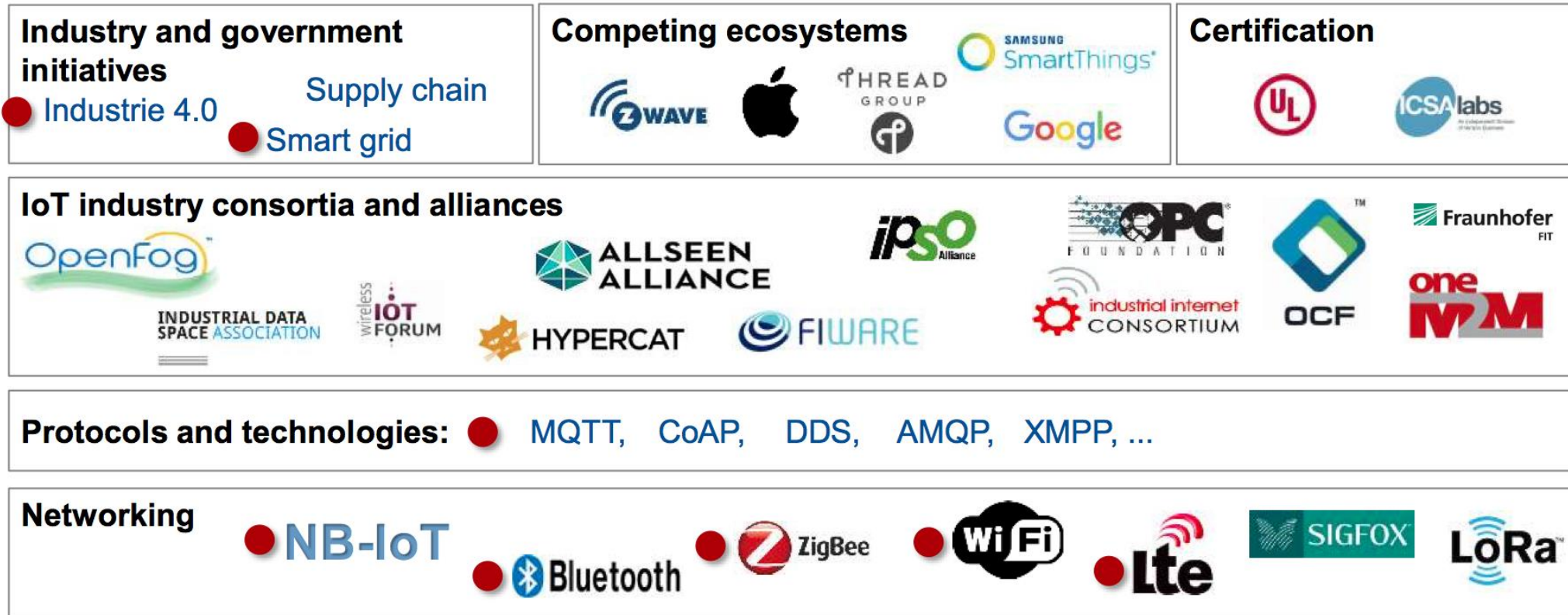
L'interoperabilità tra I sistemi diviene la chiave per creare valore

- Principalmente nello spazio B2B
- Attraverso l'ottimizzazione delle attività operative (Operations)
- Creando **modelli** di business **innovativi**

... superando le principali sfide quali:

- L'allineamento ed il **cambiamento** organizzativo
- Superando gli ostacoli dati dalla interoperabilità e dalla capacità di **analisi dei dati**
- Ed affrontando il problema **della sicurezza** e **della** proprietà dei dati e **dalla** proprietà dei dati stessi

