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ALLIANCE FOR INTERNET OF THINGS INNOVATION

The Road to Smart Cities...

Kees van der Klauw – Chairman AIOTI

The road to Smart Cities – not straight but exciting and rewarding

*Let's stop the debate, conferences, publications on what exactly a Smart City is...
let's get on the road to find out*

Key elements:

- ❖ Identifying meaningful use cases, starting from end-user perspective
- ❖ Financial justification, business models, collaborative value creation
- ❖ Adoption and trust by all stakeholders
- ❖ A structural platform approach
- ❖ Exploring unique opportunities for Europe



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Identifying meaningful Use Cases...

- ❖ Is NOT a technical issue
- ❖ Will NOT take place in the laboratory or behind a desk
- ❖ Will require experimentation in the cities (Synchronicity)
- ❖ Will require involvement of ALL end-to-end stakeholders in the early phase
- ❖ Will require inclusion of ALL aspects, functional and non-functional, rational and emotional

A key role for OASC



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Financial Justification, Business Cases, collaborative value creation

- ❖ Will require strong belief in future value, creating a virtuous circle
- ❖ Will require Platform Thinking, stand-alone use cases are likely to fail
- ❖ Will require appropriate financial modelling
 - multi-year budgeting (commitment) with governments
 - 'open book' cooperation between stakeholders
- ❖ Will require high level commitments between partners (C-level)
- ❖ Will require entrepreneurship beyond traditional business models

- ❖ EC/member states to stimulate investigation of such models, apply conditional funding with earn back right...



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Adoption and Trust by all Stakeholders

- ❖ Security, Privacy, Dependability - *'you ain't seen nothing yet...'*
- ❖ Involvement of citizens (even without real contribution)
- ❖ Communication, communication, communication (with ACK)
- ❖ Some feedback may have nothing to do with 'Smart City', but can equally block progress
- ❖ Trust is perception
- ❖ Education! Key role for institutions/academia
- ❖ Non technical aspects – relevant socio-economic research required
- ❖ Leadership



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A structural platform approach

- ❖ Technical – top down and bottom up with strong orchestration
- ❖ Strong link with non-functional aspects dependability, security, energy consumption...
 - All in the cloud? Fog? Edge?
 - All end nodes to create their own power?
- ❖ Economic value of a platform
- ❖ Which control points for which players
- ❖ Bringing together SME and Large Enterprises
- ❖ Citizens as innovators on the platform

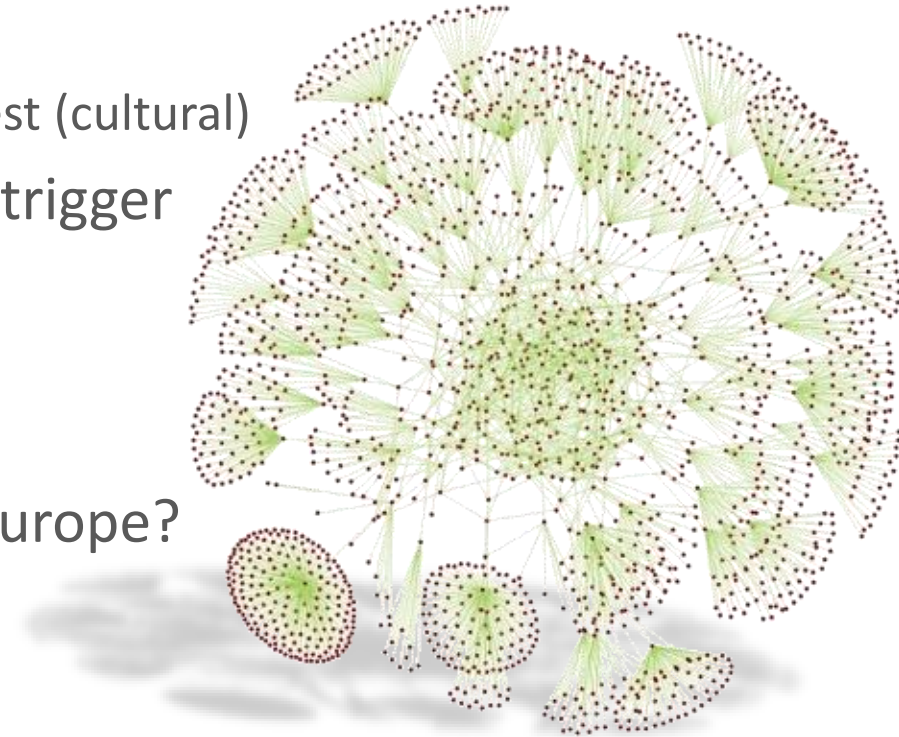


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Exploring unique opportunities for Europe

- ❖ Eco-systems outside Europe are mainly following a technocratic approach
 - Rapid technical advancements
 - Building powerful platforms, conquering the world
 - But undervaluing the importance of diversified consumer interest (cultural)
- ❖ Any (inevitable) security breach with serious impact will trigger
 - Consumers claiming ownership rights and pushing back
 - Subsequent socio-economic turmoil
 - Loss of trust with stakeholders
- ❖ Can we proactively build human centric Smart Cities in Europe?
 - Serving multi cultural aspects
 - Serving cities and citizens and their legacies
 - With co-ownership by all stakeholders



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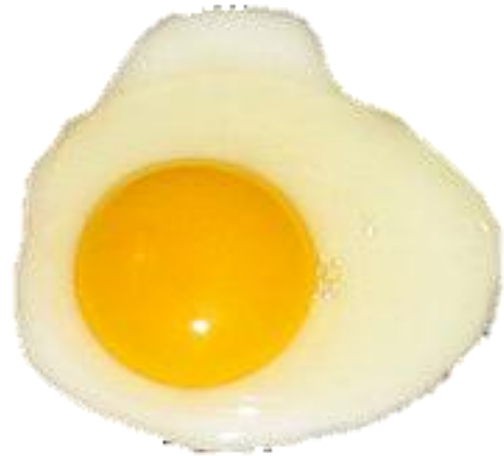
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Make a difference today in the Egg... what is it gonna be?



or



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Have a great conference



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