Introduction

Who is Eastern Peak?   ## Who is Dr. Paul Avrahami?

Established	Employees	Offices
2010	**150+**	**3**

Work exp.   **25+**

amdocs

Cellcom

Hewlett Packard Enterprise

Gett — **Driving half the Fortune 500**

European Commission

Hewlett Packard Enterprise — Technology innovation that fosters business transformation

WESTERN UNION — A LEADER IN GLOBAL PAYMENT SERVICES
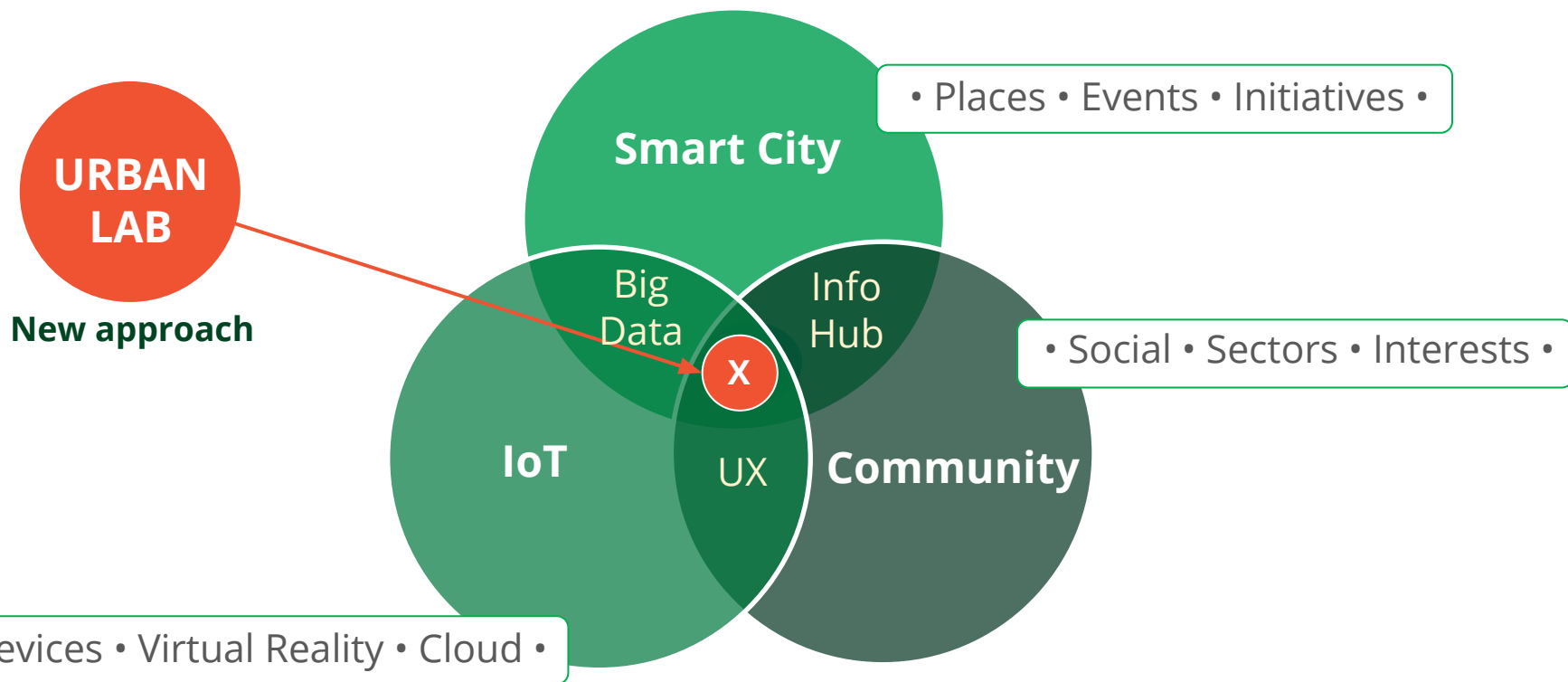
dpdgroup

