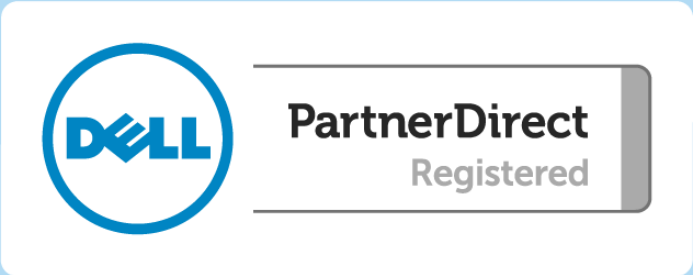


# The IOT is about data, not Things



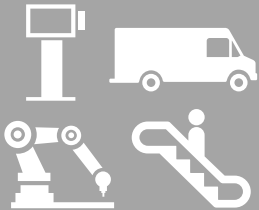
Panagiotis Kouris  
CEO  
OFFICE LINE  
[pkouris@officeline.gr](mailto:pkouris@officeline.gr)





# What is the Internet of Things ???

Things



Connectivity



Data

10101  
01010  
00100

Analytics



# IoT is a Business Value Point



Hardware  
is cheap



Connectivity  
is pervasive



Development  
is easy

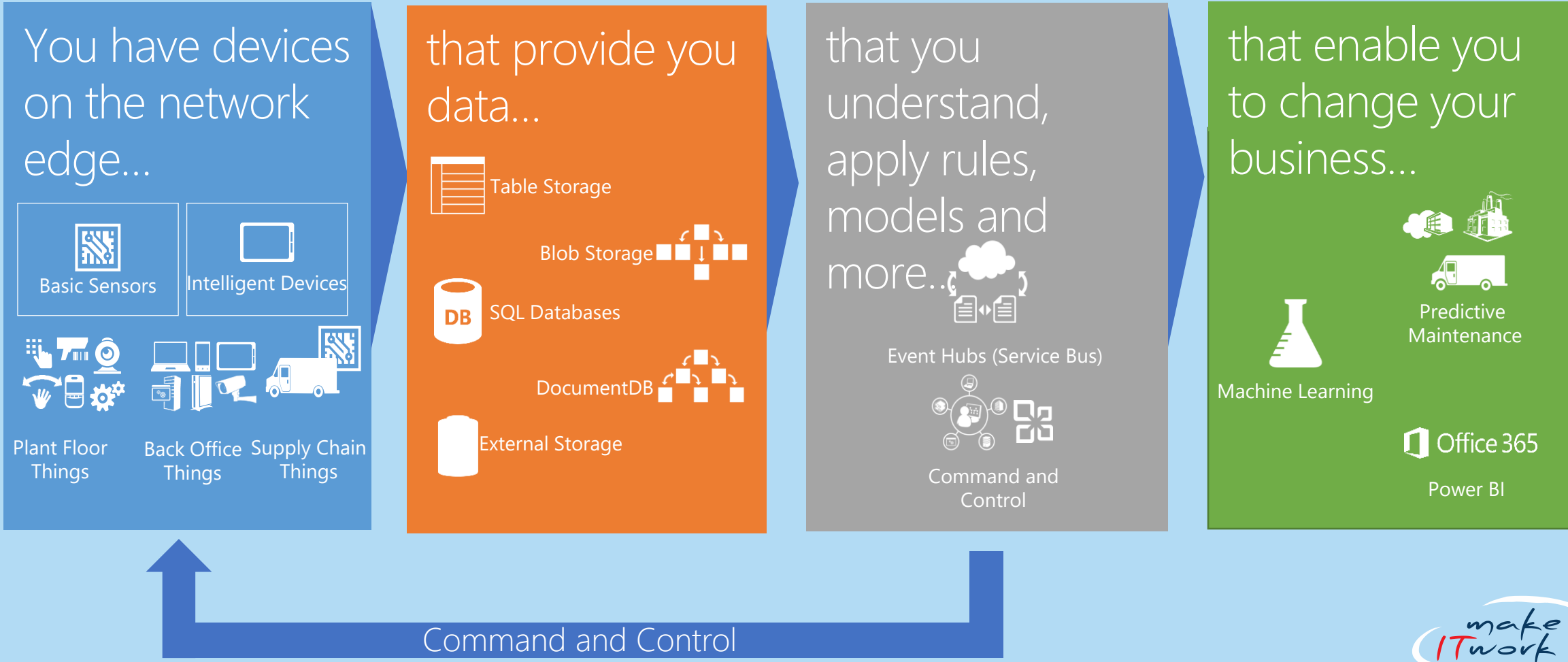


Huge benefits  
fuel demand



New Innovative  
Scenarios

# OFFICE LINE Approach to IoT



# IoT 2010





Medication adherence



Health monitoring



Pet tracking



Behavior modification



Object tracking



Child and elder monitoring



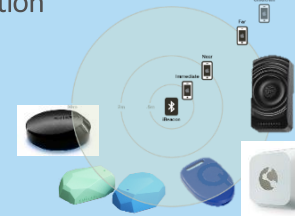
Sports and fitness



Smart lighting



Indoor navigation



Beacons and proximity



Trip tracking and car health



HOME



WORKPLACE



HOME



Smart appliances



Food and nutrition tracking



Identity



Office equipment



Smart vending machines



Bike ride stats and protection



Sleep tracking



Air conditioning and temperature control



Environmental sensors



Information capture



Control



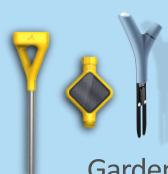
Home security



Home automation



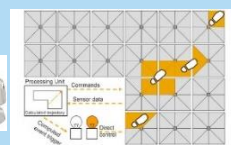
Leak detection



Garden, lawn and plant care



New devices and sensors



Entertainment systems



The background of the slide is a photograph of Earth from space, showing the blue oceans and white clouds of the planet against the blackness of space. The image is partially obscured by a large yellow rectangular box that contains the main text.