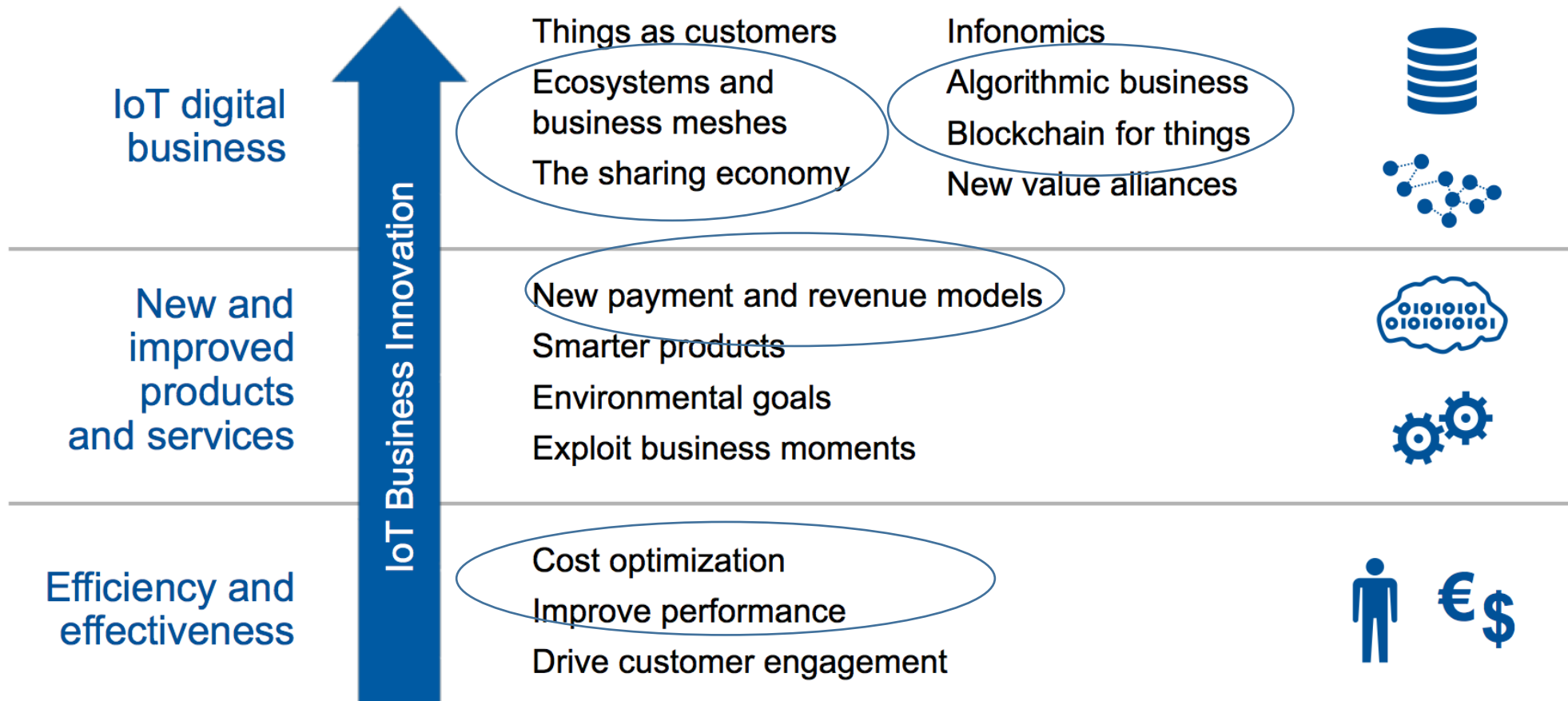
Standards and Ecosystems for Sustainable IOT Business



● Indicates standards or initiatives which already have, or are likely to gain significant traction

Note that consortia, standards and vendors are shown as illustrations and are not intended as a complete list