Key Points

Challenges
- Smart cities initiatives involve IoT and related complex technologies.
- Municipalities are not equipped with agility and expertise required for a successful IoT deployment.
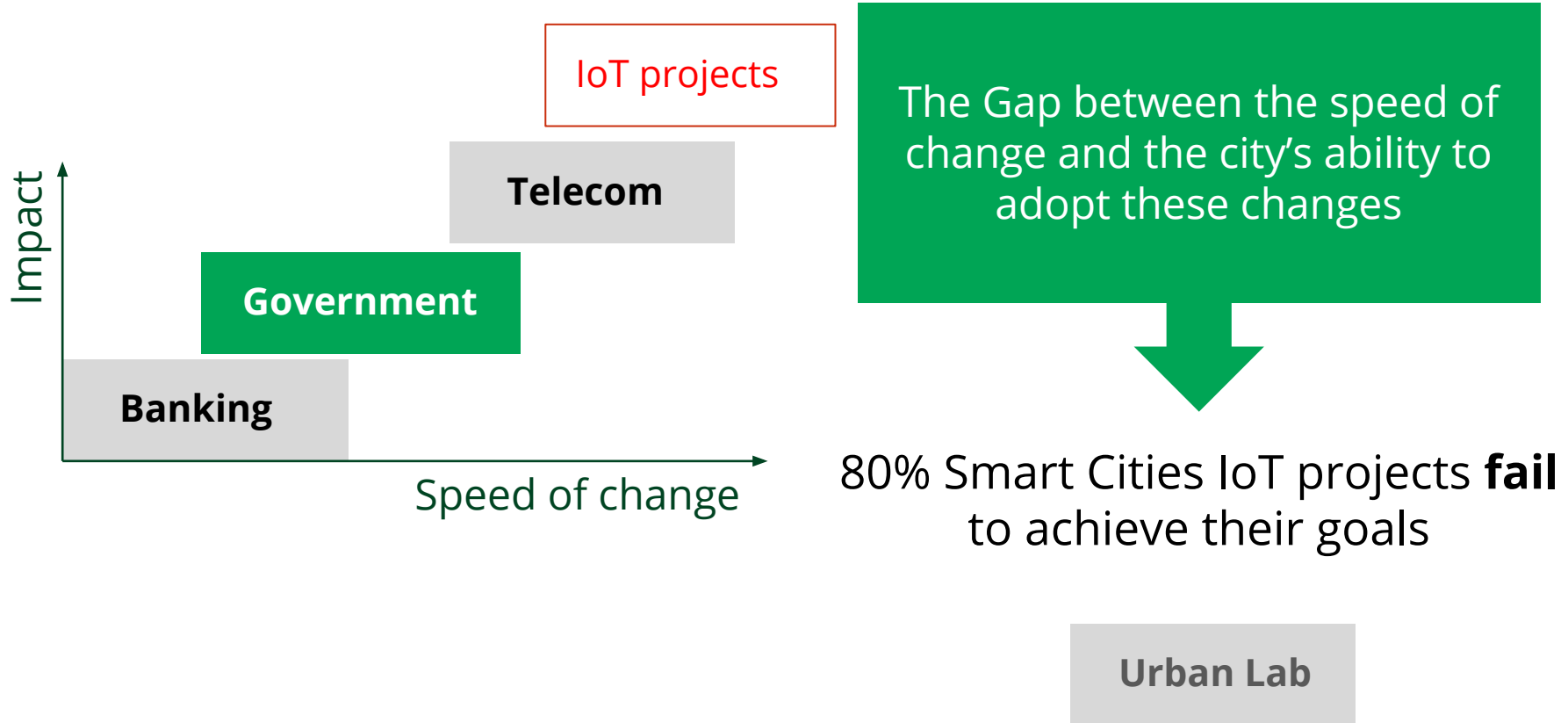
Mitigation
- "Fast track" focus for selected IoT initiatives
  - Identify High Benefit and Low Cost initiatives
  - Try it out in an "Urban Lab" setting which marries your current setup to the inspected IoT initiative
  - Go/NoGo point based on Lab results
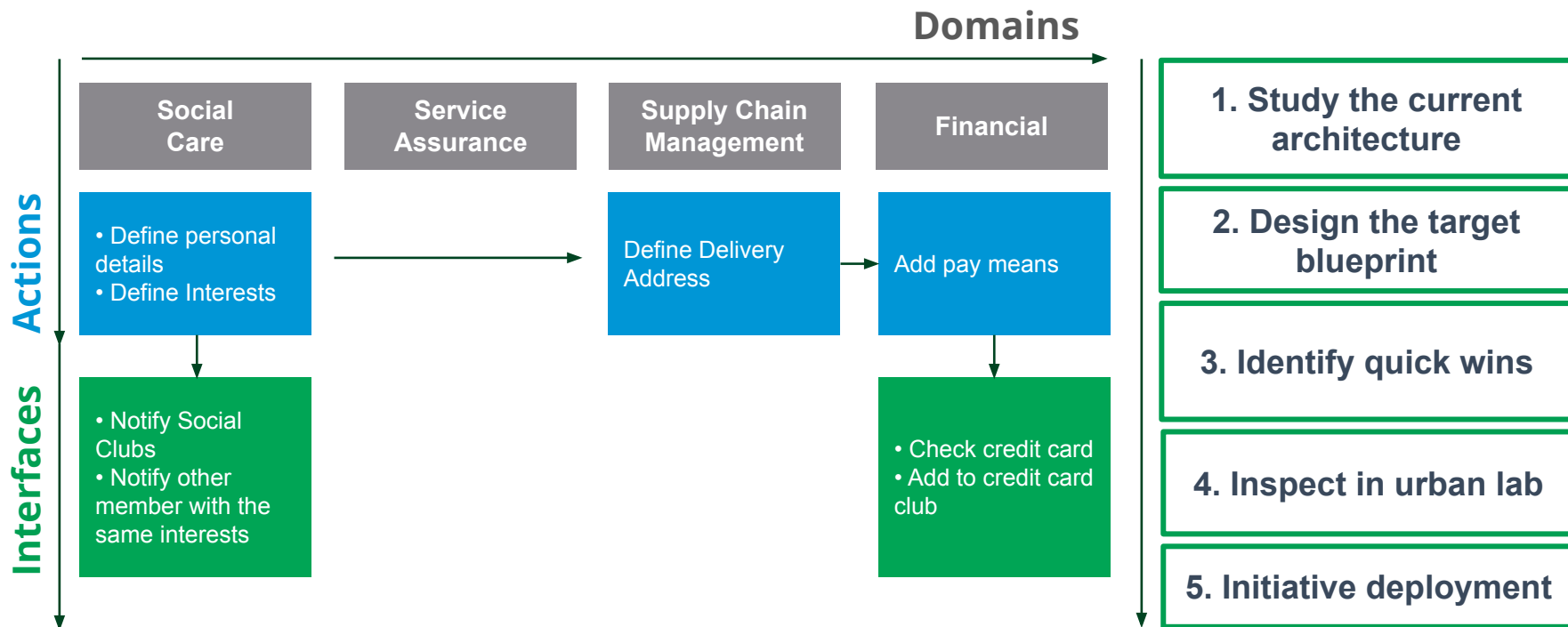
Building smarter cities – impacted circles