# \$7.2 TRILLION

worldwide market for IoT solutions  
by 2020

IDC: Worldwide and Regional Internet of Things (IoT) 2014–2020 Forecast **ner**



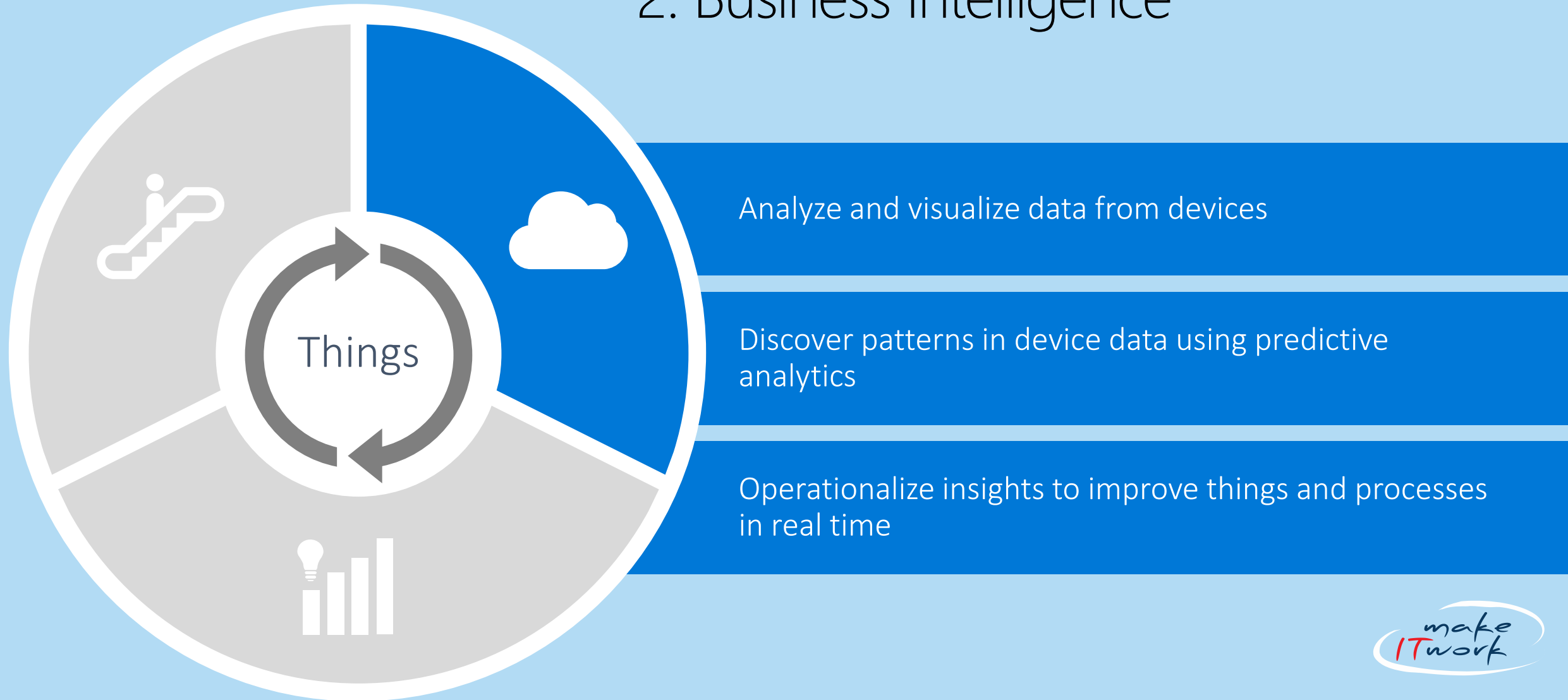
# IoT Business Maturity Model

## 1. Operational efficiency



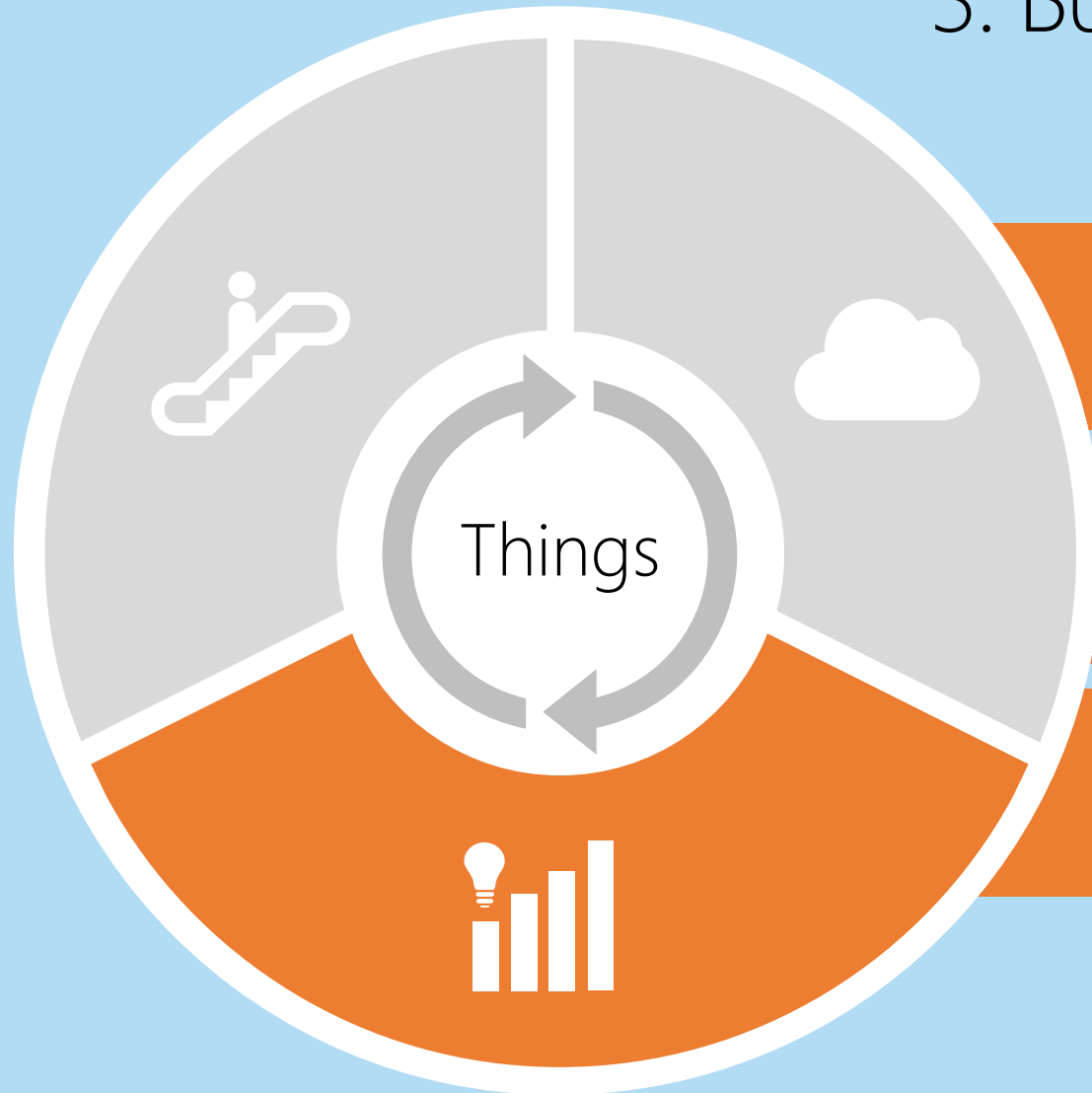
# IoT Business Maturity Model

## 2. Business Intelligence



# IoT Business Maturity Model

## 3. Business Transformation



Combine IoT & other data with advanced analytics to power new services and revenue streams

Expand into new adjacent businesses

New partnership opportunities

# IT / OT Collaboration

Operational Technology (OT)



Information Technology (IT)



# IT / OT Collaboration Enables IoT



# IT / OT Collaboration & Cyberphysical Security

## IT Engineers

Know how to make ***digital*** things secure.

- Secure Development Lifecycle
- Secure Network Technologies
- Threat & Vulnerability Mitigation
- Monitoring and Alerting
- Software/Firmware Auto-Updates
- Privacy Models

## OT Engineers

Know how to make ***physical*** things safe and secure

- Standards, Procedures, Training, Continuous Improvement
- Physical access management
- Hazard and Risk Analysis
- Monitoring and Maintenance
- Fail Safe and Safety Equipment

IT and OT engineers will collaborate in making “cyberphysical” systems safe and secure.



# Pattern: Defense in depth

Think about security, identity and management from the very beginning.

The entire organization needs to be focused on security, and that focus must inform the entire product lifecycle.

