Headlines
- Global IoT Platforms Market 2019, by Frost & Sullivan
- Microsoft IoT Signals: How are leaders approaching implementation?

Take a look at the complexity of IoT Platforms and discover the Solution Leaders

IoT Platforms are the Bridge between
Operations Technology (OT) and Information Technology (IT)

ARM		AT&T		AWS		Ayla Networks
	Bosch		Cisco Jasper		Dell / EMC
GE		Google		HPE		IBM
	Intel		Microsoft		SAP	
Siemens		Telit		ThingWorx PTC		Vodafone

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Take a look at the complexity of IoT Platforms and discover the Solution Leaders.

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The 29 IoT Platform Leaders out of 400 with true platform capabilities

● Microsoft IoT Signals: Summary of Research Learnings
How are leaders approaching implementation?
A Report of 80 pages - 2019

Headlines

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● Aeris Chooses Google Cloud Platform for Fusion IoT Network™.
First step in long-term partnership, development of new technologies and integrated solutions, and collaboration in go-to-market activities

Daniel Dierickx
CEO & co-Founder
at e2mos
Acting Chief Editor

*Over 3 Decades
Semiconductors & Computer
Systems Market Expertise*

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Yokogawa Electric Corp. selects Multi-Tech Systems, Inc.

Transforms Industrial Plant Maintenance through OpreX™ Brand Wireless Solution that Incorporates MultiTech's LoRaWAN® IoT Gateway

MOUNDS VIEW, Minn., June 27, 2019 /PRNewswire-PRWeb/ -- Multi-Tech Systems, Inc., a leading global manufacturer of M2M and IoT communication devices, today announced that its MultiConnect® Conduit® IP67 Base Station, a LoRaWAN® ruggedized IoT gateway, was selected by Yokogawa Electric Corporation for its Sushi Sensor solution, which was recently launched in Europe. Yokogawa's new LoRaWAN compliant solution was developed for deployment within industrial plants; covers vast areas; has environmental resistance features to support heavy-duty use; and works in combination with advanced analytics such as AI and machine learning in a cloud environment. MultiTech's LoRaWAN gateway solution captures and manages the information detected from sensors within the solution.

"We are honored that Yokogawa selected our IoT gateway to be used within their new Sushi Sensor," said CEO of MultiTech, Stefan Lindvall. "Yokogawa is successfully leveraging cutting-edge IoT technologies to open up new opportunities for its customers to apply revolutionary new communications solutions to remote access monitoring."

MultiTech - Ruggedized IoT Gateway
MultiConnect® Conduit®
IP67 Base Station - LoRaWAN®

Yokogawa - Sushi Sensor
Vibration/Temperature
integrated type
(LoRaWan™ compliant)

Sushi Sensor is an OpreX™ Asset Management and Integrity wireless solution for the Industrial IoT. The first product, the XS770A, originally launched in Japan in 2018, can measure vibration and surface temperature to monitor machine or equipment conditions for industrial use. Since it complies with LoRaWAN, which is a low-power wide-area (LPWA) network for long-distance communication, the XS770A can be deployed anywhere in a plant and cover a vast area. It also has environmental resistance features to support heavy-duty use (IP66/67, explosion proof).

"Our decision to work with MultiTech was based on its compatibility with LoRaWAN and its flexibility to support both cloud-based and on-premise network architectures," said Shuichi Takai, senior manager at Yokogawa. "The Conduit IP67 gateway is durable enough for the harsh environments we encounter within production sites, and we found the Conduit IP67 to be technically advanced and stable."

The MultiConnect Conduit IP67 Base Station is a ruggedized IoT gateway solution, specifically designed for outdoor LoRa public or private network deployments. The highly scalable and certified gateway is capable of resisting the harshest environmental factors including moisture, dust, wind, rain, snow and extreme heat. The device supports LoRaWAN applications in virtually any environment. Leveraging the MultiConnect Conduit, this device can support thousands of LoRaWAN-certified end nodes, including the MultiConnect® mDotTM and xDot®. This flexible solution provides durable, low-power, wide area network connectivity in support of M2M and IoT applications for both LoRa service providers and individual enterprises wanting to expand their LoRa network coverage.

About Yokogawa
Founded in 1915, Yokogawa engages in broad-ranging activities in the areas of measurement, control, and information. The industrial automation business provides vital products, services, and solutions to a diverse range of process industries including oil, chemicals, natural gas, power, iron and steel, and pulp and paper. With the life innovation business, the company aims to radically improve productivity across the pharmaceutical and food industry value chains. The test & measurement, aviation, and other businesses continue to provide essential instruments and equipment with industry-leading precision and reliability. Yokogawa co-innovates with its customers through a global network of 113 companies spanning 60 countries, generating US$3.6 billion in sales in Fy2018.
For more information, please visit http://www.yokogawa.com.

About MultiTech
MultiTech designs, develops and manufactures communications equipment for the industrial internet of things – connecting physical assets to business processes to deliver enhanced value. Our commitment to quality and service excellence means you can count on MultiTech products and people to address your needs, while our history of innovation ensures you can stay ahead of the latest technology with a partner who will be there for the life of your solution. Visit http://www.multitech.com for more information.

Sierra Wireless Announces Strategic Collaboration with Microsoft to Develop one of the Industry's First Full-Stack IoT Solutions

Sierra Wireless edge-to-cloud solutions integrated with Microsoft Azure IoT Central will simplify and accelerate time-to-value for enterprise IoT projects

Vancouver, Canada-June 11, 2019

Sierra Wireless (NASDAQ: SWIR) (TSX: SW), the leading provider of fully integrated device-to-cloud solutions for the Internet of Things (IoT), today announced a strategic collaboration with Microsoft to provide one of the industry's first full-stack IoT solutions. Sierra Wireless' new Octave™ edge data orchestration solution has been successfully connected with Microsoft Azure IoT Central. Once in production, the solution will simplify and accelerate the process of getting edge data to the cloud, enabling enterprises to achieve the value of IoT for the industry 4.0 world. In addition, Sierra Wireless intends to migrate its existing cloud infrastructure from AWS to utilize Azure's full complement of cloud services.

