



A2EP – 2xEP Energy Productivity Summit
04-05 April, 2017
Australian National Maritime Museum
Darling Harbour, Sydney

Session 10
The next wave: 2xEP
ICT: Enabling innovation

Lee Stewart

Renald Gallis > presentation follows

Neil Salisbury

Denis Vilfort

Chair: Tony Cooper



Doing more. Using less.

thinxtra
Empowering Internet of Things



MAKING BUSINESSES SMARTER AND SIMPLER
MONITORING MORE EFFECTIVELY
REAPING THE BENEFITS OF IOT CONNECTIVITY
FOR ENERGY PRODUCTIVITY



The internet of things (IoT) will add \$3 trillion to the global economy by 2020*.

Bringing billions of things to life to increase energy efficiency and energy productivity.

** Accenture report - The growth game-changer - 2015*

WHY IOT IS NOW SO TRENDY?

Costs have declined over the past 10 years.

99% of things
in the world
are still not
connected

Cost of sensors

/2x



Cost of
bandwidth

/40x



Cost of
processing

/60x



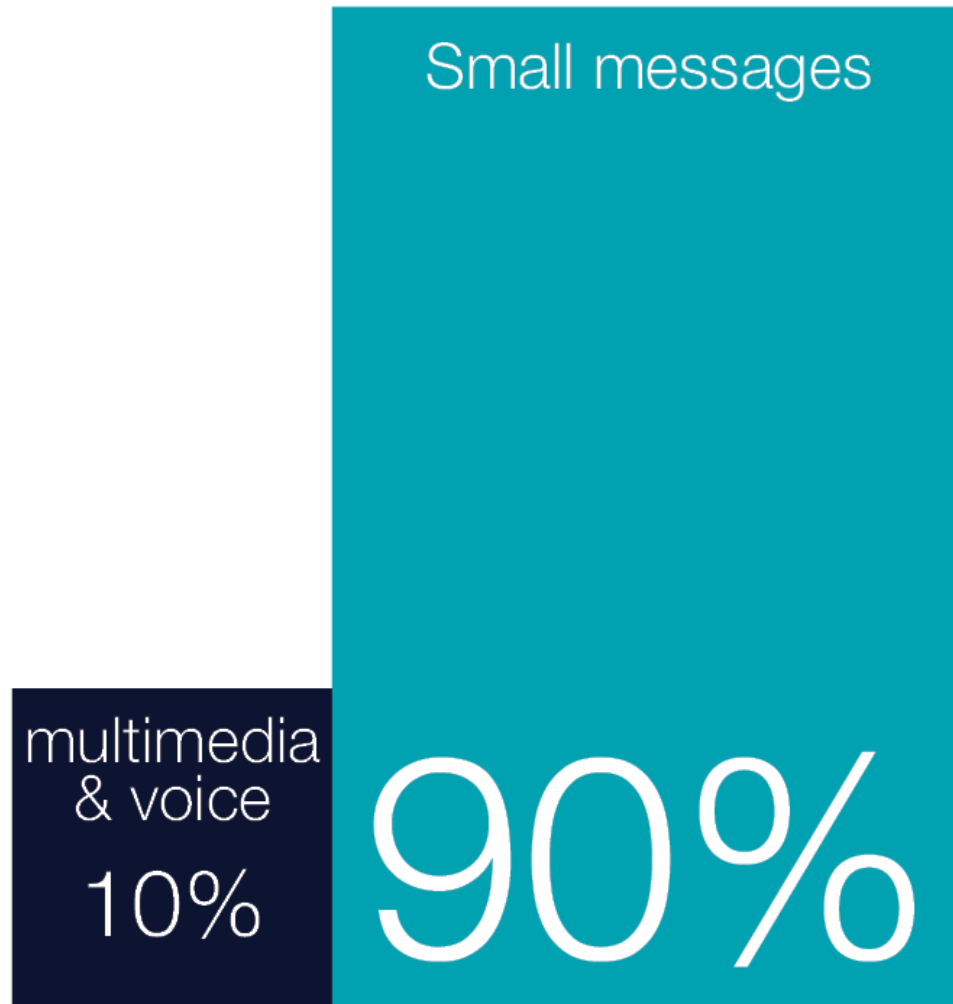
Cost of cloud
storage

/17x



Networks dedicated to IoT provide low cost and low power connectivity.

