

Rombit

CONNECT THE FUTURE

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CEO & Founder



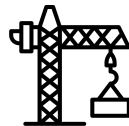
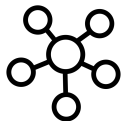


Rombit

CONNECT THE FUTURE

Internet of Things from a Business Perspective

Internet of Things (IoT)

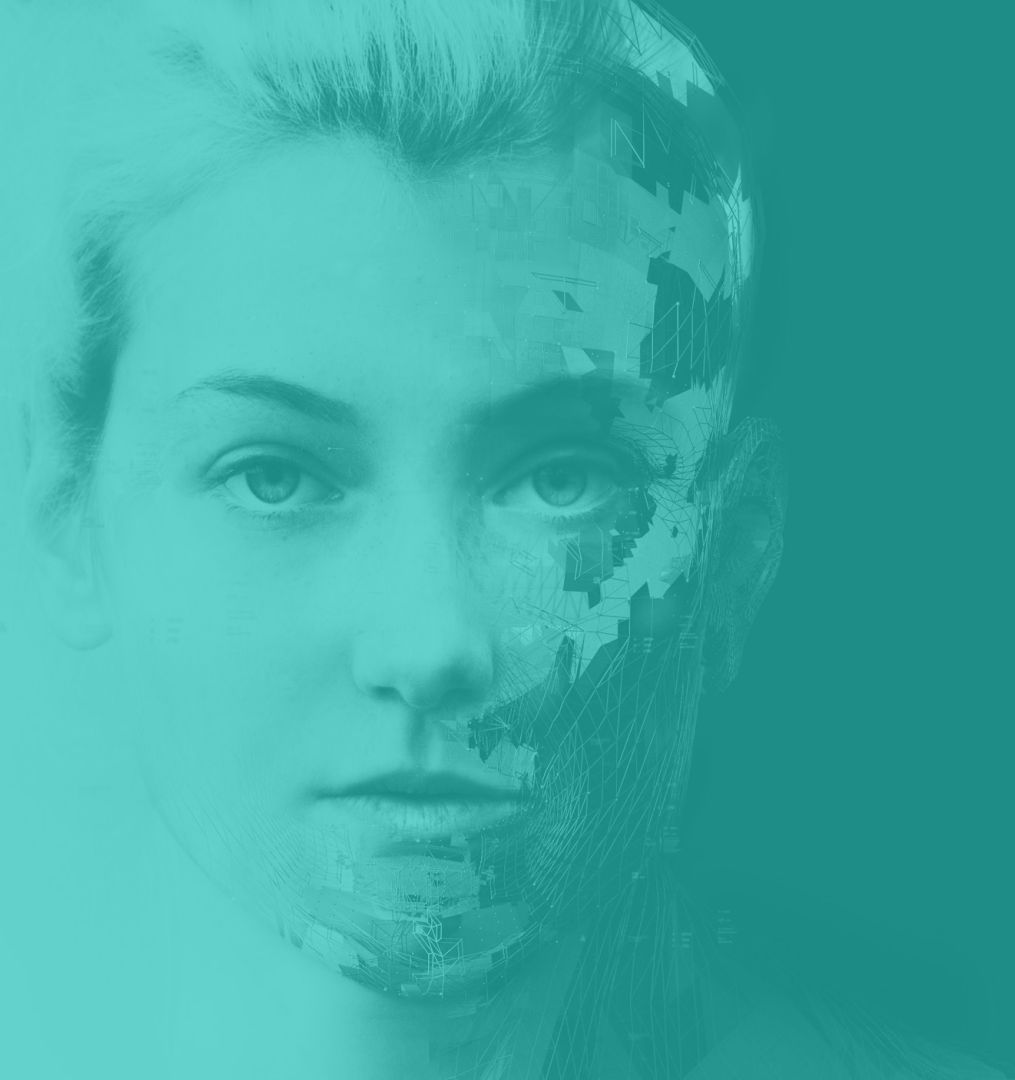


A **network of internet-connected objects** able to **collect and exchange data** using embedded **sensors**.

01100
10110
11110



Four Business Questions





Business Question 1

What business value do I want to create?