Azure IoT Central is a software-as-a-service (SaaS) solution that lets customers build and deploy production-grade IoT applications in hours without cloud computing experience or specialized skills. Octave merges edge devices, network, and cloud APIs into a single platform that securely extracts, orchestrates and acts on data from remote assets at the edge to the cloud. The integration will enable customers to focus on building their business rather than reinventing technical infrastructure, which dramatically reduces costs and development time from several months to days.

René Link, CMO and SVP, Corporate Strategy and Go-To-Market Operations, Sierra Wireless, said: "The combination of Sierra Wireless' full suite of IoT solutions and Azure IoT Central addresses a critical gap in the marketplace. We've consistently heard from customers about how complex it is to integrate IoT technology, which takes time and focus away from their core business. This collaboration creates a category-of-one IoT solution that will accelerate edge data into the cloud, allowing enterprises across the globe to monetize IoT."

Tony Shakib, Principal Group PM Manager, Azure IoT, Microsoft, said: "As a leader in integrated IoT solutions, Sierra Wireless' edge-to-cloud capabilities are an ideal complement to Microsoft Azure IoT Central. Together with Microsoft's Azure IoT Central offering, this strategic collaboration will enable cloud developers to deploy secure, intelligent and reliable IoT device connectivity and collect data as an extension of their Azure IoT Central experience."

Roger Entner, Founder and Lead Analyst, Recon Analytics, said: "The Sierra Wireless integration with Microsoft will unlock the IoT's true potential for the tens of thousands of businesses that are struggling with the complexity of IoT, stitching together components into bespoke solutions that take months, often years to deploy. Joint solutions from Sierra Wireless and Microsoft will enable a company's existing cloud developers to tap into the IoT and easily connect their edge devices to their Microsoft Azure infrastructure."

Sierra Wireless Octave is currently in preview with lead customers. For more information and to apply for the preview program, visit: https://www.sierrawireless.com/octave. To contact the Sierra Wireless Sales Desk, call +1 877-687-7795 or visit http://www.sierrawireless.com/sales.

About Sierra Wireless

Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Customers Start with Sierra because we offer a device to cloud solution, comprised of embedded and networking solutions seamlessly integrated with our secure cloud and connectivity services. OEMs and enterprises worldwide rely on our expertise in delivering fully integrated solutions to reduce complexity, turn data into intelligence and get their connected products and services to market faster. Sierra Wireless has more than 1,300 employees globally and operates R&D centers in North America, Europe and Asia.

For more information, visit www.sierrawireless.com.

Connect with Sierra Wireless on the IoT Blog at http://www.sierrawireless.com/iot-blog,
on Twitter at @SierraWireless,
on LinkedIn at http://www.linkedin.com/company/sierra-wireless
and on YouTube at http://www.youtube.com/SierraWireless.

New power switching regulator with the industry's lowest quiescent current extends battery life in Internet of Things designs

TI's 60-nA IQ buck converter increases efficiency and shrinks solution size in a variety of battery-powered industrial and personal electronics applications

DALLAS, July 15, 2019 /PRNewswire/ -- Texas Instruments (TI) (NASDAQ: TXN) today introduced an ultra-low-power switching regulator with the industry's lowest operating quiescent current (IQ) at 60 nA – 1/3 that of the nearest competitive device. The TPS62840 synchronous step-down converter delivers very high light-load efficiency of 80% at 1-µA load, which can enable designers to extend the battery life of their systems, or use fewer or smaller batteries to shrink their overall power supply solution size and reduce cost. Additionally, the new DC/DC converter's wide input voltage (VIN) range of 1.8 V to 6.5 V supports a variety of battery chemistries and configurations. For more information, see www.ti.com/TPS62840-pr.

These features plus its selectable functions enable the TPS62840 to help engineers solve critical design challenges in many battery-powered, always-on industrial and personal electronics applications – including narrow-band Internet of Things (IoT), grid infrastructure equipment and wearables – that require more flexibility, an extended wireless range, improved accuracy and reduced electromagnetic interference (EMI).

The TPS62840 joins TI's portfolio of highly integrated, low-IQ DC/DC converters that enable designers to maximize power delivery in the smallest possible solution size.

Key features and benefits of the TPS62840

• **Longer battery life, very high light-load efficiency:** A lower IQ draw delivers longer battery life for systems with very light loads (less than 100µA), and those operating primarily in standby/ship mode (not switching). The low IQ of the TPS62840 enables its 80% efficiency at a 1-µA load, which is up to 30% better than competitive devices.

• **Selectable modes enhance performance, lower overall cost:** The TPS62840's selectable mode and stop functions improve noise performance and reduce signal distortion. These benefits can help lower the solution cost because designers can achieve system requirements without using more expensive precision signal-chain components, sensors or radio solutions to perform the same functions.

The mode pin allows for continuous conduction mode, also called forced pulse-width modulation mode, to improve ripple or noise performance and lessen the impact on transmissions in sensitive radio-frequency applications.

The stop pin turns off all switching to reduce EMI or ripple, and minimizes distortions passed to precision signal-chain, measurement, sensors or wireless connectivity components.

• **Smaller solution size:** Engineers can use the new switching regulator to cut their battery count in half or use smaller batteries in their design. For example, designers can save up to 16,980 mm3 using four AAAs instead of four AAs.

• **Flexible VIN broadens applications:** The TPS62840's wide range of 1.8 VIN-6.5 VIN accommodates multiple battery chemistries and configurations, such as two lithium manganese dioxide (2s-LiMnO2) cells in series, single-cell lithium thionyl chloride (1xLiSOCL2), four-cell and two-cell alkaline, and lithium polymer (Li-Po).

