



Disruptive technologies:
Advances that will
transform life, business,
and the global economy

\$5 million vs. \$400

Price of the fastest supercomputer in 1975¹
and an iPhone 4 with equal performance

230+ million

Knowledge workers in 2012

\$2.7 billion, 13 years

Cost and duration of the Human Genome Project,
completed in 2003



300,000+

Miles driven by Google's autonomous cars
with only one accident (human error)

3x

Increase in efficiency of
North American gas wells
between 2007 and 2011

85%

Drop in cost per watt of a solar
photovoltaic cell since 2000



2–3 billion

More people with access to the Internet in 2025

\$5–7 trillion

Potential economic impact by 2025
of automation of knowledge work

\$100, 1 hour

Cost and time to sequence a human genome
in the next decade²



1.5 million

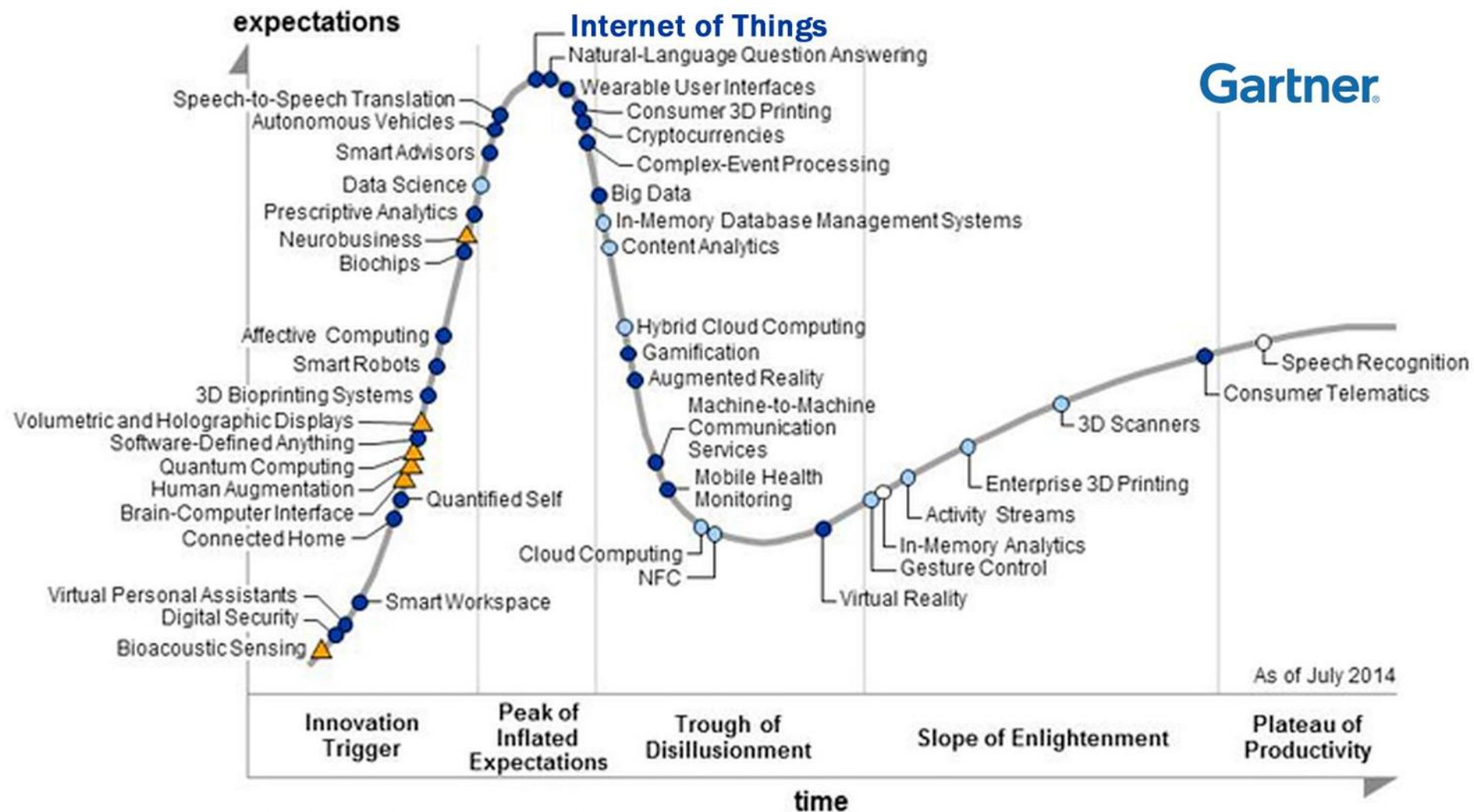
Driver-caused deaths from car accidents in 2025,
potentially addressable by autonomous vehicles