R

Value



Create new
revenue streams

Increase equipment
efficiency

Improve
Safety & Security

Create customer
lock-in



Business Question 2

From what information
can the value be created?



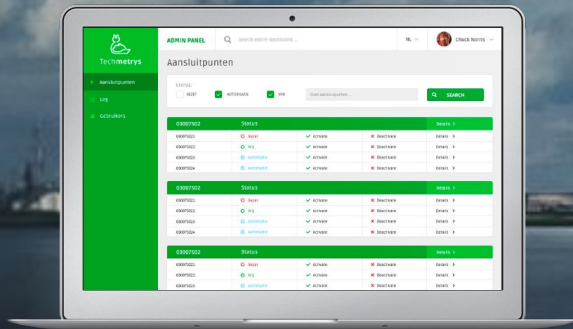
**The dashboard displays
information about shoreboxes**

**Availability
for skippers**

**Power consumption
for invoicing**

**Box usage history
for investments**

**Status information
for maintenance**





Business Question 3

From what data can I extract the information?

R

Data

If data is the new oil, it is "crude oil";
it needs refining to be valuable

IoT devices generate little data,
there are many devices

A Boeing 787 aircraft can generate
up to 40 Terabytes per hour of flight



Business Question 4

From what objects can the data be sourced?

R

Objects



Hoist Motor

Quay Crane

Ship

Straddle Carrier

Truck

Chassis

Tools

Wheel

Container



What **business value**
do I want to create?



From what **information**
can the value be created?

01100
10110
11110

From what **data** can I
extract the information?



From what **objects** can the
data be sourced?



What **business value**
do I want to create?



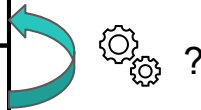
From what **information**
can the value be created?

01100
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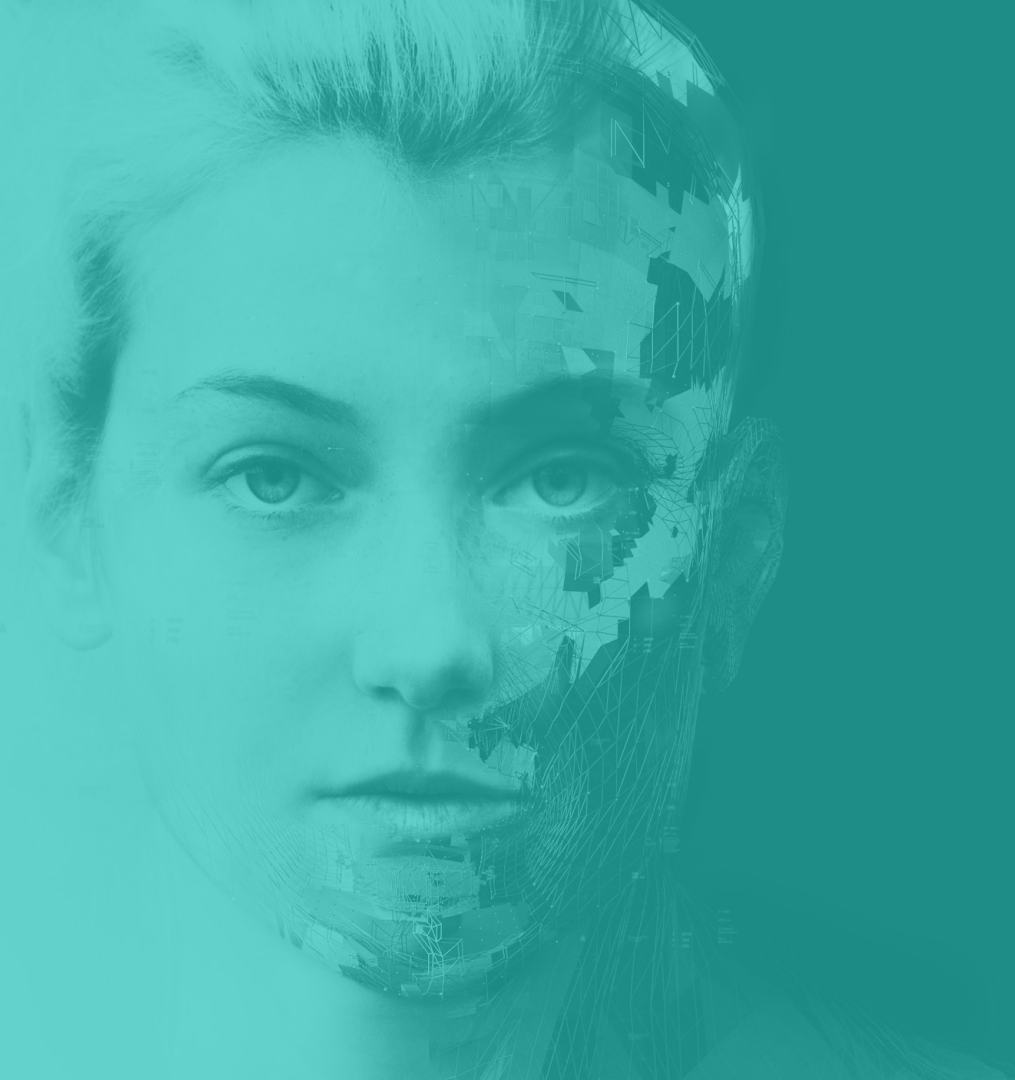
From what **data** can I
extract the information?