Package, availability and pricing

Pre-production samples of the TPS62840 are now available through the TI store in the following packages: 8-pin small outline no-lead (SON), measuring 1.5 mm by 2.0 mm; 6-pin wafer chip scale package (WCSP), measuring 0.97 mm by 1.47 mm. An 8-pin thermally enhanced package (HVSSOP), measuring 3 mm by 5 mm, will become available later this year. Pricing starts at US$0.85 in 1,000-unit quantities. The TPS62840-1DLCEVM55 and TPS62840-1YBGEVM56 evaluation modules are available for US$49 each.
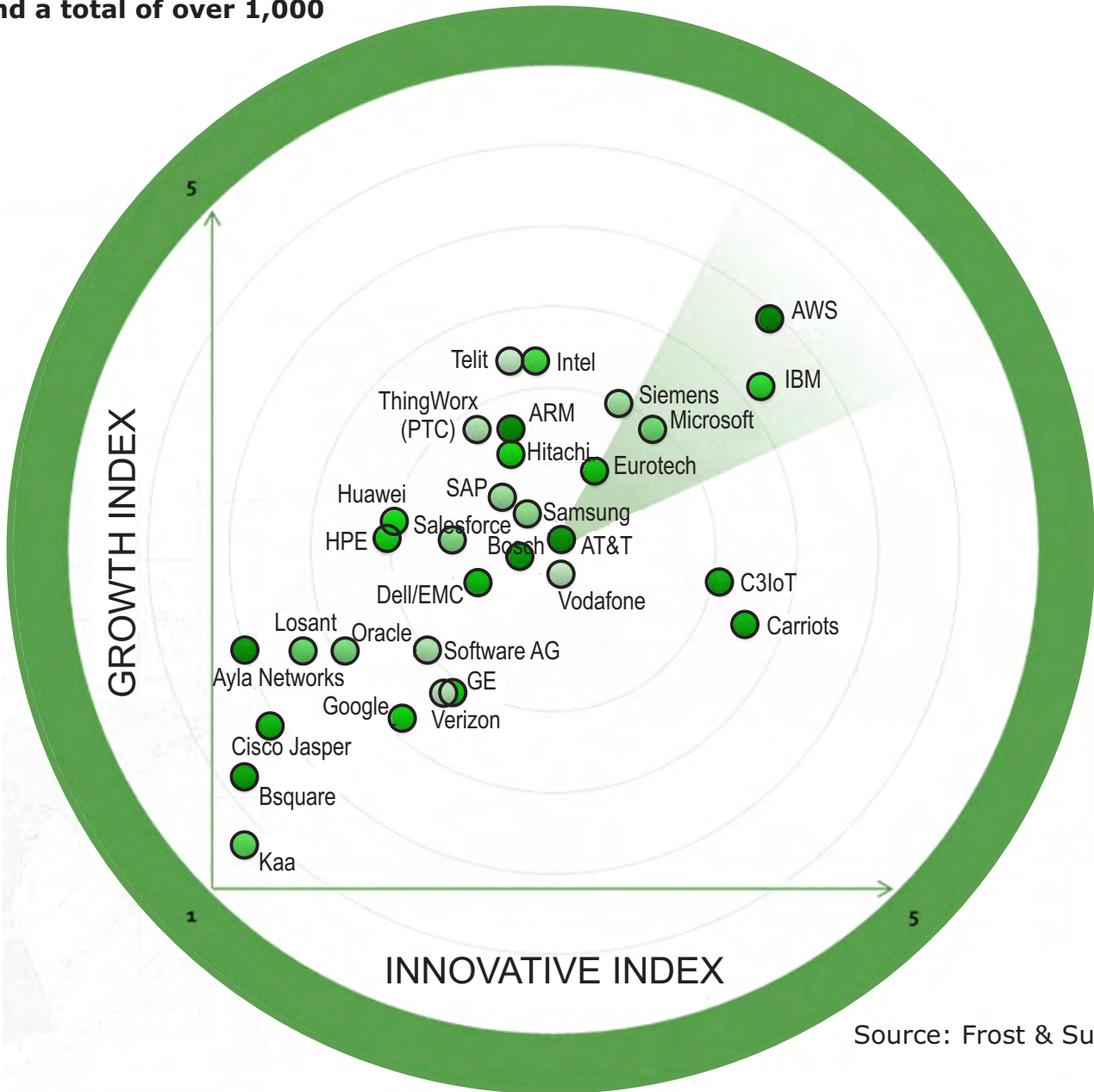

Learn more from TI's power experts

• Download the data sheet for the TPS62840 step-down converter.
• Read these short articles:
  "Do all rails need low IQ?"
  "Deciphering low IQ: Using WEBENCH® to design near 100% duty-cycle for ultra-low power applications."
• Download the reference design, "Powering narrowband wireless modules for IoT applications with LiMnO2 cells."
• See the extensive range of power designs in TI's reference design library.
• Learn about TI's diverse selection of low-power DC/DC switching regulators and TI's comprehensive portfolio of power-management products.
• Search for fast, verified answers and design help from TI experts in the TI E2E™ Power Management forum.

Global Internet of Things (IoT) Platforms Market, 2019

With over 60 billion connected devices expected to be in existence globally by 2024, IoT is a complex ecosystem that integrates information technology (IT) with operations technology (OT) to generate data that can be analyzed to increase revenues and improve business productivity. Iot platforms are building blocks of IoT solution offering multiple services such as application enablement, device management, and connectivity management.

**The 29 IoT Platform Leaders
out of 400 with true platform capabilities
and a total of over 1,000**

Source: Frost & Sullivan

Frost & Sullivan leveraged in-depth analysis built on the 360-degree research methodology and evaluated over 1,000 platforms globally. The team of analysts and experts then determined 400 companies to have true platform capabilities across multiple vertical markets and consumer segments. Finally, the 29 companies selected by Frost Radar represents the leaders in the industry that provide a wide range of services and solutions that are at the cutting edge of innovation and growth in this highly fragmented market.

