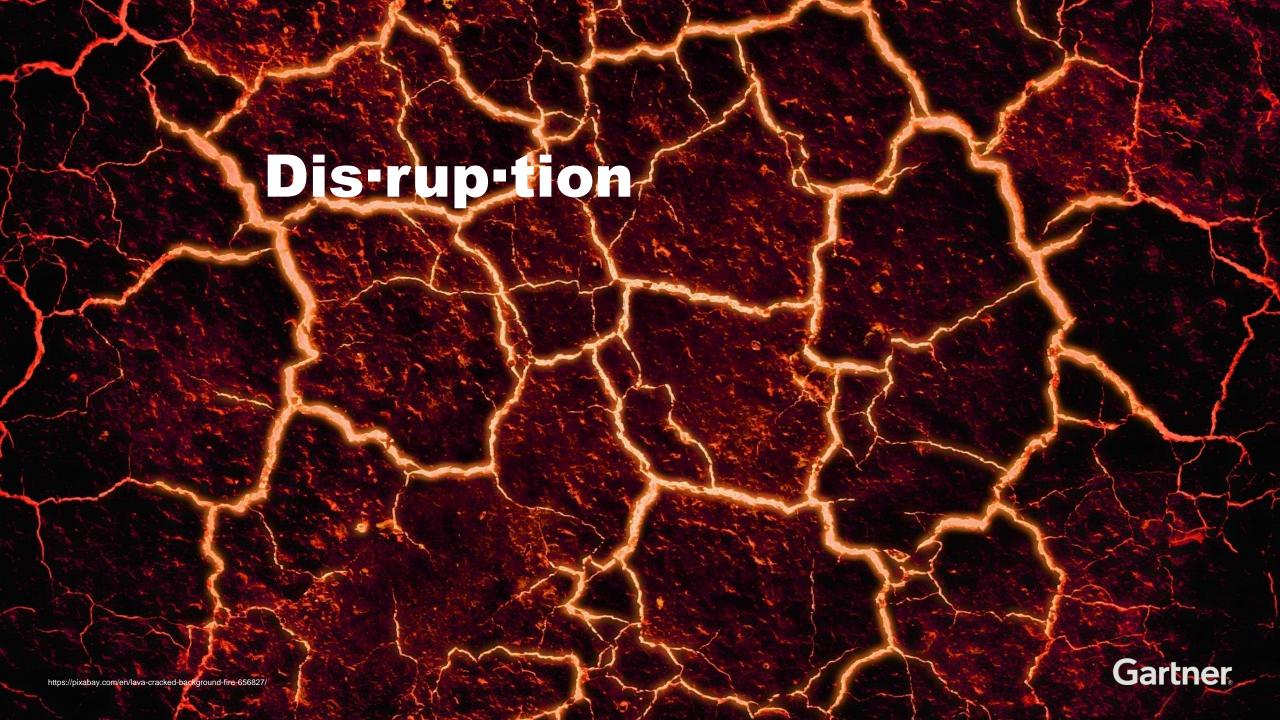


#### CONFIDENTIAL AND PROPRIETARY



# CPU Power J Storage Capacity J Network Bandwidth J



## **How to Harness the Opportunity?**

- What are the key disruptive technologies that will impact you?
- How will the "Digital Platform" support your journey to become digital?
- How can you lead the change?



## The Market for Digital Maps Shows Huge Opportunities



Economist.com

- The market for digital maps for autonomous cars will grow in value from around \$2.2bn in 2020 to \$24.5bn by 2050
- In 2016, Uber alone, announced an investment of \$500 million dollar in mapping software to collect more data on traffic patterns and precise pickup and drop-off locations

Silicon Valley giants seem to lead the effort



## We Distinguish Between Three Tiers of Digital Maps

Sources of Innovation

### **Real-Time Sensor Data**

GPS, dashcams, gyroscopes, laser scanners, radars, etc.

### **Earth and Street Observation Imagery**

### Commodity Services

### **Base Maps**

Roads, buildings, etc.