100–200%

Potential increase in North American oil
production by 2025, driven by hydraulic
fracturing and horizontal drilling

16%

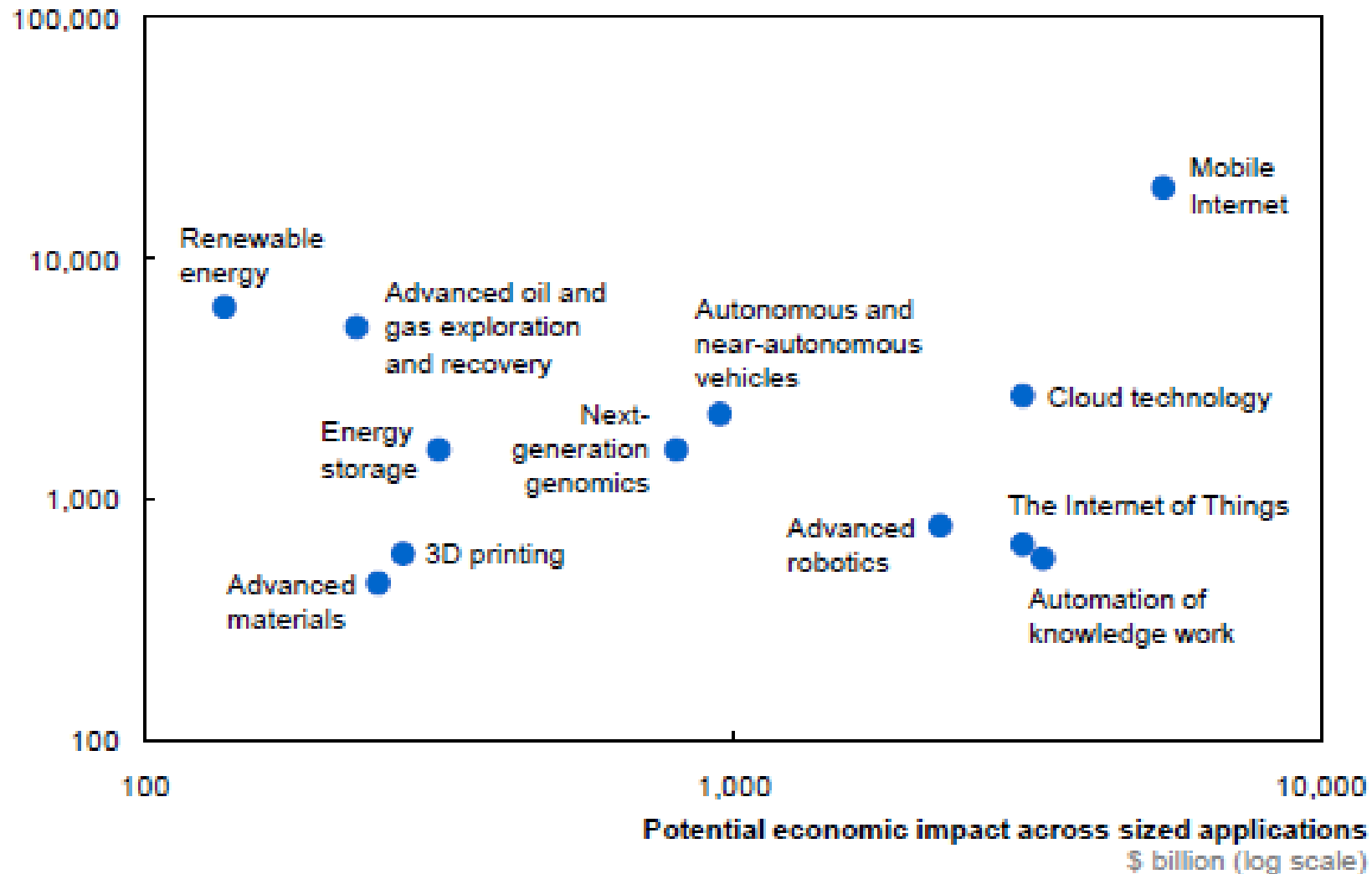
Potential share of solar and wind in
global electricity generation by 2025³



The relationship between hype about a technology and its potential economic impact is not clear

Media attention

Number of relevant articles in major general interest and business publications over 1 year (log scale)



Where is the value potential of the Internet of Things?