IoT Requires Business Vision and KPI Development



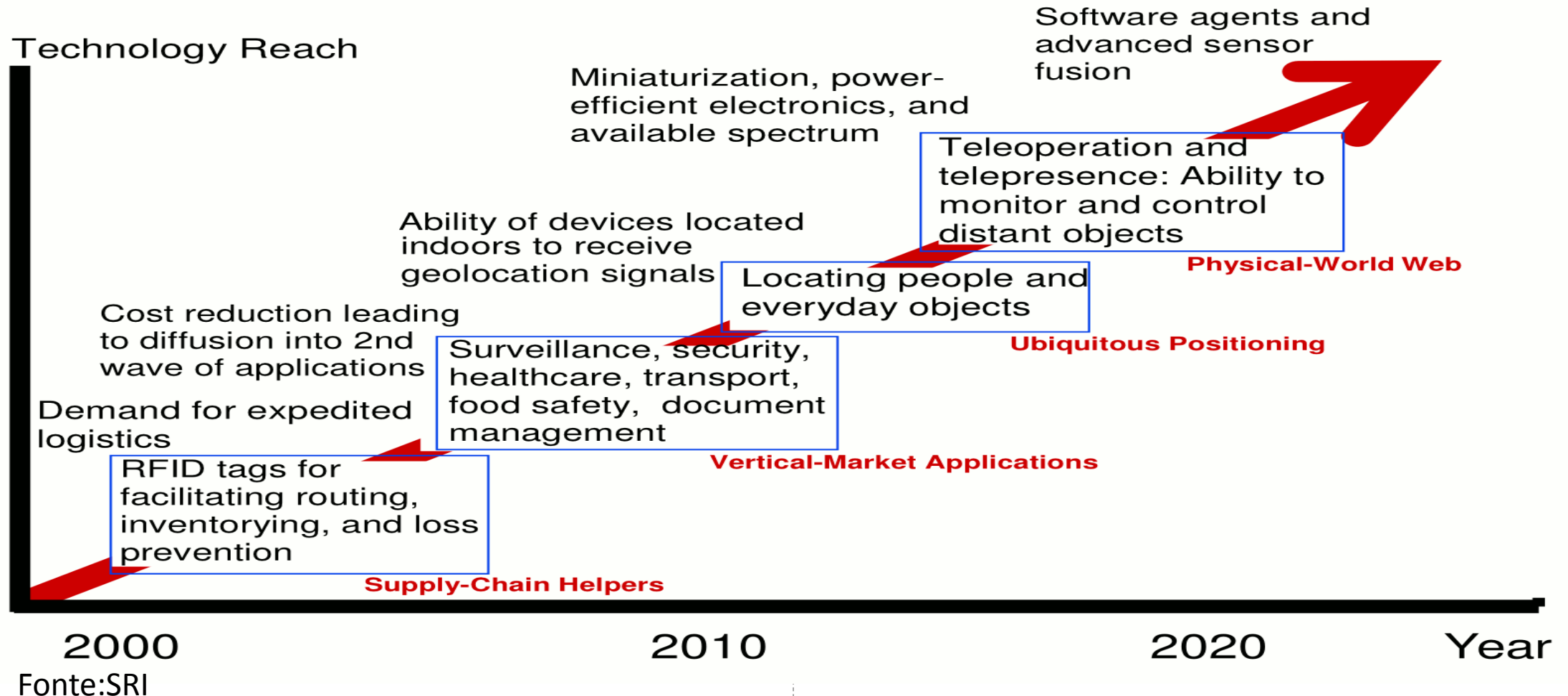
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IoT is an evolution from automation concepts...