#### **Leading Examples**

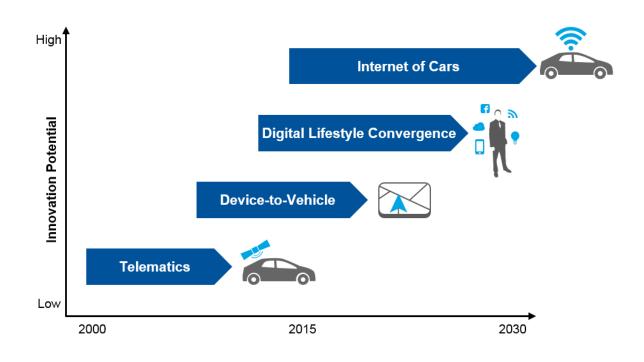
Tesla AutoPilot, Android Auto, Apple CarPlay, SmartDeviceLink

Copernicus DIAS, Google Streetview, Planet.com, etc.

OpenStreetMap, OpenAddresses, Government Data (e.g. INSPIRE)



## Four Stages of the Connected Car



Then: Telematics, general applications

**Now:** Convergence leading to the connected driver

**Coming:** New models for business, use, ownership

BMW Connected Drive also integrates with Amazon's Alexa

Source: BMW



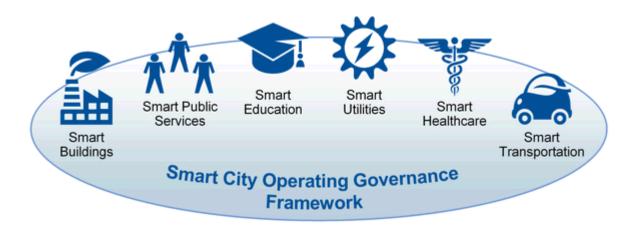
Cars are prominent examples of IoT: Will you be a creator or participant?





## What Constitutes a Smart City?

Smart City is "an urbanized area where multiple sectors cooperate to achieve sustainable outcomes through the analysis of contextual real-time information shared among sector-specific information and operational technology systems."





## **Nice**

### Challenge

- Reduce congestion and help citizens find parking.
- Optimise parking space (even at peak times 8% spaces are vacant).
- Nearly 400,000+ residents and 10 million tourists. Improve parking compliance.

### Solution

- Intelligent Parking System with sensors embedded. New parking meters and helping motorists reach the space using mobile phone.
- Guidance through GPS system for motorists. Integrated with GIS for quickest way to reach the spot in city center.
- Partnered with private providers for the "Connected Boulevard" project (parking, lighting, environment, waste, management). 200 sensors along Boulevard Victor Hugo.

#### Benefit

- Studies suggest Smart Parking can help reduce congestion by up to 30%.
- Nice's City Authority Parking income increased >35%.
- Smart Parking can help increase revenue and reduce air pollution.
- The sensors are also embedded in street lights and can help achieve 20% to 80% savings.

Bottom Line Leverage Partners. Start Small and Then Grow.



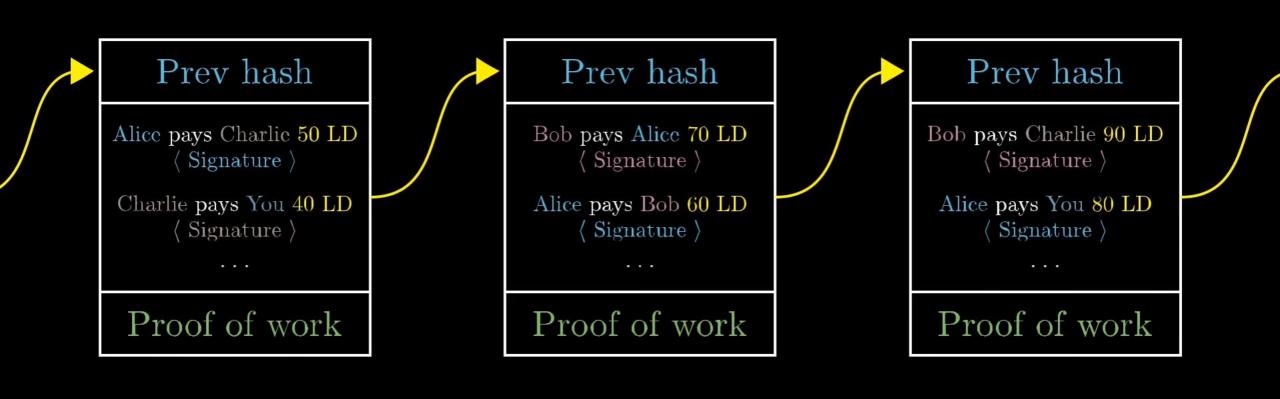








## Blockchain Technology Enables a Shift from an Operational Role to That of a Regulator and Supervisor



https://www.youtube.com/watch?v=bBC-nXj3Ng4 (duration 26 minutes)





## Who Will Interact With Your Customers?





Axeda

OpenXC



AllJoyn.





























net















**CONSUMER & EMPLOYEE** 

Logos are representative, not comprehensive.