Download the Frost Radar https://go.frost.com/LA_PR_FValente_IoTRadar_Apr19
Access the complimentary tracking solution that identifies top 29 companies with true platform capabilities across multiple verticals and IoT applications.
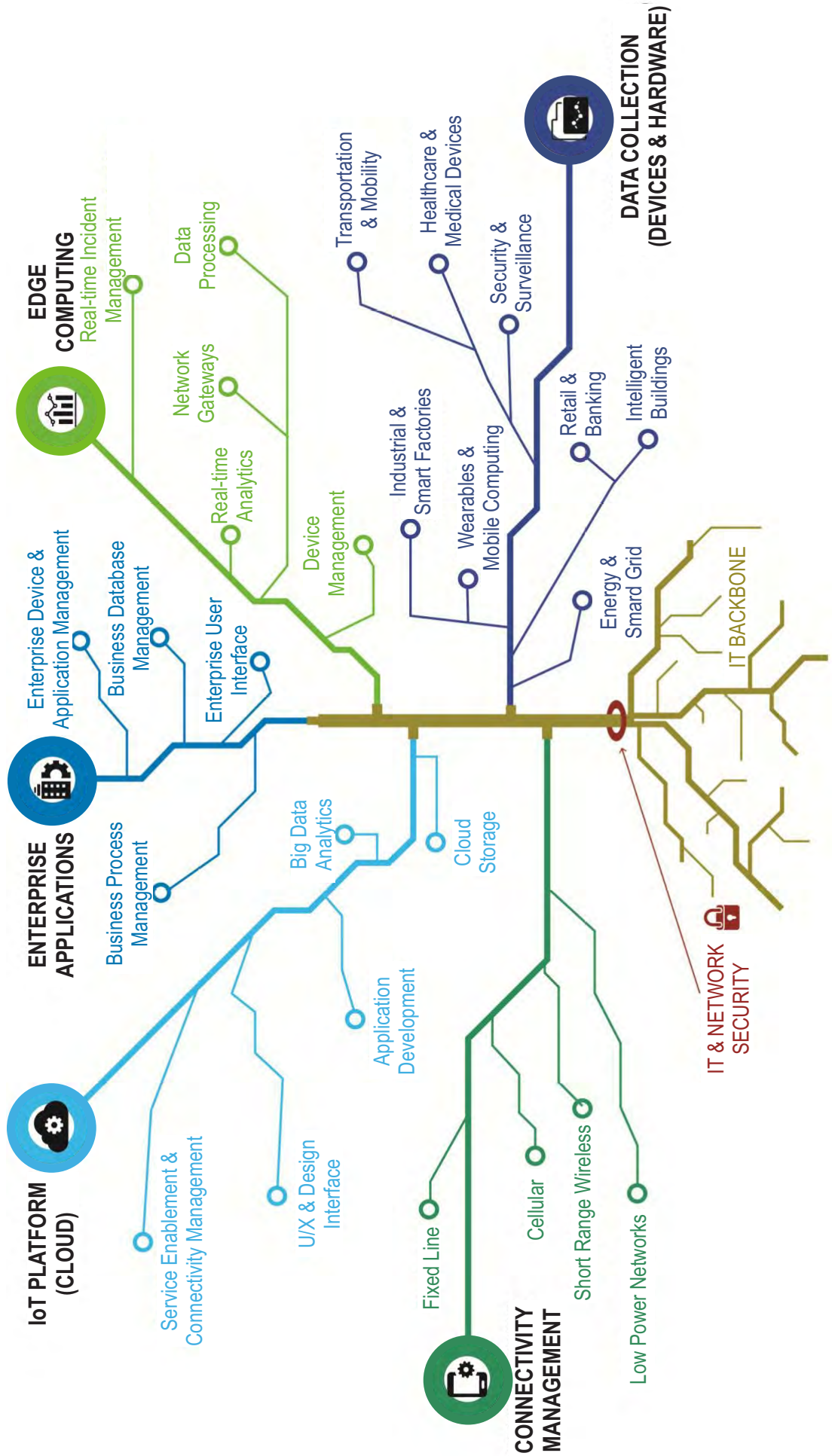
IoT Platform System Overview Diagram: see next page
IoT Platforms are the Bridge between Operations Technology (OT) and Information Technology (IT)

IoT Platform System Overview Diagram
Source: Frost & Sullivan

IoT Platforms are the Bridge between Operations Technology (OT) and Information Technology (IT)

DATA COLLECTION (DEVICES & HARDWARE)

EDGE COMPUTING
- Real-time Incident Management
- Data Processing
- Network Gateways
- Real-time Analytics
- Device Management

- Transportation & Mobility
- Healthcare & Medical Devices
- Security & Surveillance
- Industrial & Smart Factories
- Wearables & Mobile Computing
- Retail & Banking
- Intelligent Buildings
- Energy & Smard Grid

IT BACKBONE

ENTERPRISE APPLICATIONS
- Enterprise Device & Application Management
- Business Database Management
- Enterprise User Interface
- Business Process Management

- Big Data Analytics
- Cloud Storage
- Application Development

IoT PLATFORM (CLOUD)
- Service Enablement & Connectivity Management
- U/X & Design Interface

IT & NETWORK SECURITY

CONNECTIVITY MANAGEMENT
- Fixed Line
- Cellular
- Short Range Wireless
- Low Power Networks

Aeris Chooses Google Cloud Platform for Fusion IoT Network™

First step in long-term partnership, development of new technologies and integrated solutions, and collaboration in go-to-market activities

SAN JOSE, CA – Oct 22, 2019 – Aeris, a technology leader in the Internet of Things (IoT), today announced that it has chosen Google Cloud Platform (GCP) as the infrastructure provider for the Fusion IoT Network, one of the first-ever intelligent global solutions for connecting IoT devices across 2G, 3G, LTE, LTE-M, and NB-IoT. The multi-year partnership between Aeris and GCP will focus on advancing cutting-edge IoT cellular connectivity, delivering significant steps forward in security, operational efficiency, and customer choice and flexibility. [Note to editors: See also, "Aeris Announces Fusion IoT Network," announced today.]

The recently announced Fusion IoT Network turns the traditional IoT cellular connectivity model upside down – breaking application and connectivity silos, enabling an unparalleled level of feature innovation, and delivering game-changing advantages to enterprise customers. To deliver these benefits, the Fusion IoT Network leverages a multi-technology, cloud-native network infrastructure – a complete suite of cellular network elements purpose-built for IoT, including an HLR/HSS, PCRF, SMSC, AAA, PGW, and OSS/BSS subsystems. Based on over a decade of development and more than 50 patents, these network elements are hardened with real-world experience, processing more than 1 billion transactions per day with telco-grade reliability.

Aeris chose GCP as the cloud infrastructure and platform for the Fusion IoT Network based on critical advantages in managed Kubernetes, global IP network superiority, reliability, cost efficiency, and ML/AI innovation over other cloud providers. For example, GCP's Virtual Private Cloud IP network provides a distinct advantage to Aeris through its global performance and flexibility. Likewise, the Google Kubernetes Engine (GKE) has been instrumental in making Aeris' transition to Kubernetes easier, faster, and more cost-efficient.

