

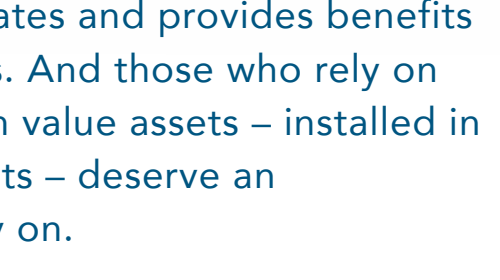
KNOW YOUR RIGHTS

10 Things You Should Demand from Your IoT Network Provider



Just as mobile communications blew up the Internet by bringing more people online, the Internet of Things (IoT) is expected to repeat that feat on an even grander scale by connecting billions of devices. Gartner forecasts that endpoints of the IoT will grow at a **32.9% CAGR** from 2015 through 2020, reaching an installed base of 20.4 billion units¹. Financially, industrial IoT applications alone will add \$14.2 trillion to the world's 20 largest and fastest growing economies by 2030.

IoT WILL GROW
32.9% CAGR
FROM 2015 TO 2020



2020 20.4 BILLION



IoT DEVICES ONLINE

For cities, utilities and enterprises, IoT represents more than hype: it signals a fundamental shift in how critical infrastructure operates and provides benefits for citizens and companies. And those who rely on the IoT's most critical, high value assets – installed in ever changing environments – deserve an infrastructure they can rely on.

The price to pay for investing in the wrong network can be substantial. Projects planned using a near-sighted perspective tend to suffer cost overruns, implementation delays, and an inability to realize the benefits. Some simply fail outright, causing customers to absorb the cost of replacing a new but failed solution with one that works.



2030 \$14.2 TRILLION

TO THE WORLD'S 20 LARGEST ECONOMIES

THE MOST IMPORTANT CHOICE YOU'LL MAKE ABOUT IOT.

NOT ALL IOT NETWORK TECHNOLOGIES ARE CREATED EQUAL.

IOT NETWORK TECHNOLOGIES AT A GLANCE

Wi-SUN®

- Specification for IoT networks based on a collection of open industry standards.
- Aimed at enabling a range of IoT network capabilities, including high-bandwidth, high-performance critical applications.
- Wi-SUN Alliance is the only IoT organization to develop tests to certify that IoT equipment compatible with IEEE 802.15.4g can interoperate on the same network.



LoRaWAN™

- A Low Power Wide Area Network (LPWAN) specification based on a proprietary chipset.
- Aimed at low power and low data consumption devices.
- Only devices using proprietary technology from Semtech will work with LoRaWAN networks.



NB-IoT

- A new technology promoted by the 3GPP standards body and optimized for the low end of the IoT market.
- A potentially promising option for cost-sensitive IoT network services.
- NB-IoT compliant devices should come to market sometime in 2018.



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THINGS YOU SHOULD DEMAND FROM YOUR IOT NETWORK PROVIDER

01 COVERAGE

IoT networks should offer complete coverage with self-healing capabilities to ensure connectivity.

02 PROVEN

Don't be someone's guinea pig. Pick a solution that is proven in the field. Replacing networks is expensive.

03 SECURITY

Broad networks offer multiple points of attack. Use military-grade security techniques to ensure your digital security.

04 OPEN, INDUSTRY STANDARDS

Avoid vendor lock-in by insisting on solutions based on Industry standards. Keep your prices competitive, your product selection broad, and your supplier options open.

05 AN ECOSYSTEM

Solutions with an ecosystem supporting them enable a richer solution due to a variety of devices, applications and use cases.

06 CONSISTENT PERFORMANCE

What your network can do is limited by the slowest connection link. Pick a technology that offers consistent bandwidth throughout the network.

07 EFFICIENT COMMUNICATION

Some IoT devices will need to be battery-powered, so pick a technology that supports low-power communication without sacrificing bandwidth or communication frequency.

08 SERVICE LEVEL AGREEMENTS

Demand that your provider can sign up to and deliver SLA around coverage and performance.

09 SCALABLE

IoT networks need to support millions of devices. Ensure your networks can scale to those levels.

10 FUTURE-PROOF

Ensure your IoT network has the bandwidth headroom and flexibility to support new applications down the road.

KNOW YOUR RIGHTS. AND NEVER SETTLE.

¹ Gartner, Forecast: Internet of Things — Endpoints and Associated Services, Worldwide, 2016, 29 December 2016. Copyright © 2017 Silver Spring Networks. All Rights Reserved. All trademarks are the properties of their respective owners.