

IoT, Innovation and Decarbonization

Removing obstacles and challenges to catalyze success

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60%

Of IoT projects fail at the Proof of Concept (PoC) stage

20%

Of companies have successful IoT initiatives

Source: Cisco, 2017



Why IoT Projects Fail



IoT is an emerging area for the enterprise



Poor collaboration between IT and Business Units



Security Risks



Lack of skilled personnel and other resources



Unclear business model or value proposition



Lack of deployment and/or launch planning

Making it work

Fast and slow

Modern enterprises need to do both!

Sprinters

Quickly develop point solutions / single use cases / bespoke hardware & software

- Rapid prototyping & development
- Hardware & software solutions / components
- Ecosystem identification & management
- Skill & experience development



Long Distance Runners

Develop broader strategic plan across LOBs & scale Proofs of Concept

- Strategic plan for IoT, IT and OT integration
- Business, technical, operational & financial requirements
- Solution architectures
- Transformation plan, timeline & resource plan
- Enterprise IT & OT impact analysis
- Business case



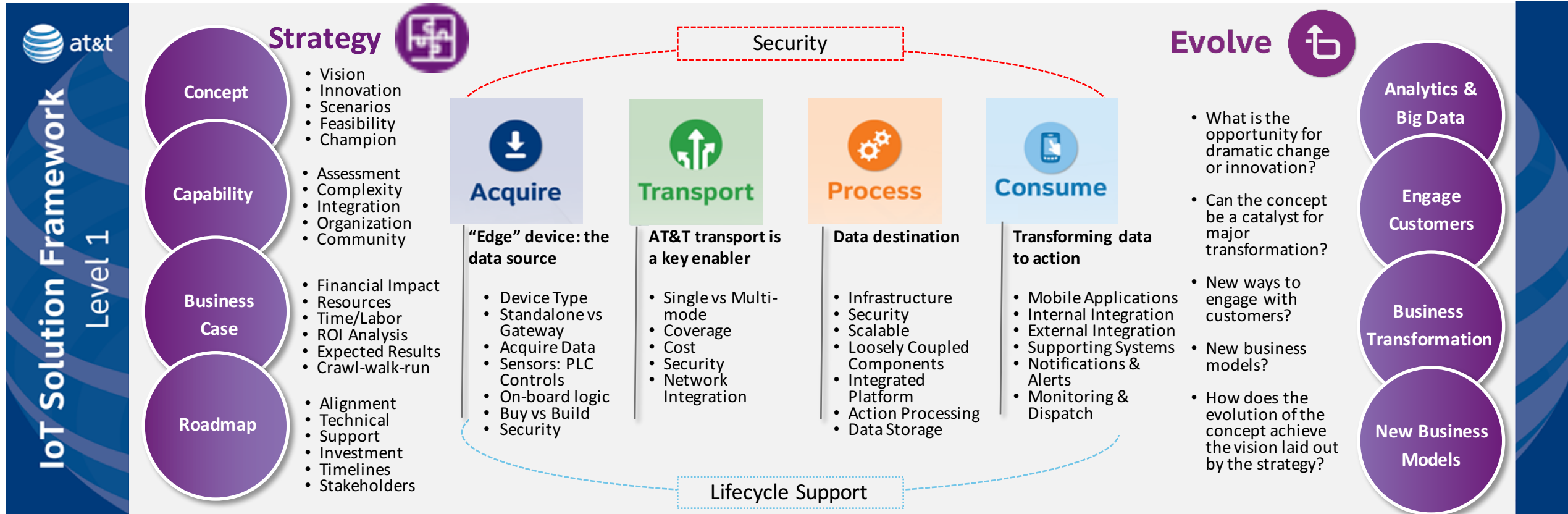
DO:

- Get executive support
- Create a COE
- Have a framework
- Start simply
- Execute relentlessly
- Focus on use cases
- Focus on outcomes
- Focus on people
- Standardize where possible
- Learn from your mistakes

DON'T:

- Set unrealistic expectations
- Focus on technology alone
- Forget to plan
- Go it alone

AT&T IoT Solution Framework



The critical obstacle/challenge preventing IoT, Innovation and Technology from being the catalyst in supporting the achievement of Chicago's decarbonization goals is the lack of a **focused, standardized and coordinated approach.**

AT&T Energy Building and Management Solution

AT&T's internal deployment helped generate significant savings

- More than 250,000 buildings with 250M sq ft and >2,500 occupied; 1,300 buildings represent 45% of \$1.5B annual energy costs.
- Aggregates existing systems and integrates with new deployments - 80% of building with legacy systems
- Integrated sensors that collect and analyze data that creates operational intelligence for energy, building and management systems
- Future enhancements: digital overlay of building portfolio and automated intelligence that manages & optimizes building systems



>15%
reduction in energy
from EBMS and
machine learning



\$600M
energy savings since
2012



700
buildings deployed



255 cities
and
33 states



450
unique rules



9.5M
identified faults



AT&T Business