The migration of the Fusion IoT Network to GCP is the first step in a multi-year collaboration in technology, enabling simpler, faster, and more reliable IoT deployments, and in joint go-to-market to bring these advantages to a large segment of joint IoT customers.

Please visit Aeris for more nformation: https://www.aeris.com/

Aeris recognized by Frost & Sullivan as IoT Platform of the Year for the second time

NEW DELHI, India, June 24, 2019 (GLOBE NEWSWIRE) -- Aeris Communications, a pioneer in the Internet of Things (IoT) and M2M technologies, today announced that it has been conferred the prestigious 2019 Frost & Sullivan India ICT Award for "IoT Platform Vendor of the Year", for the second year in a row. Benchmarked against the highest standards in the industry by the analysts, the award recipients represent the best-in-class.

Aeris is being recognized for its demonstrated leadership in the space of new product introduction and innovation, remarkable achievement in enabling its customers to attain their business transformation with outstanding efforts towards customer experience, growth goals, breadth of products and solutions and its service value, major customer acquisitions and customer service experience as well as revenue growth through its innovative Aeris® IoT Platform. The IoT Platform from Aeris has been serving as the cornerstone for diverse IoT projects across the world. In the last three years, it has been gathering traction in the Indian market with projects as diverse as electronic mobility, insurance and finance, logistics, connected vehicles, utilities, smart cities, smart manufacturing and even connected solutions for agriculture.

Frost & Sullivan Awards is a global program that recognizes outstanding industry achievements by companies across the world. The 17th year of Frost & Sullivan's India ICT Awards lauded companies for their exceptional growth and market strategies, product development abilities, competitive advancement skills, technology innovation, dedicated customer focus and achieving landmarks to deliver business outcomes using Digital and Disruptive technologies in the Indian market. The award jury included reputed business and technology stalwarts from the industry who selected the award winners based on a unique 3 staged, structured, metrics-based evaluation process.

Please visit Aeris for more nformation: https://www.aeris.com/

IoT Signals

SUMMARY OF RESEARCH LEARNINGS 2019

BACKGROUND

The Internet of Things (IoT) is transforming the way people live and work. Beyond just the smart devices you use every day, IoT is revolutionizing the way companies do business –allowing them to become faster, smarter, safer, and more efficient.

Microsoft has been at the forefront of IoT, innovating and investing as IoT continues to gain traction worldwide. The IoT Signals report was created to give the industry a holistic view of the IoT ecosystem –providing insight into adoption rates as well as benefits and challenges.

The goal of the IoT Signals report is to better serve our partners and customers, as well as help business leaders develop their own IoT strategies.

Microsoft commissioned Hypothesis Group, an insights, design, and strategy agency, to execute the IoT Signals research.
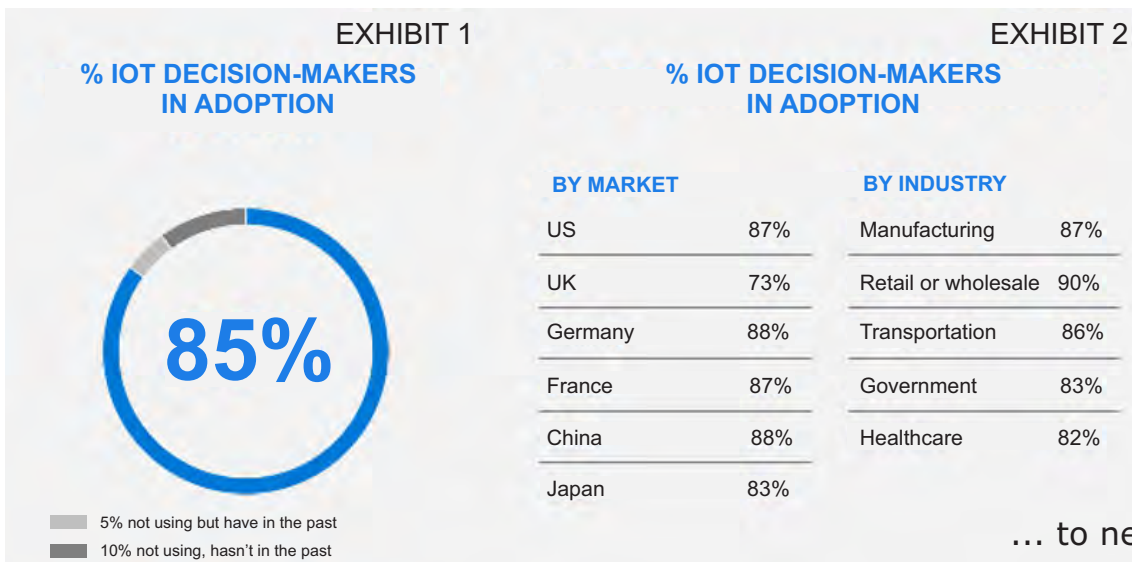
A 20-minute online survey was conducted with over 3,000 decision makers at enterprise companies across the US, UK, Germany, France, China, and Japan who were currently involved in IoT. The research included business decision makers (BDMs), IT decision makers (ITDMs), and developers from a range of industries such as manufacturing, retail/wholesale, government, transportation, healthcare, and more.

IOT: THE BIG PICTURE

In the commercial arena, the Internet of Things continues to grow in popularity. Business decision makers, IT decision makers, and developers at enterprise-size commercial organizations are incorporating IoT into their businesses at high rates, and the overwhelming majority is satisfied with the business results. As an outcome, companies are increasingly eager to adopt IoT.