SMALL MESSAGES ARE SUFFICIENT TO CONNECT MOST THINGS



SMALL MESSAGES:

Meter Index - 2 Bytes

GPS Coordinate - 6 Bytes

Temperature - 2 Bytes

Door Opening - 1 Byte

Battery Level - 2 Bytes

Movement / Gyro - 2 Bytes

Part Status - 1 Byte

ON/OFF - 1 Byte

PERFECT SOLUTION



sigfox

A GLOBAL CELLULAR NETWORK JUST FOR
LOW POWER DEVICES, AT VERY LOW COSTS



LONG RANGE

50km



LOW COST

\$2/year



LOW POWER

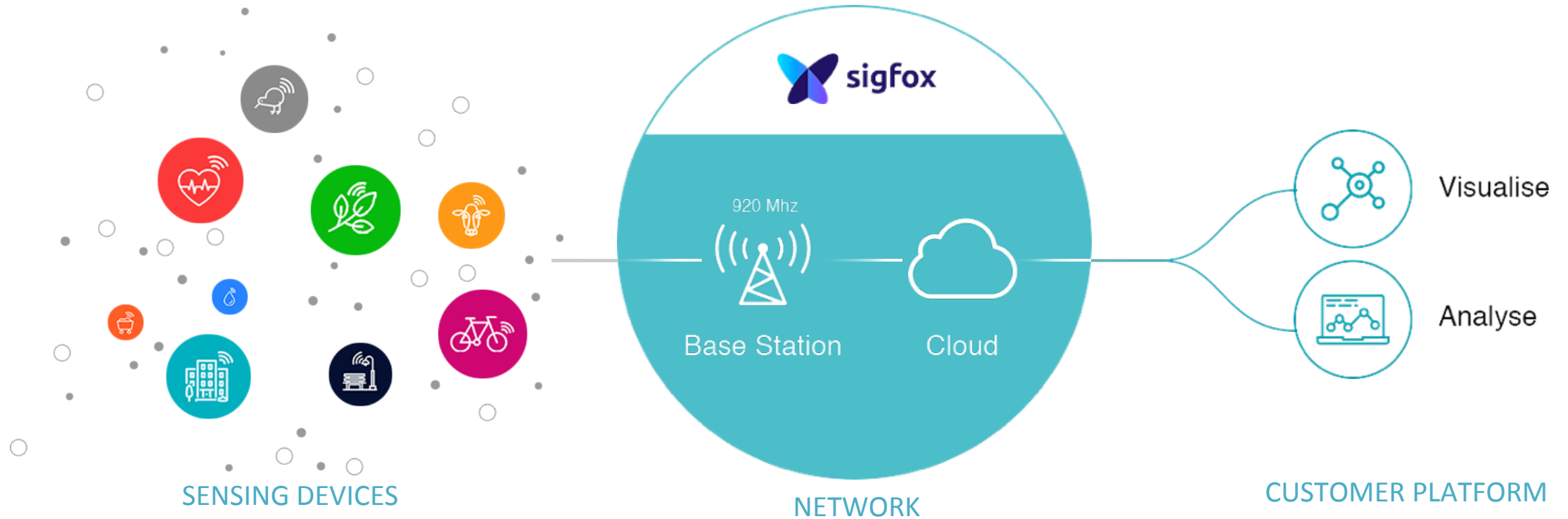
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SECURE

Encrypted

A SIMPLE NETWORK TO CONNECT TO



thinxtra

Provides
End-to-End Solutions

WHAT MEANS ENERGY PRODUCTIVITY IN THE INDUSTRIAL IOT?