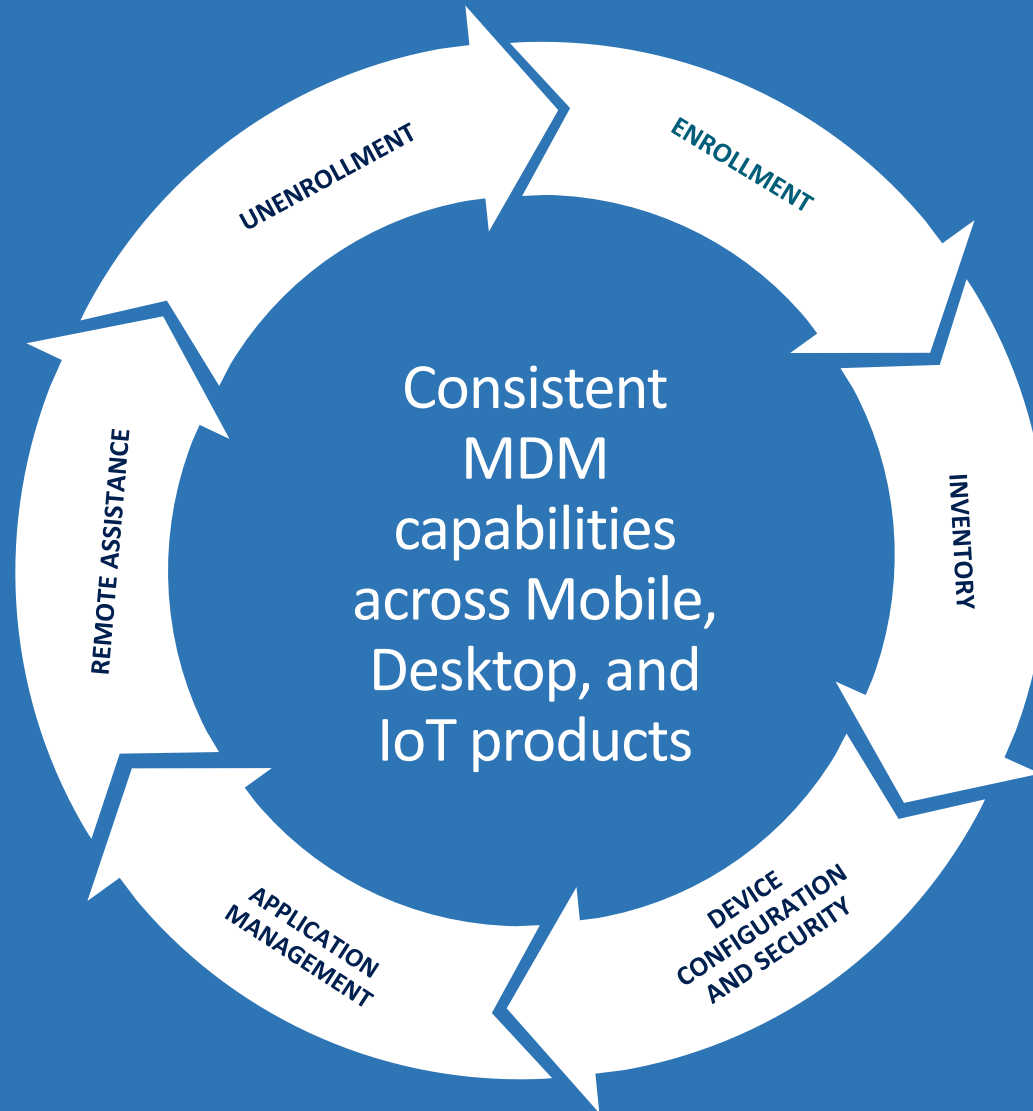


Think about security on the device, at the field gateway (if one exists) and in the cloud.



Security is a shared responsibility between provider and the customer.