The enthusiasm for IoT adoption is global, and it also crosses industries. Among the enterprise IoT decision makers we surveyed, 85% say they have at least one IoT project in either the learning, proof of concept, purchase, or use phase, with many reporting they have one or more projects currently in 'use'. **(See Exhibit 1.)**
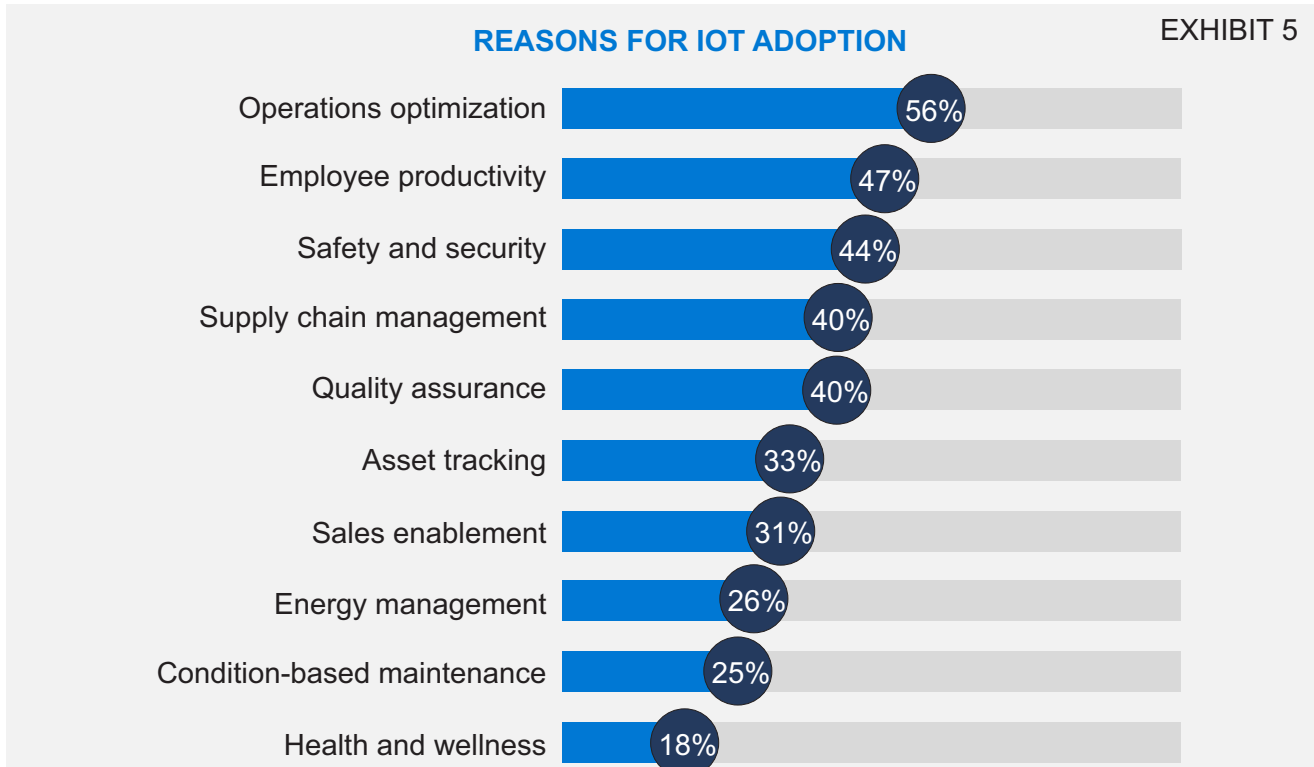
Adoption rates are similar across surveyed countries (US, UK, Germany, France, China, and Japan) and core industries (manufacturing, retail/wholesale, transportation, government, and healthcare). **(See Exhibit 2)**

EXHIBIT 1		EXHIBIT 2	
% IOT DECISION-MAKERS IN ADOPTION		**% IOT DECISION-MAKERS IN ADOPTION**	

85%

5% not using but have in the past
10% not using, hasn't in the past

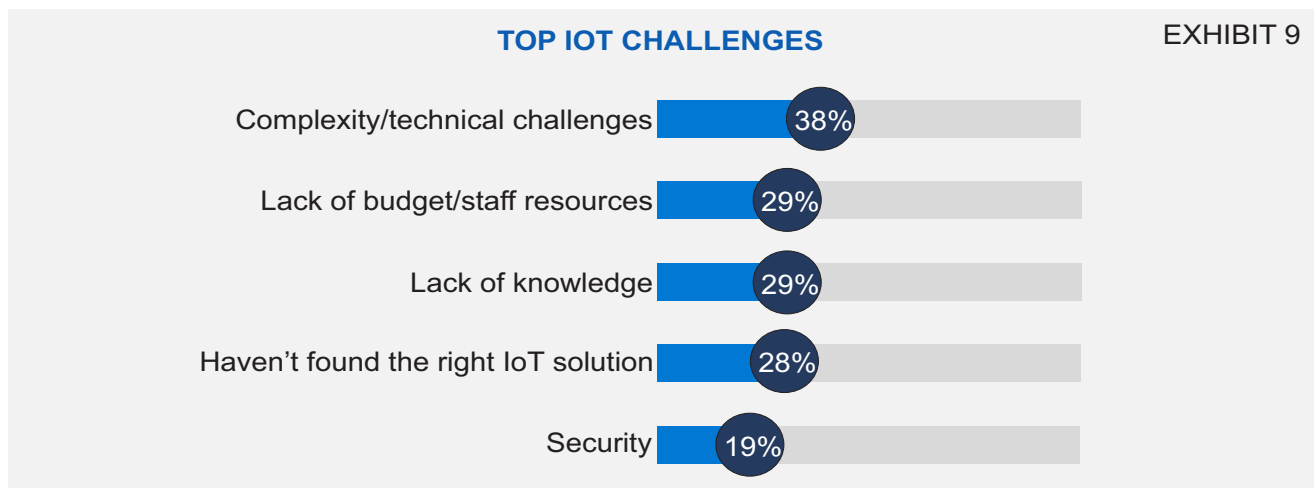| BY MARKET		BY INDUSTRY	
US	87%	Manufacturing	87%
UK	73%	Retail or wholesale	90%
Germany	88%	Transportation	86%
France	87%	Government	83%
China	88%	Healthcare	82%
Japan	83%		

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WHY ADOPT IOT?