Interoperability
required to capture
40% of total value



< 1% of data currently used,
mostly for alarms or real-time
control; more can be used for
optimization and prediction



2X more value
from B2B applications
than consumer



Developing: **40%**
Developed: **60%**



Types of opportunities



Transform business processes

Predictive maintenance, better asset utilization, higher productivity

Enable new business models

For example, remote monitoring enables anything-as-a-service

Nearly 40 percent of economic impact requires interoperability between IoT systems

Potential economic impact of IoT¹

\$11.1 trillion



	Value potential requiring interoperability \$ trillion	% of total value	Examples of how interoperability enhances value
Factories	1.3	36	Data from different types of equipment used to improve line efficiency
Cities	0.7	43	Video, cellphone data, and vehicle sensors to monitor traffic and optimize flow
Retail environments	0.7	57	Payment and item detection system linked for automatic checkout
Work sites	0.5	56	Linking worker and machinery location data to avoid accidents, exposure to chemicals
Vehicles	0.4	44	Equipment usage data for insurance underwriting, maintenance, pre-sales analytics
Agriculture	0.3	20	Multiple sensor systems used to improve farm management
Outside	0.3	29	Connected navigation between vehicles and between vehicles and GPS/traffic control



CONDITION-BASED MAINTENANCE

Through continuous monitoring, determine when maintenance will be needed, saving on routine maintenance costs and avoiding failures

OPERATIONS MANAGEMENT

Use IoT to centrally or remotely optimize operations, including use of remotely controlled autonomous vehicles

HEALTH AND SAFETY

Real-time tracking of workers and equipment to issue alerts when they move into areas where injury or exposure to harmful substances could occur

IOT-ENABLED R&D

With actual usage data generated by IoT-enabled equipment, suppliers can develop new components to avoid specific failures and eliminate unused features

PRE-SALES ENABLEMENT

Based on usage data, equipment suppliers can suggest more appropriate models or cross-sell additional equipment



REAL-TIME PRODUCTION DASHBOARDS
Remotely monitor, optimize,
and control production

**AUTO-SENSING
EQUIPMENT**
Equipment settings are
self-adjusted based on
ambient conditions and
product being made



Manufacturers, oil and gas companies, and other businesses have already begun to see the initial payoff from IoT technologies in their operations.