REDUCE COSTS

INCREASE PRODUCTIVITY

ACCELERATE DECISION MAKING

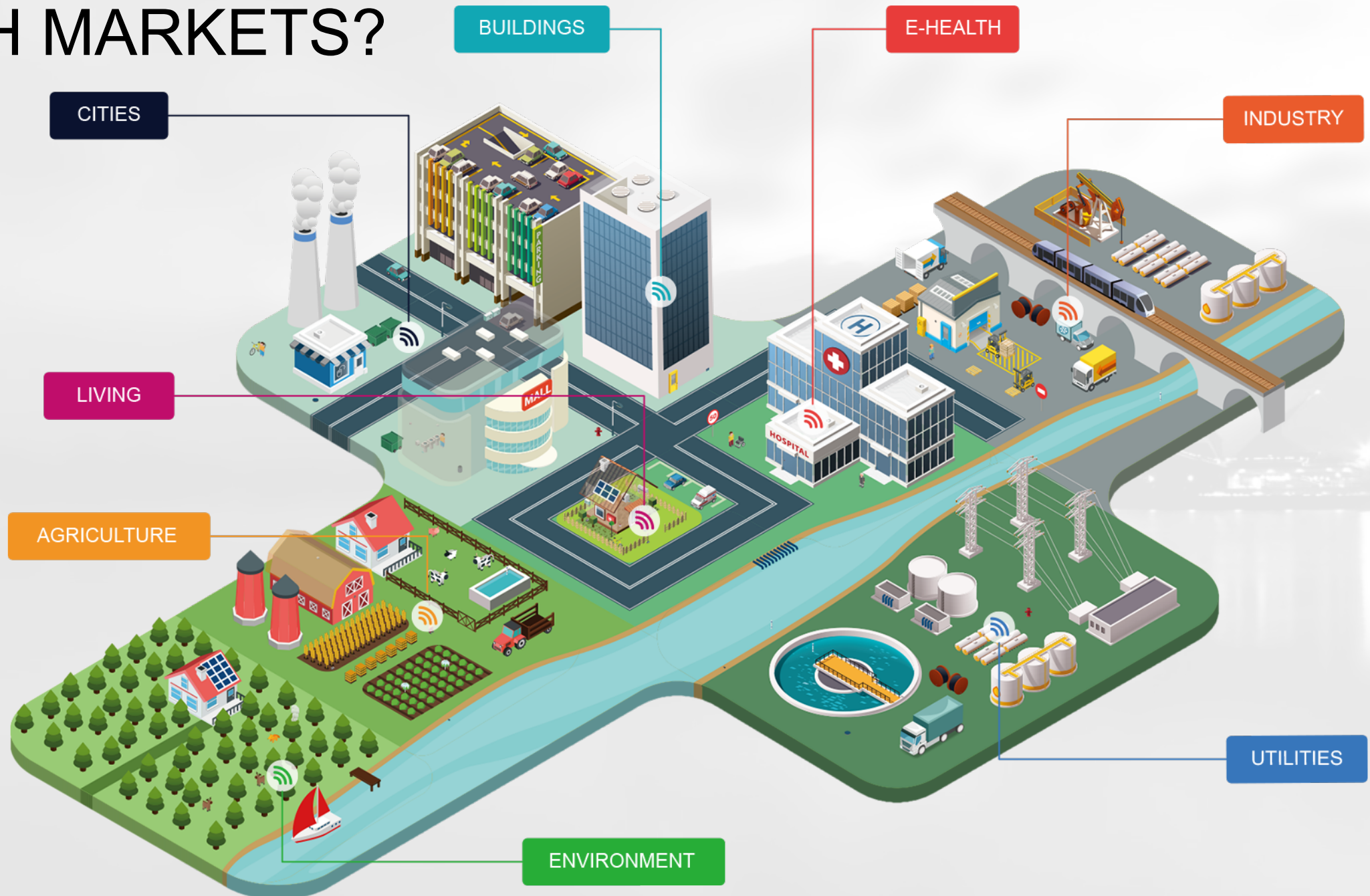
IMPROVE QUALITY OF SERVICE

PROVIDE SOLUTIONS TO PROBLEMS IN A COST EFFICIENT WAY

SUPPLY OBVIOUS R-O-I

AND WHY NOT DISRUPT MARKET STATUS QUO

WHICH MARKETS?



