

V2M TECHNOLOGY DEVELOPMENT

ohn Fornehed,

Head of System Area m2m

VE SEE 50 BILLION CONNECTED DEVICES





We have a vision of 50 billion connected devices by 2020

 We do not just connect places and people – but also machines and devices

 Anything that benefits from being connecte will be connected

SDRIVING FORCES FOR A NETWORKED SOCIETY



Fundamentals for longer-term positive development for the industry remain solid

This slide contains forward-looking statements. Actual result may be materially di

T WILL IMPROVE QUALITY OF LIFE, PRODUCTIVITY AND SUSTAINABILITY



CONNECTIVITY ENABLES BUSINESS MODEL INNOVATION





Enabling customer affinity

- "Stickiness"
- New services, new ongoing revenue streams



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Optimizing processes

- Reducing product/service delivery costs
- Reducing operation & maintenance costs



Meeting regulatory requirements

- Cars
- Energy meetering

N2M DRIVES DIFFERENT BUSINESS REQUIREMENTS





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TOP AREAS OF M2M TODAY



Secure ID

Address (IPv6)

Device Management

Automatic Provisioning

SDK





COST OF UNSMART CONNECTED WETERS?



What if a smart meter cannot be accessed remotely and the only solution is to send out field service to reset it?



Value creation equation:

bided cost = [number of affected devices] * [[[time for field service in hours] * [cost for field vice/hour]] + [[cost for transport/km] * [average distance to affected unit in km]]] + [trouble oting cost]

T IS NOT A WIRELESS CABLE





EVEN THE OS HAS AN IMPACT



AND ADVERTISING HAS AN IMPACT





PUT FOCUS ON APPLICATION





V2M IS NOT THE SAME AS IOT

M2M

stove pipes one device per app proprietary solutions in-house IT connectivity focus industry specific technologies



Internet of Things

multi-purpose devices service enablement web paradigm apps migrate to cloud standardization driven open environment

BRINGING THE WEB TO IOT DEVICES

small footprint = small silicon area = low of

- Embedded RESTful Web Services
 - Constrained Application Protocol, CoAP
 - HTTP-CoAP proxying
 - Support for sleepy devices
 - Web linking of IoT resources
 - Resource publication and discovery
 - Application independent resource profile
- Benefits, Web development environment
 - Mass-market application development
 - Eases enterprise integration "web-to-web"
 - Application independent devices
- Emergence of App Stores for embedded devices



BUT THE VALUE CHAIN IS COMPLEX



A GREAT BUSINESS OPPORTUNITY!





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