The Energy of Things
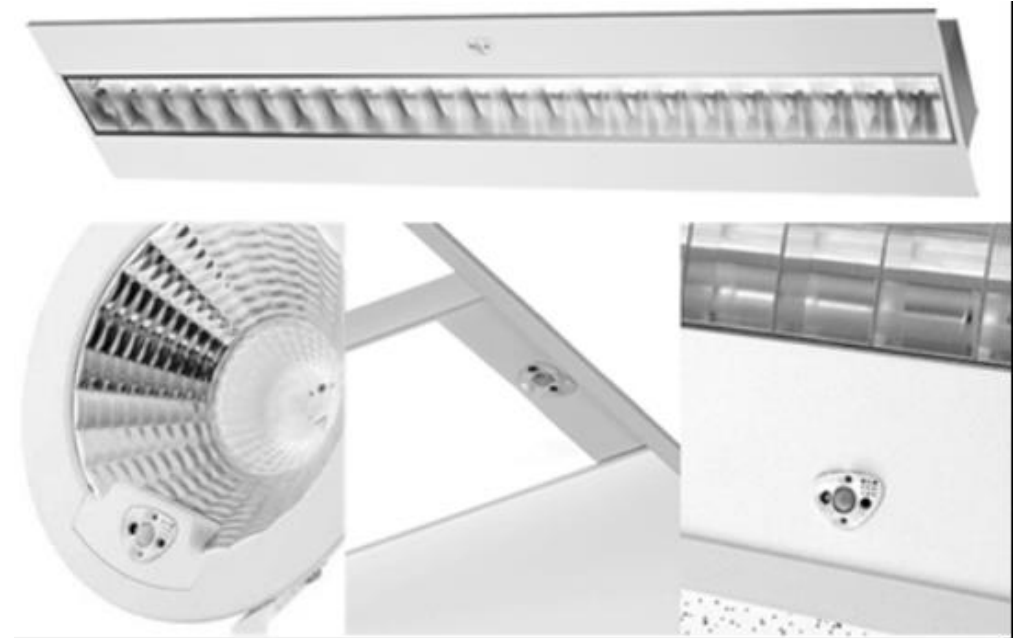
KELLY SANDERS

IoT hype? Maybe it's time to discuss how the Energy of Things can work for utilities.

- Trends & Lightfair
- Opportunities
- The Future of Programs
- What's next?

Trends - Why EoT Now?

- IoT = 50b Devices by 2020

- NEB's are drivers not EE

- Energy data from IoT = EoT

- Data is not business value

- Suppliers are still listening

- Must Stay Relevant!

...EoT and Services will drive opportunities for us!

LG ELECTRONICS, USA   Category Winner!

Opportunities – Our Energy Contribution to IoT?

- Energy 'Trusted Partner'

- Edge Device Performance Data

- Non-Energy Benefits

- Energy Services

...our contribution to IoT is to define the *Energy of Things*.

The Future of Programs

Packaged Energy Services
- … like DR, DERS, Edge Asset Analytics
- Integral to Distribution

Emerging Technology Impact programs
- Upstream
- Standards – C137
- Models & Frameworks

Trusted advisor
- Consultant
- Solution Provider

EVRYTHNG™

EVERY THING CONNECTED

What's Next?

Where to put your focus?

- Aligned support and message for performance (energy) data

- If data is king… Optimization Analytics is… *Starlord man!

- Processes and tools – get Agile

- Trusted partner to customers – for energy and NEBs

- Strategic Partnerships to deliver suite of services

- Others?

Open access IoT networks, distributed cloud