

# IoTiL

## Internet of Things in Logistics



### What is IoTiL?

Have comments or questions? Send them to [info@iotil.com](mailto:info@iotil.com)

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*What is IoTiL?*



*The new business model.*



*Why should you care about IoTiL?*



# 1 What is IoTiL?

*Internet of Things (IoT), Machine-to-Machine (M2M), Internet of Everything (IoE), ... are new technologies of 'things' rapidly proliferating across the globe and transmitting data.*

*These 'things' are physical objects that can be identified uniquely.*

*Data from or about these 'things' can be processed in real time to make faster business decisions at electronic speeds with accuracy and no human intervention.*

**IoTiL** (Internet of Things **in Logistics**) is focused on all 'things' related to logistics creating game changing **financial**, **physical** and **information** supply chains.

## 2 The New Business Model



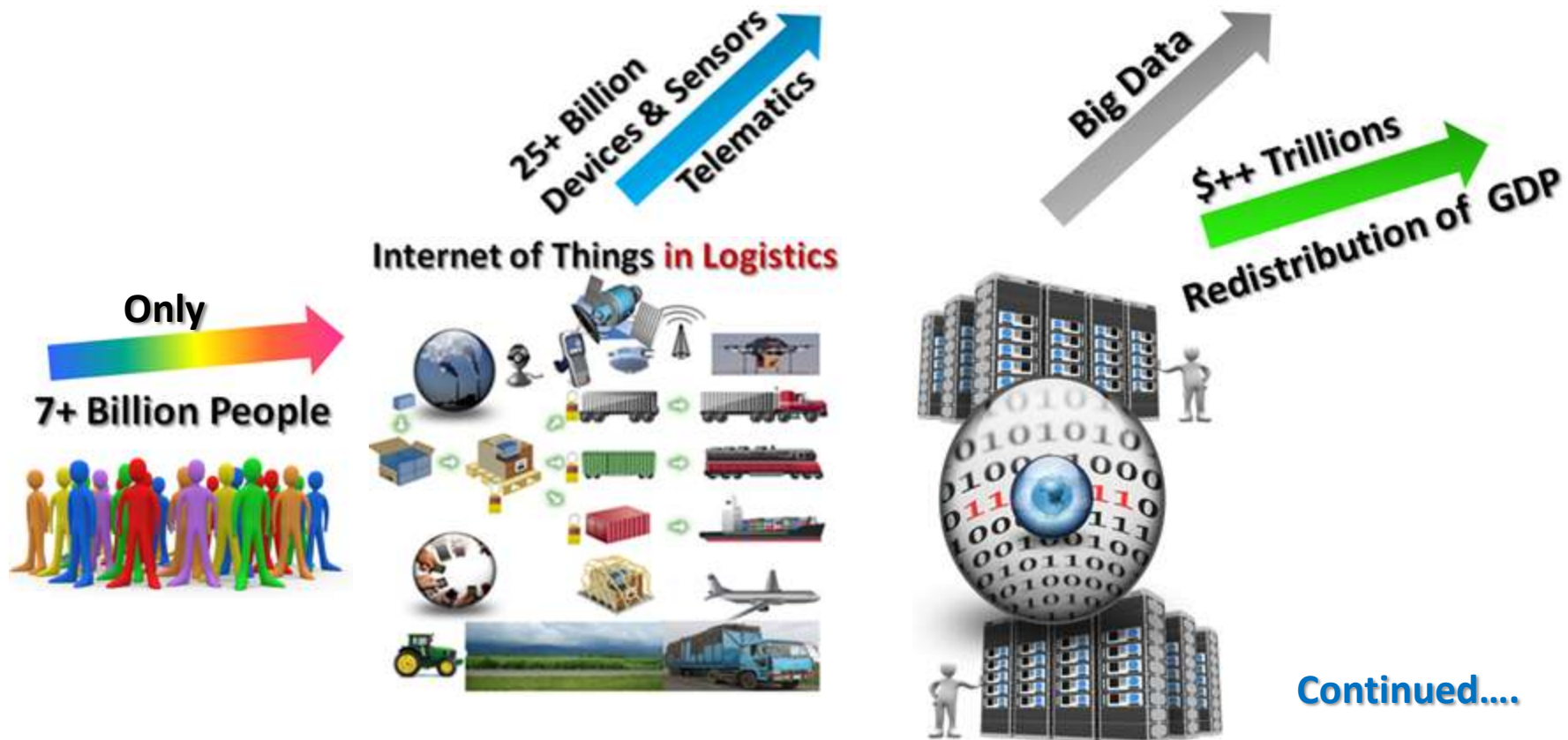
- ✓ **Other People's Money** – Stock Market, Venture Capital, Customer
- ✓ **Other People's Data** – Big Data
- ✓ **Other People's Likes** – Social Media

### **Before you react, think:**

1. About the **new** icons of successful businesses across the globe:  
Amazon, Alibaba, Uber, Google, Facebook, ...
2. How will you architect your business to leverage **IoTIL**?
3. What combination of skills will be required?

