



## OVERCOME CHALLENGES

You are strong in some areas (you might even have your own internal engineering team) but **LACKING IN OTHER AREAS AND YOU'RE SEEKING SOMEONE TO FILL THE GAPS**

You're dealing with a **PATCHWORK OF PARTNERS**

**YOU'VE YET TO FIND AN END-TO-END SOLUTION** so you believe that you must manage a growing number of participants/vendors/partners in the product realization cycle.

You've tested some IoT concepts internally and might have pilot programs running but **YOU HAVEN'T SCALED UP OR INDUSTRIALIZED**



Strategic partnerships/relationships

Complimentary capabilities like Wireless/RF, Energy Harvesting, Information Technology, and Automation

Thought Leadership

Understanding future trends

IoT Lab

Produces unique types of sensors

Printed electronics solutions

GreenPoint materials technology

Proprietary antenna designs

## DIFFERENTIATORS

- Master the IoT trend with the right sensors-integration for your product
- Navigate and integrate the Internet of Things (IoT)
- Understand the IoT from end to end
- Identity opportunities to monetize IoT
- Take advantage of technological convergence
- Reduce Data vulnerability
- Keep sensor-collected-information secure
- Navigate the fragmentation of sensors' standards
- Understand inter-operability
- Leverage low power and low-to-zero power solutions

## CUSTOMER IMPACT

✓ SENSORS TECHNOLOGY PRODUCTS HAD PREVIOUSLY BEEN COST PROHIBITIVE TO MANY CONSUMERS, BUT OUR INNOVATIVE MANUFACTURING TECHNIQUES HAVE DRASTICALLY LOWERED COST

✓ THROUGH SENSORS AND BIG DATA ANALYTICS, WE CAN SHOW YOU MORE ABOUT NOT ONLY HOW YOUR CONSUMERS USE YOUR PRODUCT, BUT ALSO MORE ABOUT HOW THEY LIVE

✓ WE REDUCE YOUR PRODUCT'S SIZE AND LOWER YOUR COST BY REPLACING TRADITIONAL LARGER MACHINERY WITH SMALLER SENSORS

✓ WE OPEN UP A NEW CONSUMER MARKET FOR YOU

## SENSORS INDUSTRY TRENDS

✓ The global market for sensors was valued at \$79.5 billion in 2013 and is expected to increase to \$86.3 billion in 2014, \$95.3 billion in 2015, and to nearly \$154.4 billion by 2020, a compound annual growth rate (CAGR) of 10.1% over the five-year period from 2015 through 2020. -BCC research 2015

✓ Global annual revenues for wireless sensor network (WSN) equipment and services will more than quadruple in five short years, starting at \$23 billion in 2014 to reach \$102 billion through 2018. Household applications will represent over half of this market by 2018. However, ON World projects that commercial, industrial and municipal WSNs will also grow at a very respectable 38 percent compound annual growth rate. -ON World, 2015