TECHNOLOGY ROADMAP: THE INTERNET OF THINGS

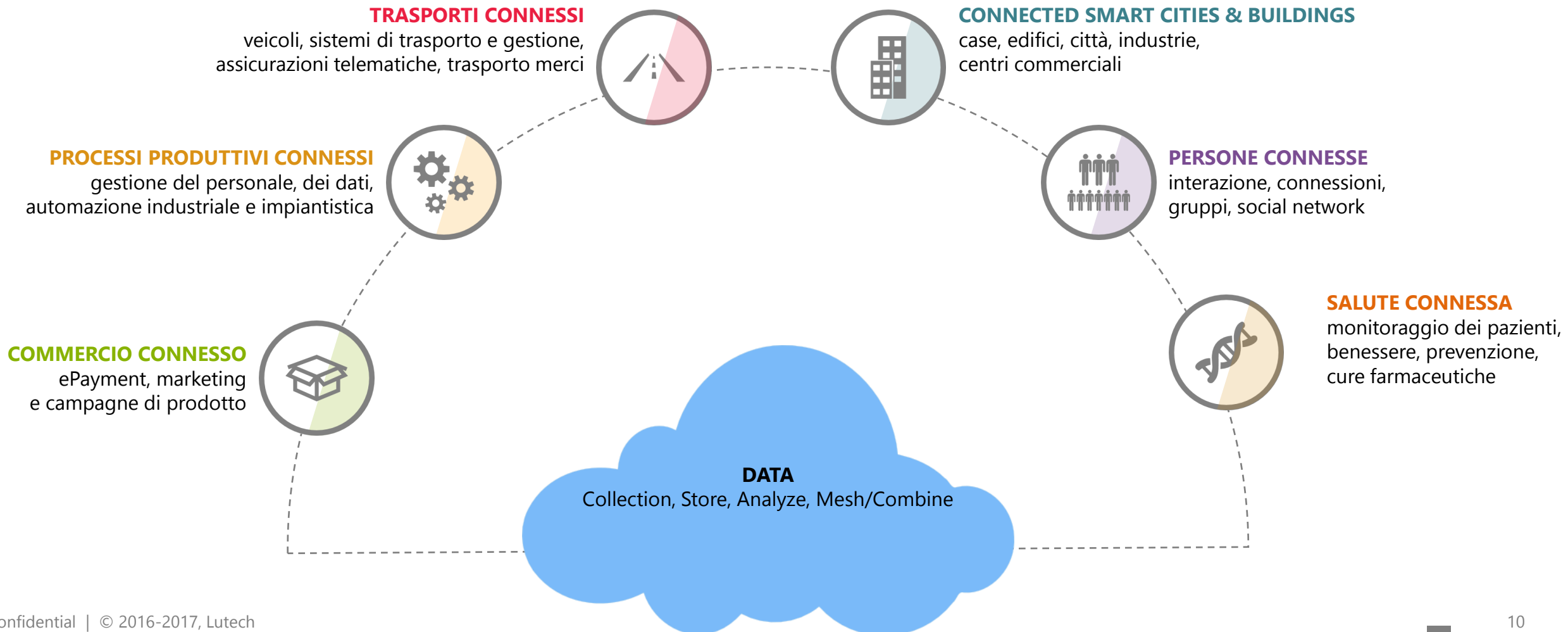


...pushed by simultaneous technological innovation ...