- URBAN LAB

  New approach

- Smart City
- Big Data
- Info Hub
- IoT
- UX
- Community
- X

- Places Events Initiatives
- Social Sectors Interests
- Devices Virtual Reality Cloud

EASTERN PEAK

IoT and the Rhythm of change

IoT projects

The Gap between the speed of change and the city's ability to adopt these changes

Impact

Telecom

Government

Banking

Speed of change

80% Smart Cities IoT projects **fail** to achieve their goals

Urban Lab

EASTERN PEAK

Urban Lab – Preliminary definition and testing of your IoT initiative

Domains

Social Care	Service Assurance	Supply Chain Management	Financial

Actions

• Define personal details • Define Interests		Define Delivery Address	Add pay means

Interfaces

• Notify Social Clubs • Notify other member with the same interests			• Check credit card • Add to credit card club

1. **Study the current architecture**

2. **Design the target blueprint**

3. **Identify quick wins**

4. **Inspect in urban lab**

5. **Initiative deployment**

EASTERN PEAK

Selecting your IoT Quick-Wins

Healthy People

Enterprising Places

Safe Places

Business Drivers

Green Places

Educated People

Cost

LOW

HIGH

HIGH

Smart Meter data

Security Log data

Course Content Usage data

Clinical Health data

Air Pollutant Sensor data

Social Health data

Video Surveillance data

Building & Area Planning data

Open Source data

Job Posting data

Benefit

LOW
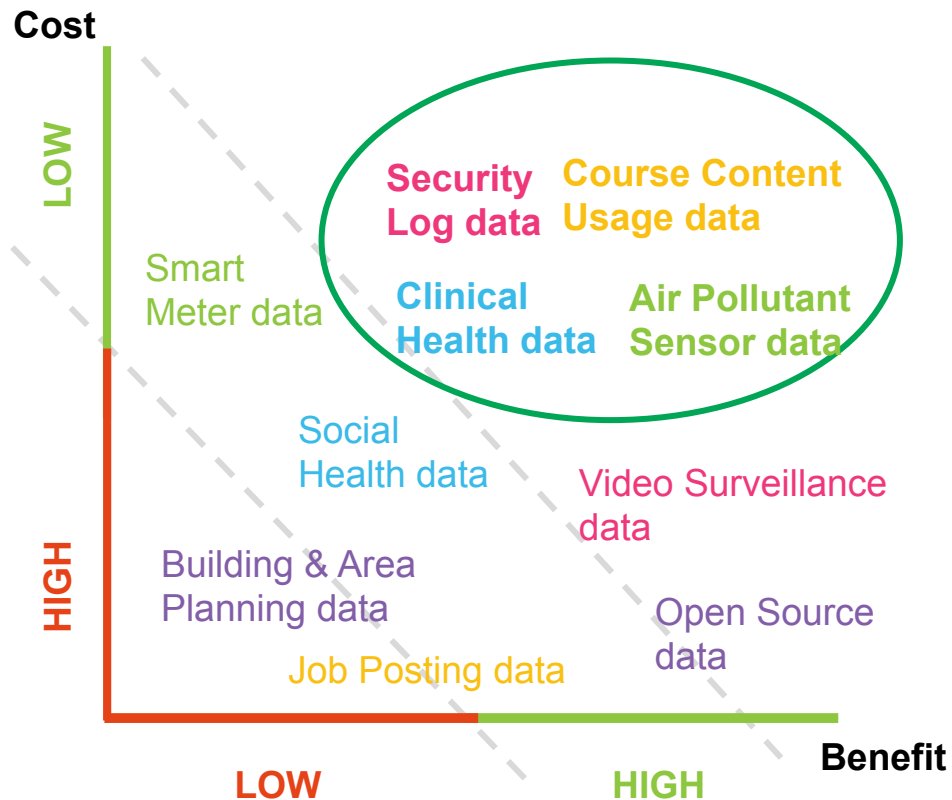
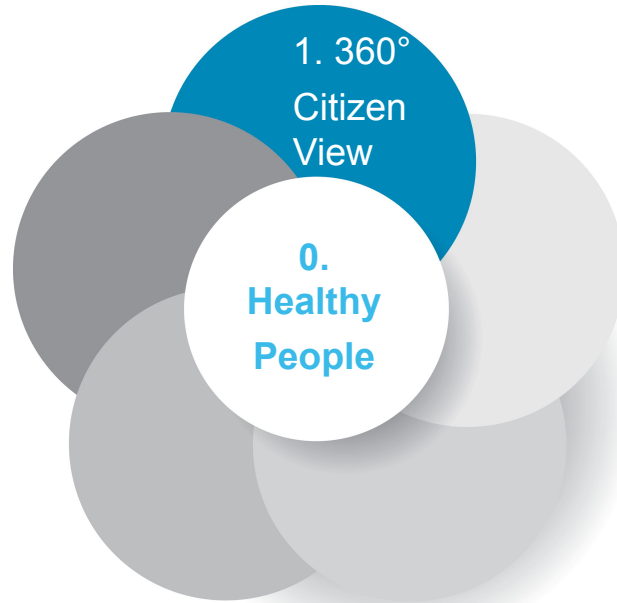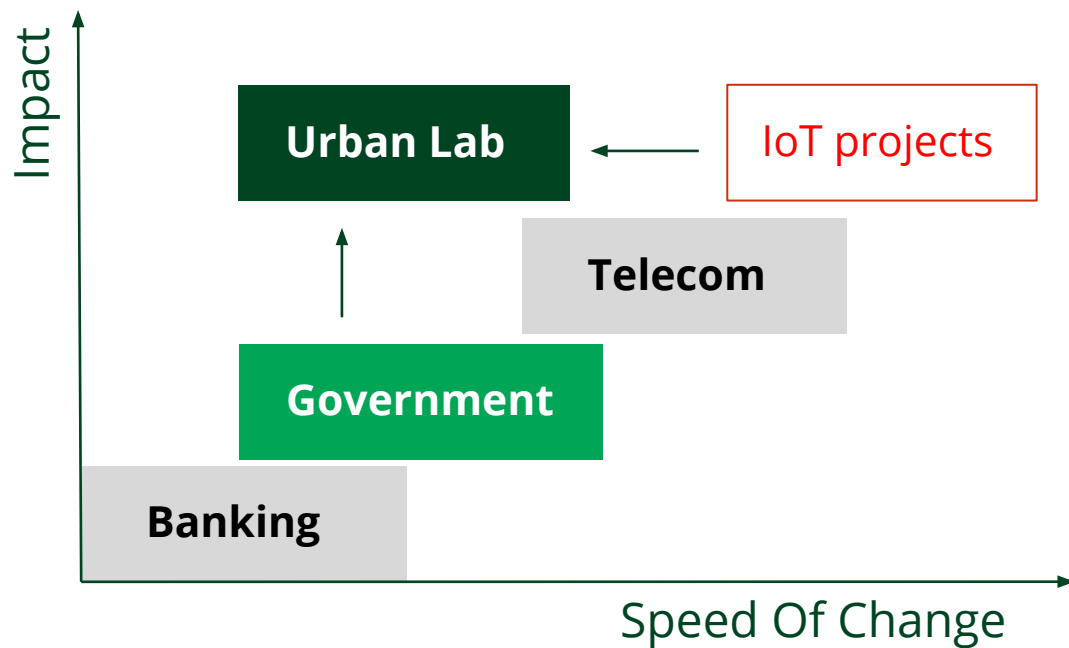HIGH