# Manage Complete Lifecycle of your Device



# Cloud Based IoT Solutions

## Cloud IoT

Easy to provision, use and manage

Pay as you go, scale as you need

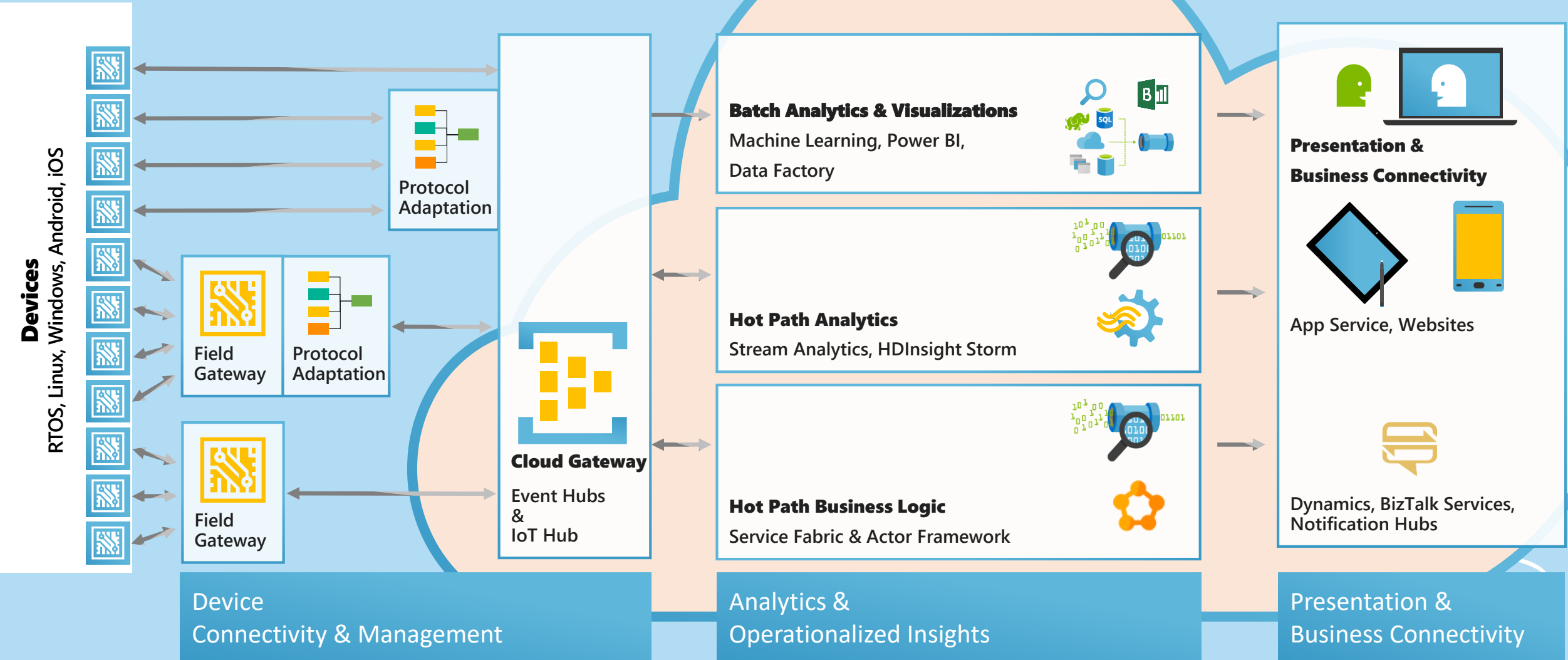
Global reach, hyper scale

End to end security & privacy

## Three parts of an IoT solution

- 1 Device connectivity & management
- 2 Analytics & operationalized insights
- 3 Presentation & business connectivity