From what **objects** can the
data be sourced?



Two Technology Questions





Technical Question 1

How do I get the data from the object?

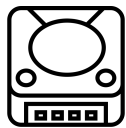
From Object to Data



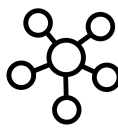
Object



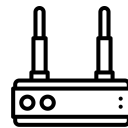
Sensor



Controller



Network



Gateway



Internet



Data





Technical Question 2

How do I extract the information from the data?

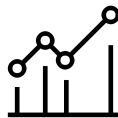
From Data to Information

01100
10110
11110

Data



Datastore



Analytics

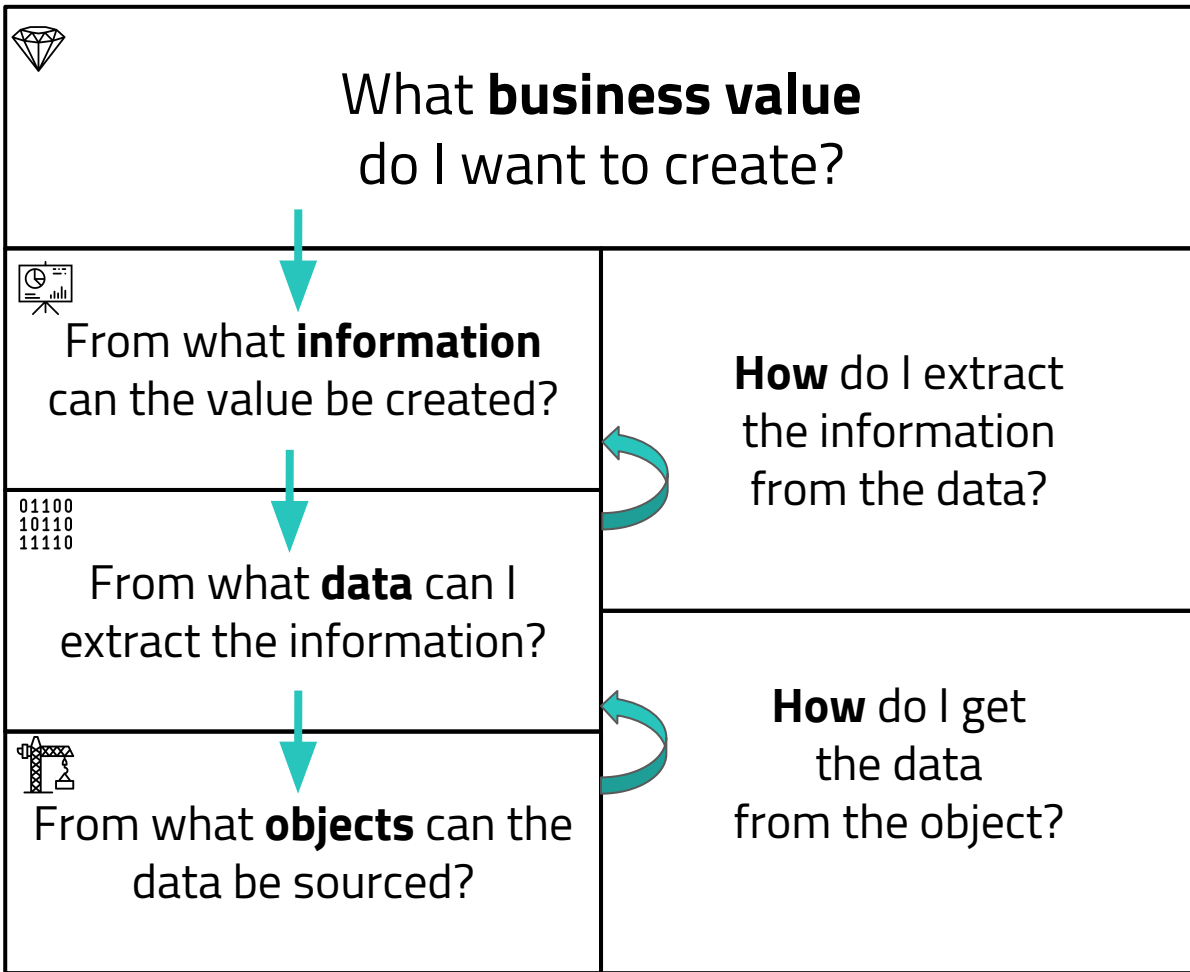


Presentation

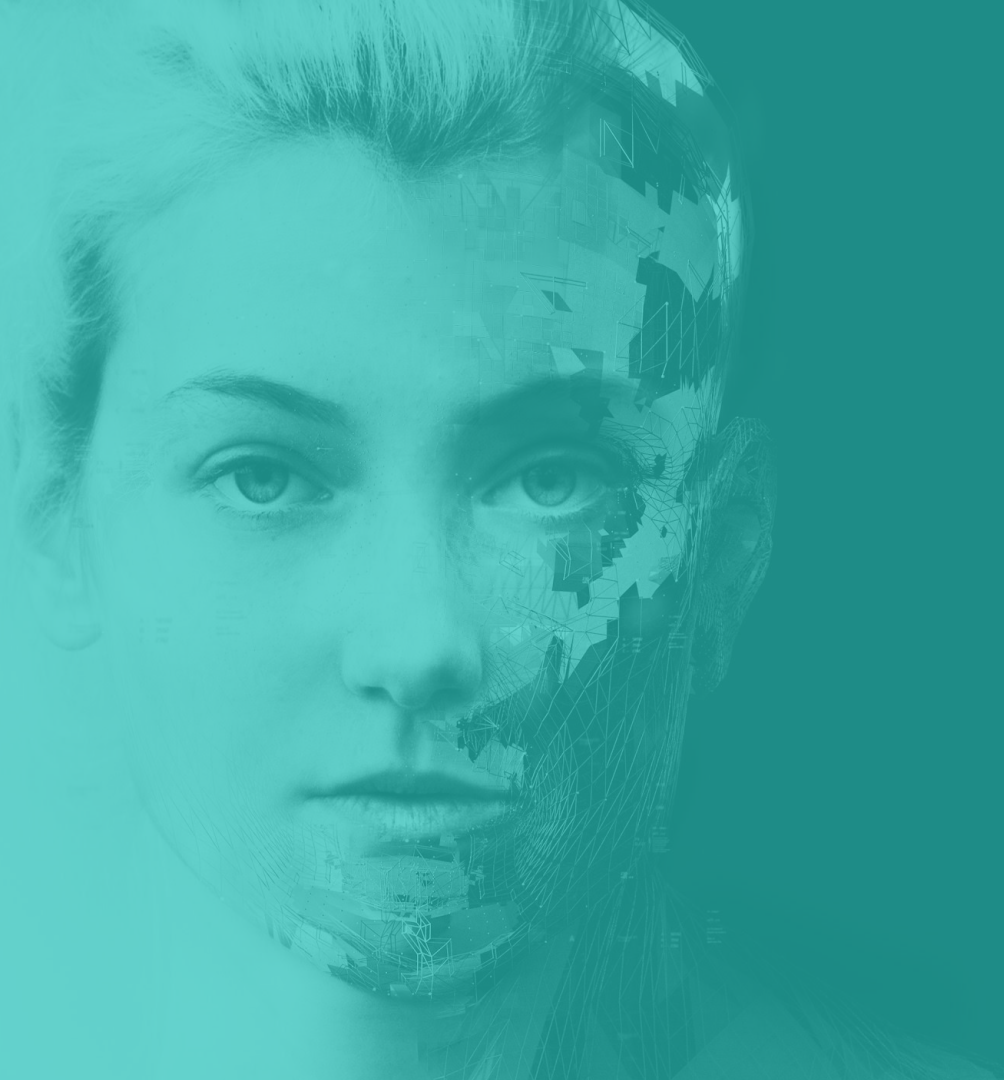


Information



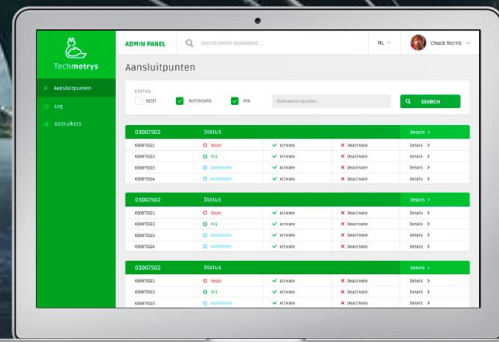


Cases to fuel
the inspiration



R