DA A



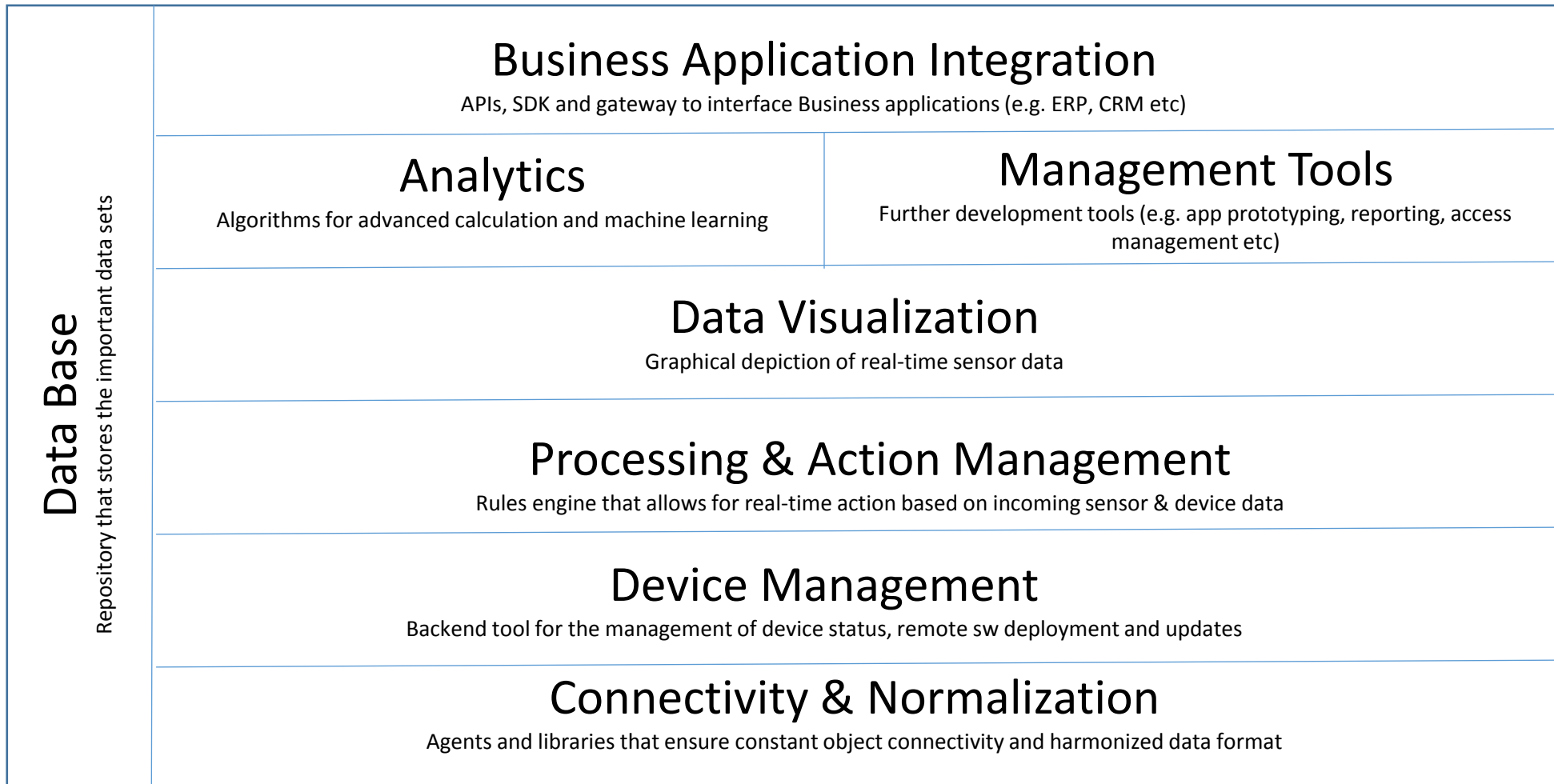
... and enabled by cloud to provide new services and new products..



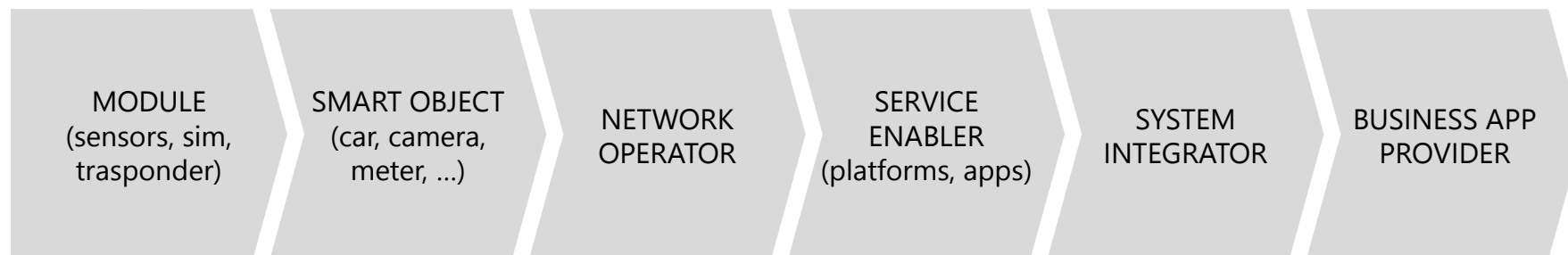
... through a new integration model...



...that operates with a systematic set of components ...