# 3 Why Should You Care About IoTiL?

The growth numbers are compelling whether you make, buy, sell or service

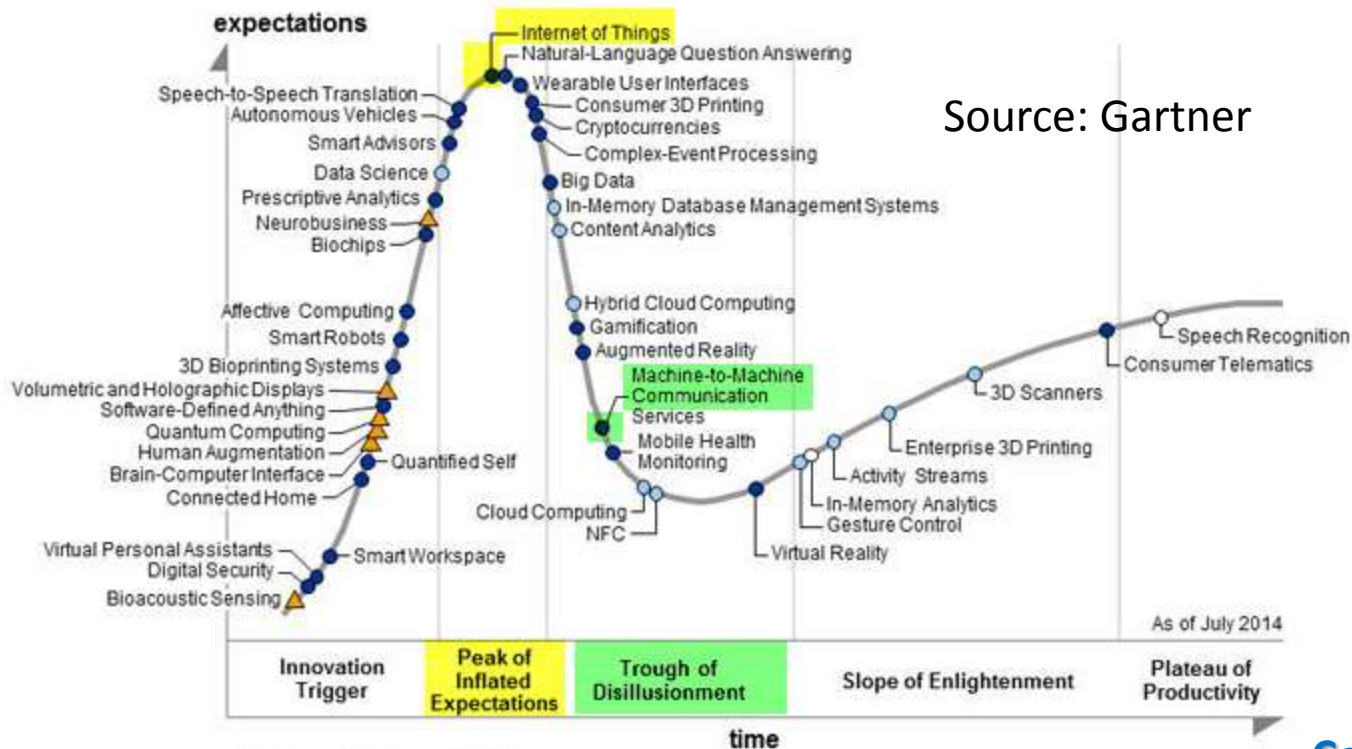


# 3

## Why Should You Care About IoTiL?

Continued....

*If you follow 'Gartner's Hype Cycle' on Emerging Technologies; Internet of Things (IoT) is at the 'Peak of Inflated Expectations'. What will follow is the drop to the 'Trough of Disillusionment'.*



Continued....



## 3 Why Should You Care About IoTiL? Continued....

- *In the physical world, Logistics and M2M (machine-2-machine) technologies have been in existence before the internet, surviving many hype cycles.*
- *The changes driven by IoTiL are happening with or without you.*
- *More data about your product, suppliers, transportation, customers, payments,... is being collected outside your company than all the systems inside your company.*
- *Supply Chain Logistics will play an increasingly dominant role leveraging IoT technologies in your business. **It is time to 'Think Different'.***

### Relevant examples of leaders who 'Think Different':

Apple

Tesla

Amazon, Alibaba, Flipkart

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