

Making an Impact with IoT

Top 10 Lessons when getting started

1. Benefit First

2. Start Small, then Expand

3. Know When to Stop,
Benefit from Failure

4. It's about people

5. It's not about
the Internet

6. Security

7. It's not about the data,
it's about the knowledge



PHASE 1 PHASE 2 PHASE 3

Collect
underpants



Profit



8. Plan to change

9. Plan for failure

10. Go with Fujitsu

Thank You