... and a new value chain where Lutech is present...



- 2016 acquisition of Soltec, Kronotech and Teratron have given Lutech capabilities and knowledge to operate on the IoT device and device management platforms
- Lutech has deep knowledge in cybersecurity, system integration and analytics
- All these capabilities give Lutech a unique positioning among traditional system integrators

...to define end-to-end solution combining competence and IoT platforms

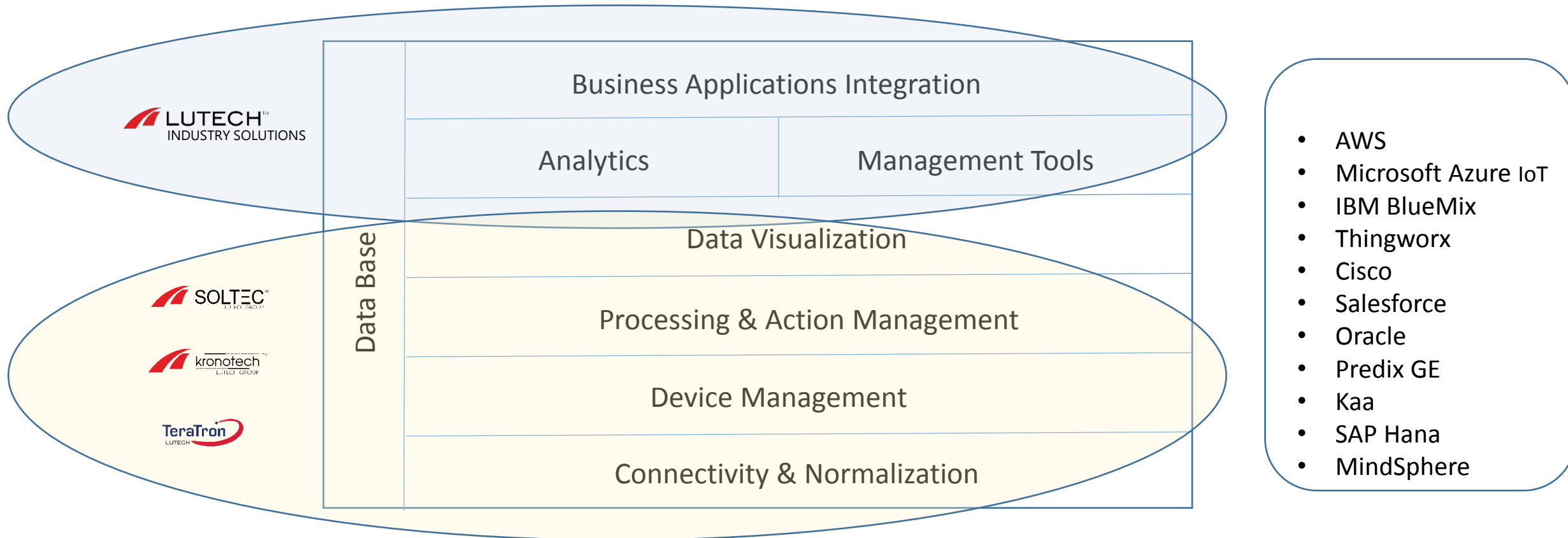
Skill & Competence



IoT Business Solutions



IoT platforms



- Install sensors and collect data is not enough, you need to build an ecosystem around.
- Mathematical model to interpret the data is the crucial point
- No vertical approach: an investment in the factory can't be separated from the Supply chain.
- Continue to sustain revenue investments and innovation in the IoT device companies to reduce latency in interpretation of the data
- Design an implementation approach with proper segregation of duties.
- Real value is obtained when all technologies are used all together and maximized within the context. i.e Augmented reality
- Cognitive Computing mechanism required to speed up the analysis of the data.
- Move from Business Intelligence to Business Artificial Intelligence.
- Increase data collection thanks to the Cloud adoption and re-usage model.
- Reduce the time to insight



www.lutech.it



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SEDE LEGALE Via Dante, 14
20121 Milano (MI)

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