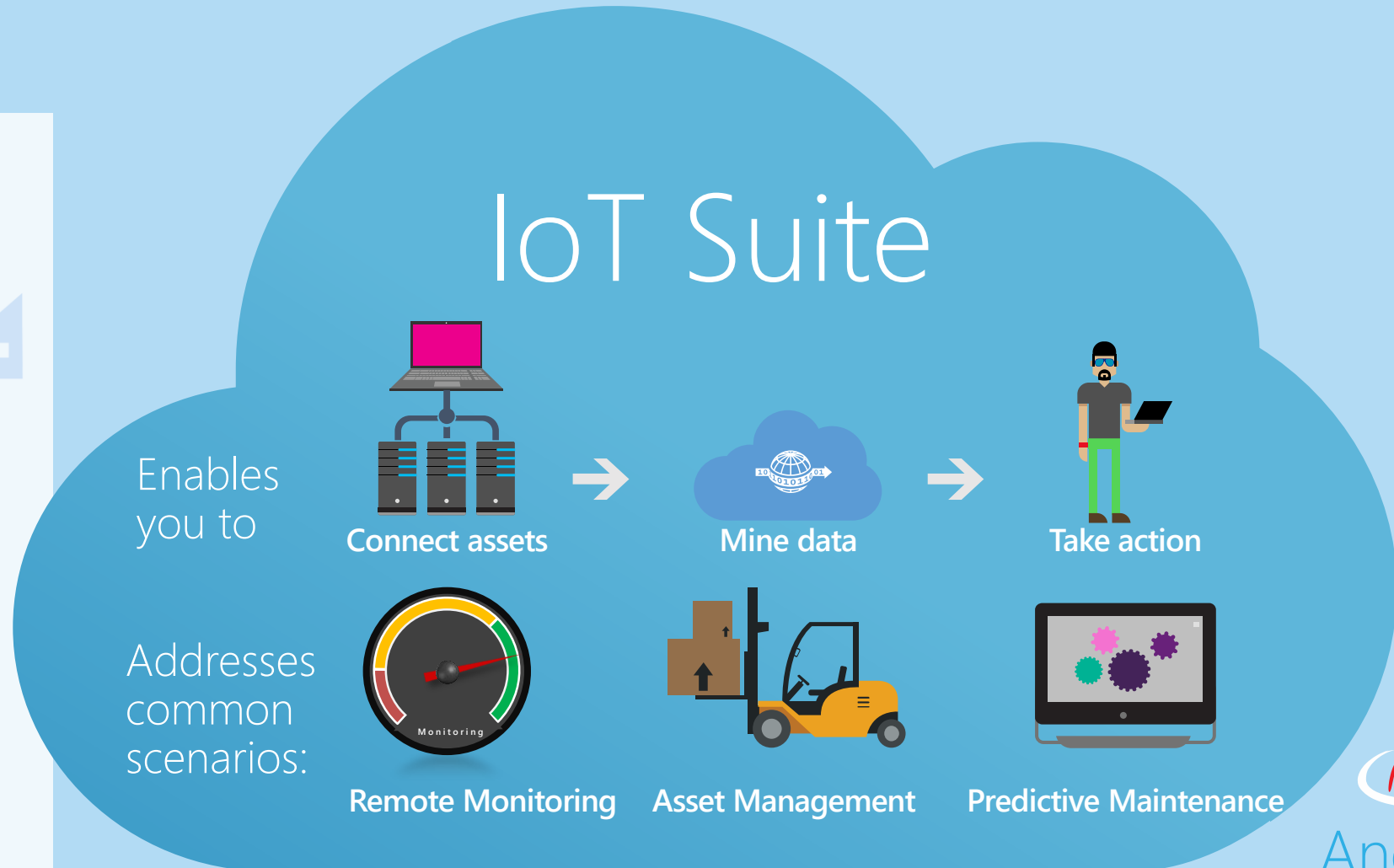
# IoT Device & Cloud Patterns



# OFFICE LINE IoT Suite

Accelerate your business transformation

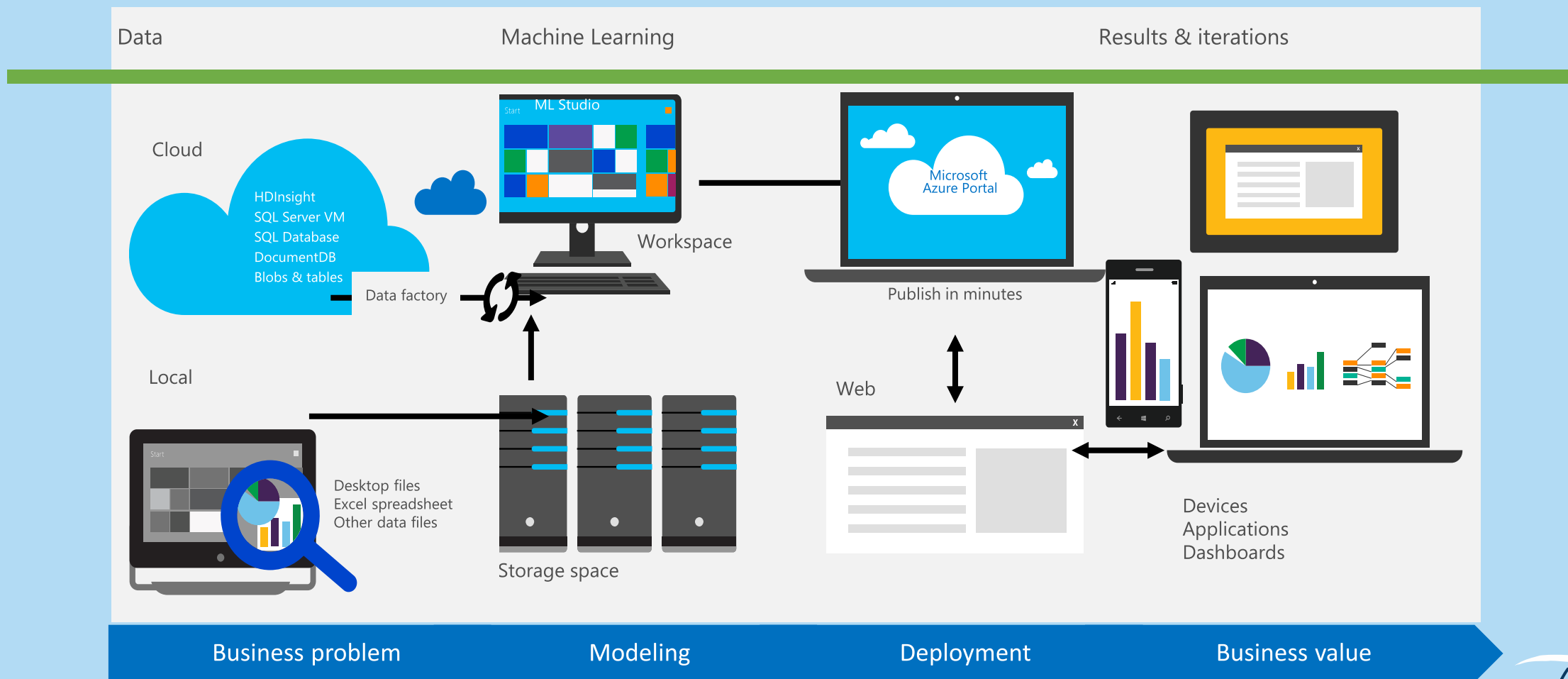
Azure IoT services



*make IT work*  
And more..

# Machine Learning

The power of machine learning to predict future trends or behavior



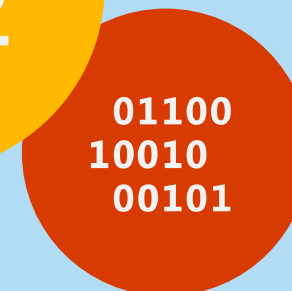


# In conclusion

The Internet  
of Things is  
happening **now**

OFFICE LINE have  
the technology  
and the  
experience to  
make it a reality

Let's work together  
to transform to a  
digital business with  
the Internet of  
***Your*** Things





# Thank you

Contact us: [info@officeline.gr](mailto:info@officeline.gr)



Gold Cloud Platform  
Gold Small and Midmarket Cloud Solutions  
Gold Midmarket Solution Provider  
Gold Hosting  
Gold Datacenter  
Silver Cloud Productivity  
Silver Collaboration and Content  
Silver Devices and Deployment



