



Alliance for
Internet of Things
Innovation

Session 2

Technological underpinnings from platforms to infrastructure partnerships

Large-Scale IoT & Data Marketplaces

Kees van der Klauw

Chairman AIOTI Management Board

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Large-Scale ~~IoT & Data~~ Marketplaces



The many aspects of a market

- Offering of a wide variety of products (public-collected, private-grown)
- Attracting critical mass to sustain the market infrastructure
- Logistics, transport (hand carried, horse carriage, truck, transport services)
- Food, fabrics processing (preparation, colouring, cutting, sewing)
- Transaction platforms (barter, currency)
- Business models, valuation (offering vs. demand, uniqueness)
- Warranty (tracing back to the original manufacturer)
- Supervision

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Large-Scale IoT & Data Marketplaces

nothing changes... except scale, speed & impact

The many aspects of a market

...transposed to the data domain

- Offering of a wide variety of domain data (public, private)
- Attracting critical mass to be able to sustain the transaction platform
- Transported, real time or aggregated, networks (P2P, fog, cloud, services)
- Data cleaning, anonymisation, pseudonymisation, selection
- Secure transaction platforms, micropayment, DLT
- Business models, valuation
- Warranty (original ownership, liability, authentication)
- Supervision (ethical and legal frameworks)

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**It is the scale and impact that
makes stakeholders wary and scary**

Technological underpinnings from platforms to infrastructure partnerships

- Scale: winner takes it all in a digital society without borders
- Impact: what if... trust, distrust, liabilities
- Are technological means going to be sufficient, decisive?
- What requirements hold for data platforms?
 - Functional
 - Non-functional
- How to build infrastructure partnerships?
 - Standardisation, co-ownership

Introducing our panellists

- **Dr. Irene Lopez de Vallejo**
Ocean Protocol, Director of Partnerships and Business Development
BDVA, AIOTO
- **Pierre Hoffmann**
France Lead - Business Development - IOTA Foundation
- **Alex Gluhak**
Digital Catapult
- **Tom de Block**
Navigio Mobile, AIOTI WG lead on Distributed Ledger Technologies