On average, companies cite three to four major reasons that led them to adopt IoT. Efficiency and productivity are key motivators; the top two reasons that companies implement IoT are operations optimization (56%) and improvement of employee productivity (47%). The next most common use cases are safety and security, which 44% of companies view as top reasons to utilize IoT. 30% to 40% of enterprise companies also adopt IoT to manage supply chain, assure quality, track assets, and enable sales. On the whole, BDMs and developers view IoT as a way to streamline processes and work more efficiently. **(See Exhibit 5)**

REASONS FOR IOT ADOPTION   EXHIBIT 5

Reason	Percentage
Operations optimization	56%
Employee productivity	47%
Safety and security	44%
Supply chain management	40%
Quality assurance	40%
Asset tracking	33%
Sales enablement	31%
Energy management	26%
Condition-based maintenance	25%
Health and wellness	18%

WHAT ARE THE CHALLENGES OF IOT ADOPTION?

Despite its success, IoT is not without challenges. Both for companies striving to get IoT projects off the ground and for companies looking to use IoT more, the roadblocks are often the same: complexity and technical challenges, security concerns, and lack of talent and training.
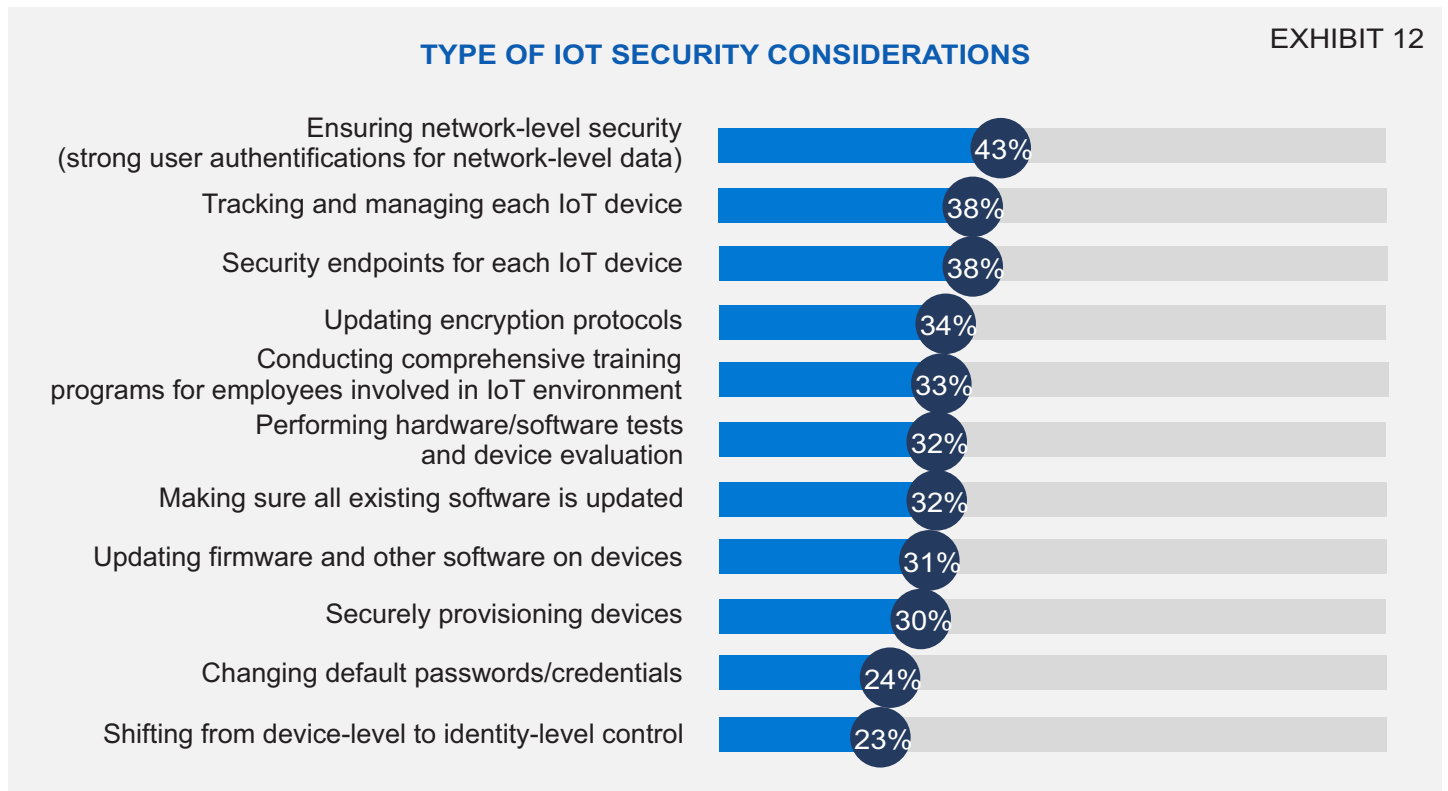
Companies who want to utilize IoT more find that complexity and technical challenges are their biggest barriers: 38% of companies say these are the reasons they aren't using IoT more. Lack of budget and staff resources (29%), lack of knowledge (29%), and difficulty finding the right solution (28%) are the next most common roadblocks. Security is also a challenge (19%). **(See Exhibit 9)**