Examples of IoT uses in retail

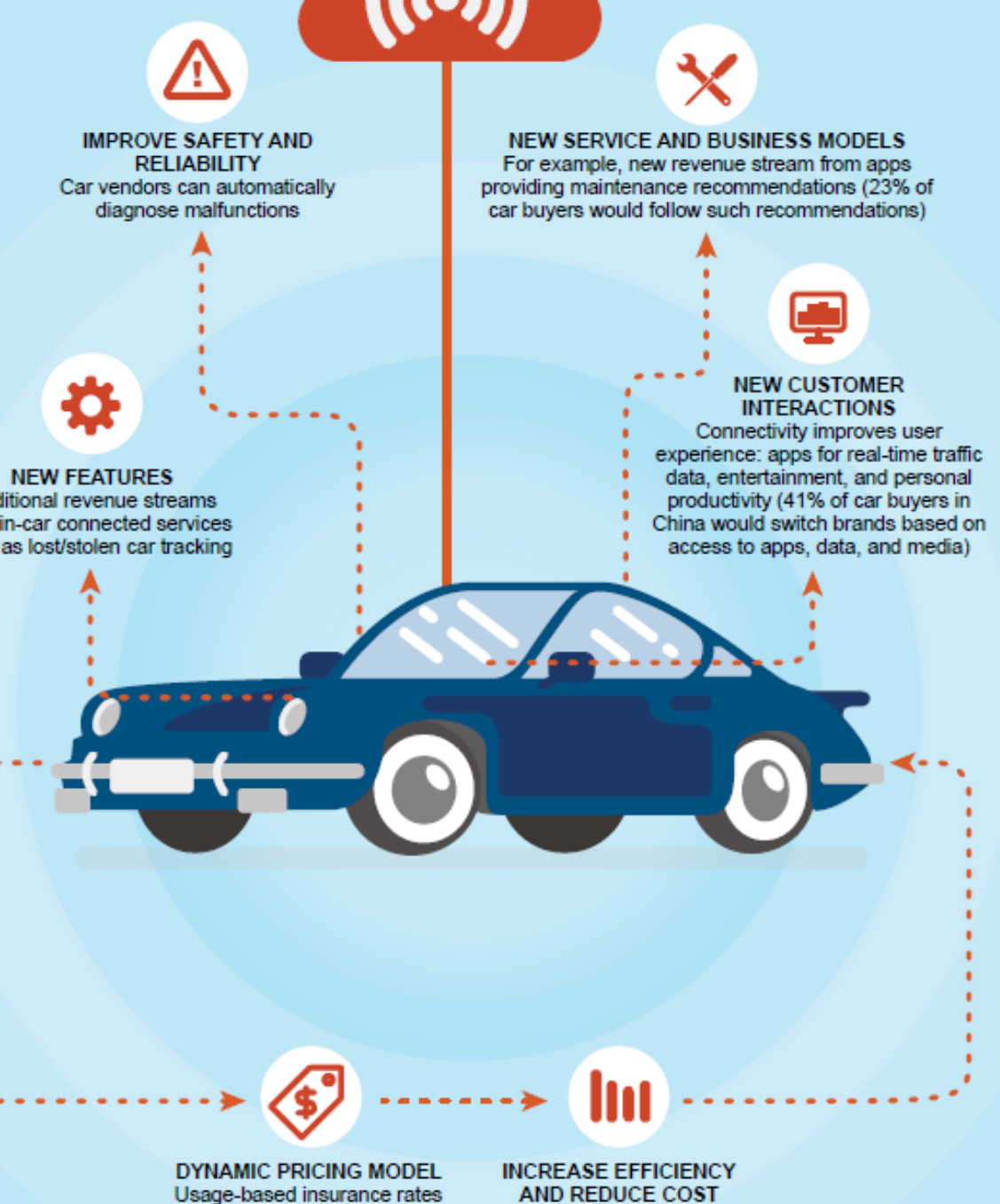


AUTOMATED CHECKOUT
Beacon automatically
charges customers as they
walk out of the store

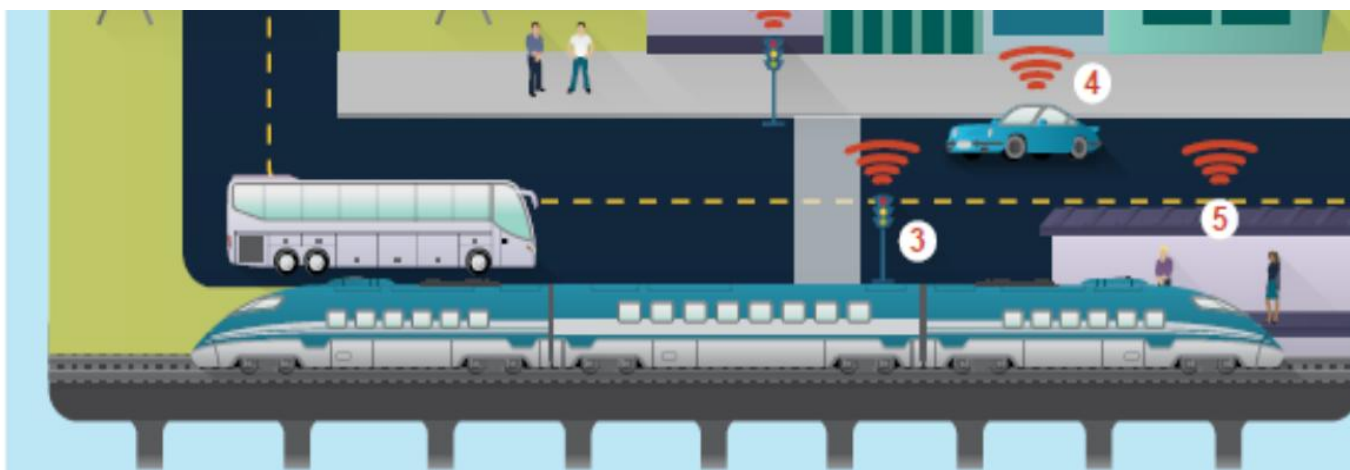


LAYOUT OPTIMIZATION
Based on comprehensive
analysis of in-store





Smart Cities



RESOURCE MANAGEMENT

- 1 Electrical distribution and substation automation**
Detect flaws (and theft), predict failures, optimize efficiency
- 2 Water leak identification**
Detect leaks, analyze flows, reduce waste

TRANSPORTATION

- 3 Traffic control**
Optimize traffic flow by analyzing sensor data and providing info to drivers
- 4 Autonomous vehicles**
Driverless cars reduce fuel use, accidents, demand for parking and road capacity
- 5 Bus and train schedule management**
Provide accurate location, ETA, and routing information to passengers

PUBLIC SAFETY AND HEALTH

- 6 Air and water quality monitoring**
Monitor air and water quality to improve public health
- 7 Crime monitoring and prevention**
Detect potential public safety issues and alert officers