EXAMPLES: ENERGY PRODUCTIVITY SOLUTIONS IN SMART BUILDINGS



2 EXAMPLES OF ENERGY PRODUCTIVITY WITH IOT SOLUTIONS IN SMART BUILDINGS

PREDICTIVE MAINTENANCE OF HVAC



SMOKE ALARM MONITORING



CHALLENGES FOR ENERGY PRODUCTIVITY IMPLEMENTATIONS:

Sensing Devices

**Plenty available and
are now cheap:**

LIMITED CHALLENGE

Connectivity

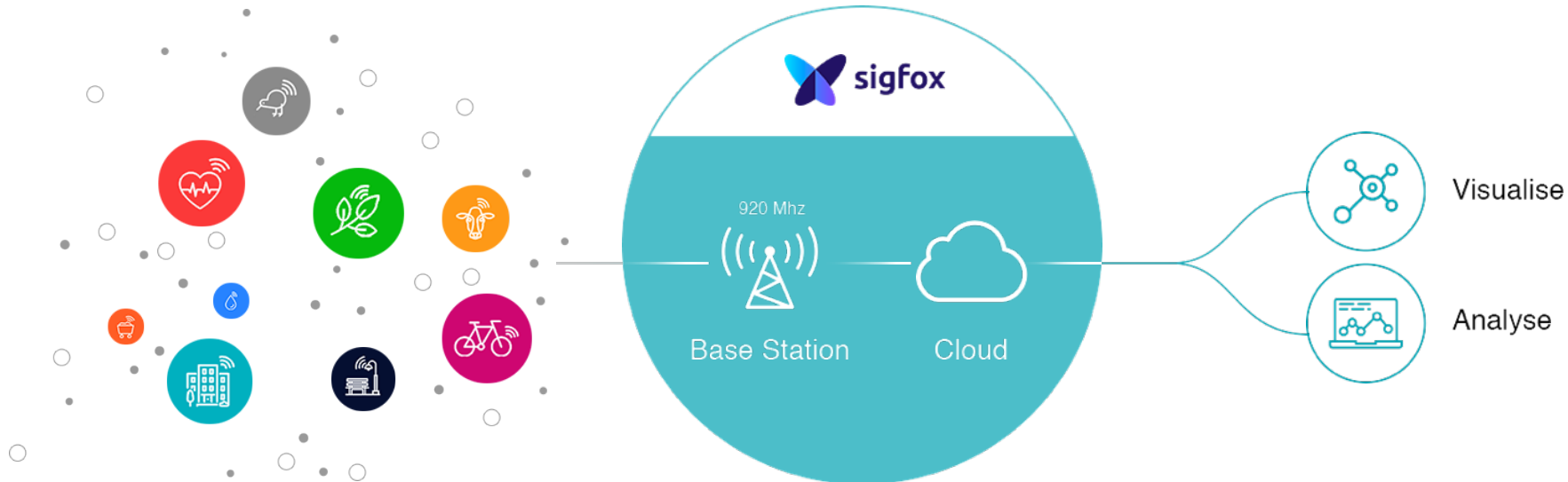
**Wired: EXPENSIVE
Wireless currently:
Gateways or 3G =
EXPENSIVE**

SOLUTION:

Customer Platforms

**Plenty available &
integrating data from
different sources:**

LIMITED CHALLENGE





IoT is the next big wave

LPWAN, its connectivity backbone for small messages monitoring

SIGFOX is the world-leading GLOBAL LPWAN operator

With an aggressive and strong strategy for growth

THINXTRA is Sigfox Operator for ANZ + HK

With a strong team of IoT experts to fast track adoption

To create energy efficiencies and energy productivity in all industries

www.thinxtra.com