BetterCity Council – Mobile IoT Platform

The Vision… Know Your Citizens.
Example: **Senior citizens active involvement in the community.**

1. 360° Citizen View

0. Healthy People
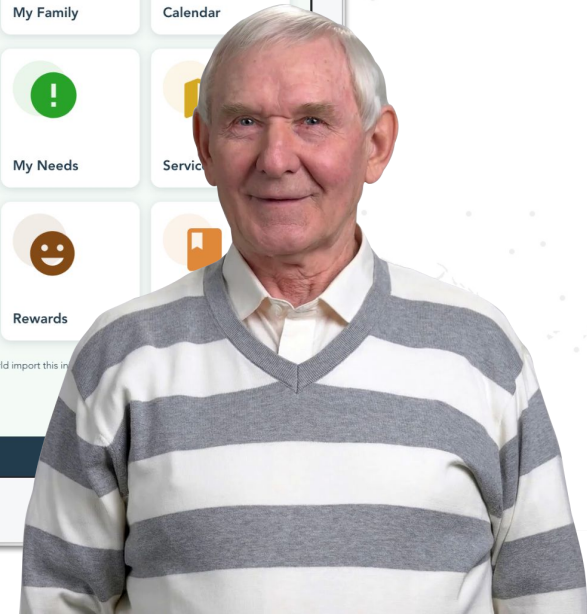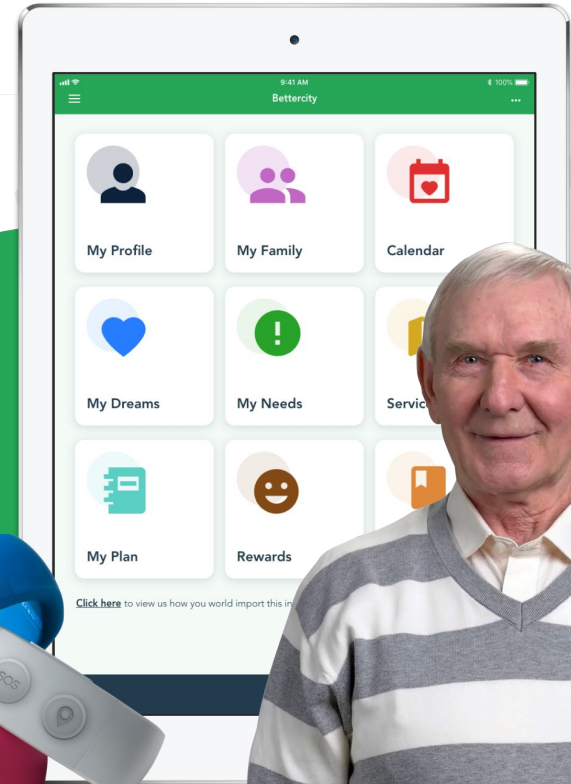
Eastern Peak Framework Highlights

- Architecture visualization
- Quick wins
- Fail Fast approach
- Shorter full adoption
- Improved agility

Thank you

paul.avrahami@easternpeak.com
www.easternpeak.com
Booth #IoT320

bit.ly/iot320

Eastern Peak