Smart docking platform



The laptop screen shows the 'ADMIN PANEL' of the Techemostrs system. The interface includes a sidebar with 'Aansluitpunten' and 'LOG' sections. The main content area is titled 'Aansluitpunten' and features a search bar and a table of connection points. The table is organized into three sections: '12007001', '12007002', and '12007003'. Each section contains a table with columns for 'ID', 'Status', 'Type', 'Location', and 'Action'. The 'Status' column shows various icons (green, yellow, red) indicating the state of the connection points. The 'Type' column lists different types of connection points (e.g., 'H2', 'H3', 'H4'). The 'Location' column shows the specific location (e.g., '12007001', '12007002', '12007003'). The 'Action' column contains links for 'Details' and 'Edit'.

Aansluitpunten				
ID	Status	Type	Location	Action
12007001				
12007001	OK	H2	12007001	Details
12007002	OK	H3	12007001	Details
12007003	OK	H4	12007001	Details
12007004	OK	H5	12007001	Details
12007002				
12007001	OK	H2	12007002	Details
12007002	OK	H3	12007002	Details
12007003	OK	H4	12007002	Details
12007004	OK	H5	12007002	Details
12007003				
12007001	OK	H2	12007003	Details
12007002	OK	H3	12007003	Details
12007003	OK	H4	12007003	Details
12007004	OK	H5	12007003	Details

pilot: John Smith
ship: Southampton
ETA: 27-09-2017 - 13:50

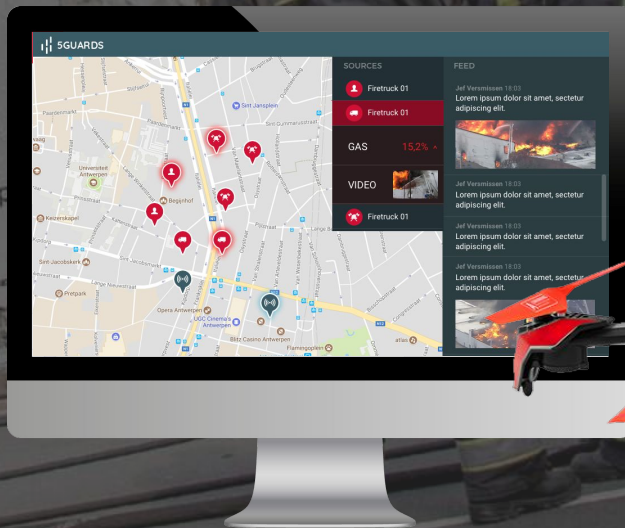


Smart pilotage & mooring

R

mec

Smart fire truck





Questions?

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