## The DIAS Platform Aims to Bring the User to the Data

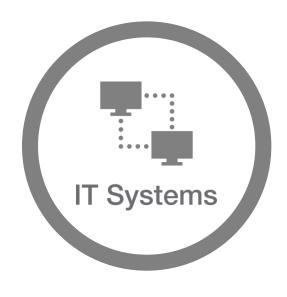


- A « service desk » (human)
  - ~10,000 subscribers
  - ~30 millions of transactions
- 98% availability of data
- 100% availability of portal
- On-demand service (science and operational)
- Connecting experts

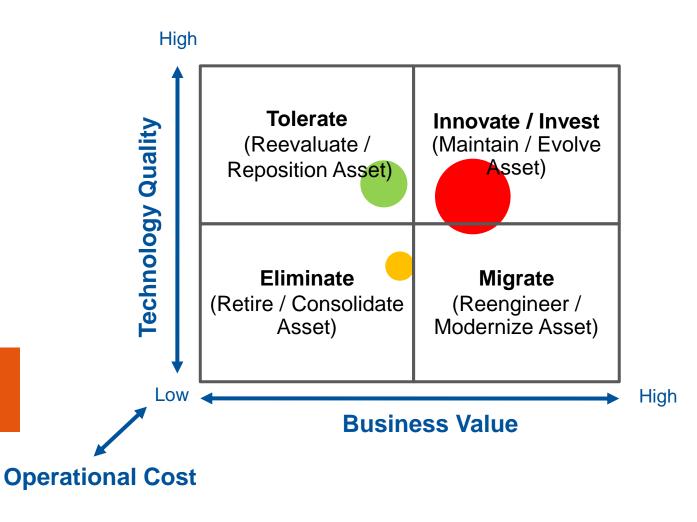
Source: DIAS Information Day Presentation 1-6-2017



## It Is Really Time to Clean-Up Your Legacy



Use APIs to open-up your systems to your ecosystem partners

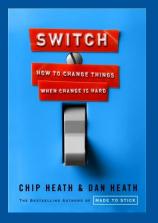




## **Get Your Elephant Out of Its Comfort Zone**



Direct the Rider Motivate the Elephant Shape the Path



Picture: http://www.endandit.nl/1406694/cute-overload-vrouw-zingt-olifant-slaap



## Thank you.

### **Guido van der Harst**

Senior Managing Partner guido.vanderharst@gartner.com +31 61 058 3559



### Barcelona

#### Challenge:

- Efficient water utilization as part of 22@Barcelona initiative (A \$230 Million initiative).
- More than 20 Smart City initiatives.

#### Solution:

- Irrigation system sensors offers data on humidify, soil condition, sun etc.
- ~175 irrigation points feed data to a central platform.
- Software helps farmers decide when to water plants.
- The platform is a JV between Barcelona and providers.
- City invested \$380,000 in the project.
- Linked to GIS for real-time visualization.

#### Benefit:

- Costs down 25% with system generated savings: \$555,000 per year.
- Open Platform (Sentilo) to share data with other departments, sensor, software or app developers. Also cooperating with Boitton to be be because on Need, Not Technology. Open the Data.





## London

### Challenge:

- How to manage fast population growth.
- London estimated to have 10 million by 2030.

#### Solution:

- Open Data: London Data Store has >500 sets of Open Data.
- Transport for London (or "TfL") makes its data feed about the tube timings, buses etc available to the app developers.
- Greater London Authority has Open Communities: Talk London has online discussion forums.
- Smart London board includes representatives from academia, business and entrepreneurs to explore how London can use more technology and data.

#### Benefit:

- Emphasise transparency and performance. Almost everything from school performance (even demand in future), policing statistics etc. can be seen online.
- London Dashboard helps visualise city performance. Listen London tool can help "listen" to the London related issues on social meლი էլթիգորի ըթվագրի կարեր է Հարասին արագրանին արագրան



