

LPWANs and Smart Buildings

Geoff Mulligan

IoT Challenges

Technical

- Definition of Things
- Complexity
- Communication Paradigms
- Data Schema
- The Software Platform

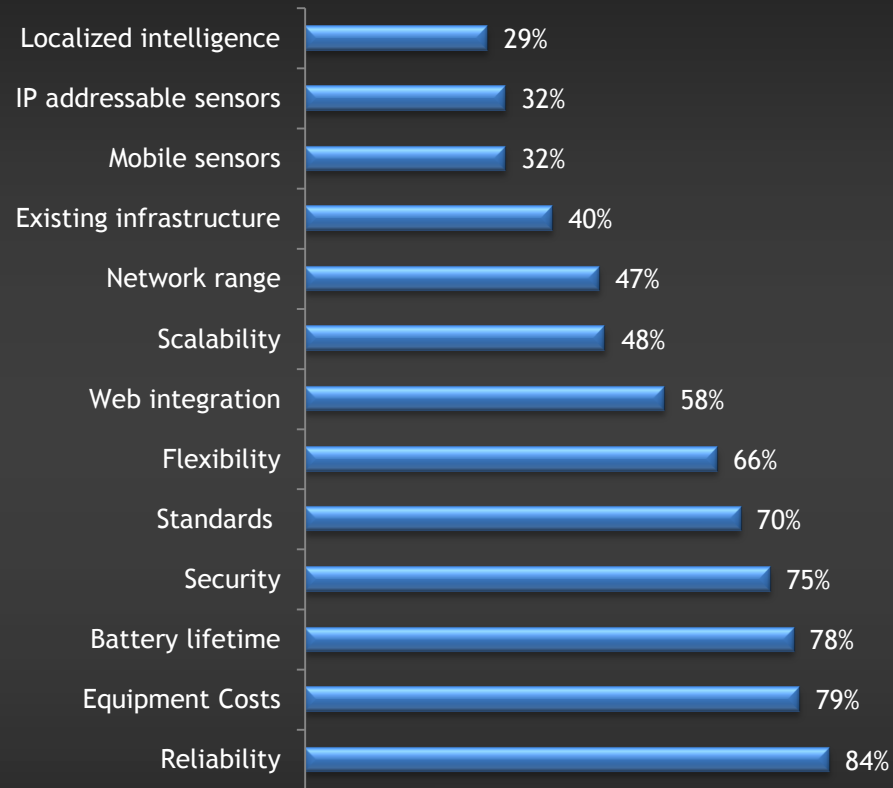
Business

- Silos vs. Horizontal
- The Revenue Challenge
 - Per device
 - Connectivity
 - Data
- The Value Chain
- New Biz Models

Societal

- Privacy
- Data Ownership
- Security
- Easiness of Use
- Social Cooperation

WSN Adoption Considerations



n=106

Source: ON World

LPWANs NETWORKS



low cost



long range



low power



secure

LoRaWAN

“Open for Business”

- Open Specification
 - Open Standards
 - Certification
 - Open Business Model
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Big Challenges

Who Owns the Data

Identity Management

Privacy

Security

Life-Cycle Management

HAROMONIZATION