TOP IOT CHALLENGES   EXHIBIT 9

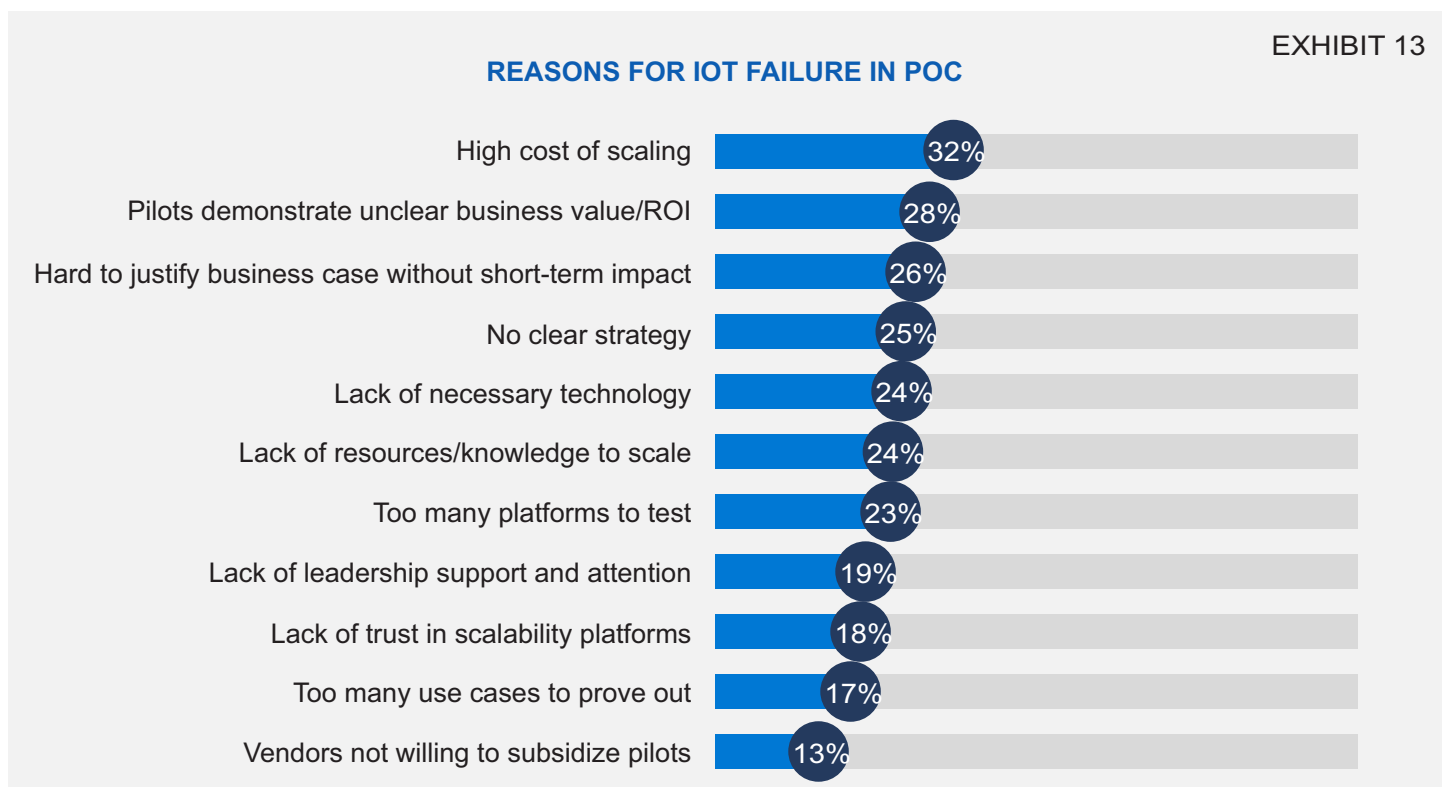| Challenge	Percentage
Complexity/technical challenges	38%
Lack of budget/staff resources	29%
Lack of knowledge	29%
Haven't found the right IoT solution	28%
Security	19%

... to next page

TYPE OF IOT SECURITY CONSIDERATIONS

Security concerns around IoT adoption are universal: 97% of companies are concerned about security when implementing IoT (though this is not hindering adoption). Collectively, the top security priority is software/firmware management (e.g. encryption protocols –34%, hardware/software testing –32%, and updating software and firmware -31%). **(See Exhibit 12)**

TYPE OF IOT SECURITY CONSIDERATIONS   EXHIBIT 12

Consideration	%
Ensuring network-level security (strong user authentifications for network-level data)	43%
Tracking and managing each IoT device	38%
Security endpoints for each IoT device	38%
Updating encryption protocols	34%
Conducting comprehensive training programs for employees involved in IoT environment	33%
Performing hardware/software tests and device evaluation	32%
Making sure all existing software is updated	32%
Updating firmware and other software on devices	31%
Securely provisioning devices	30%
Changing default passwords/credentials	24%
Shifting from device-level to identity-level control	23%

REASONS FOR IOT FAILURE IN POC

Our findings show that IoT adopters believe around one-third of IoT projects fail in proof of concept (POC), often because implementation is expensive or the bottom-line benefits are unclear. Among those who have had IoT projects stall in the trial stage, the top reason is the high cost of scaling—32% of businesses cited this as the main issue with getting their projects off the ground.

REASONS FOR IOT FAILURE IN POC   EXHIBIT 13

Reason	%
High cost of scaling	32%
Pilots demonstrate unclear business value/ROI	28%
Hard to justify business case without short-term impact	26%
No clear strategy	25%
Lack of necessary technology	24%
Lack of resources/knowledge to scale	24%
Too many platforms to test	23%
Lack of leadership support and attention	19%
Lack of trust in scalability platforms	18%
Too many use cases to prove out	17%
Vendors not willing to subsidize pilots	13%

Edge Hardware for IoT

[Webinar On-demand](#) sponcored by:

Hewlett Packard Enterprise   **MULTITECH**

Increased computing power at the network's edge is bringing myriad advantages, making predictive maintenance and AI tenable for remote, industrial applications. According to some studies, more than half of IoT Adopters expect to be analyzing complex data sets at the edge in the next three years. Advances in hardware are driving development, and this session will cover the breadth of the edge, from intelligent actuators/sensors, through data aggregation, into edge IT pre-processing.

Speakers:

Thorsten Milsmann, Director Internet of Things, worldwide, Hewlett Packard Enterprise

Thorsten Milsmann at Hewlett Packard Enterprise responsible for the IoT Sales worldwide, including GTM with partners. His responsibility is also managing the internal IoT program across all HPE sales and delivery organizations specifically HPE PointNext. He is consolidating the market and customer requirements as well as the definition, validation and commercializing of the solution portfolio.
After graduation as MBA at University of Mannheim he held various sales roles before joining HP in 1998, since he was in several sales and sales managements positions in Germany and Eastern Europe and was HPs Global Account Manager for MunichRe Insurance.

Sara Brown, Vice President of Marketing, Multi-Tech Systems Inc.

Sara Brown is responsible for all marketing communications at IoT systems provider MultiTech. Brown is a strategic marketing professional dedicated to driving quantifiable business results with data-driven outreach to IoT/M2M user markets. For nearly 20 years, she's boosted revenue of organizations big and small; including Sierra Wireless, Telit, and Wavecom.