

THE IOT GUIDE

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June 2016

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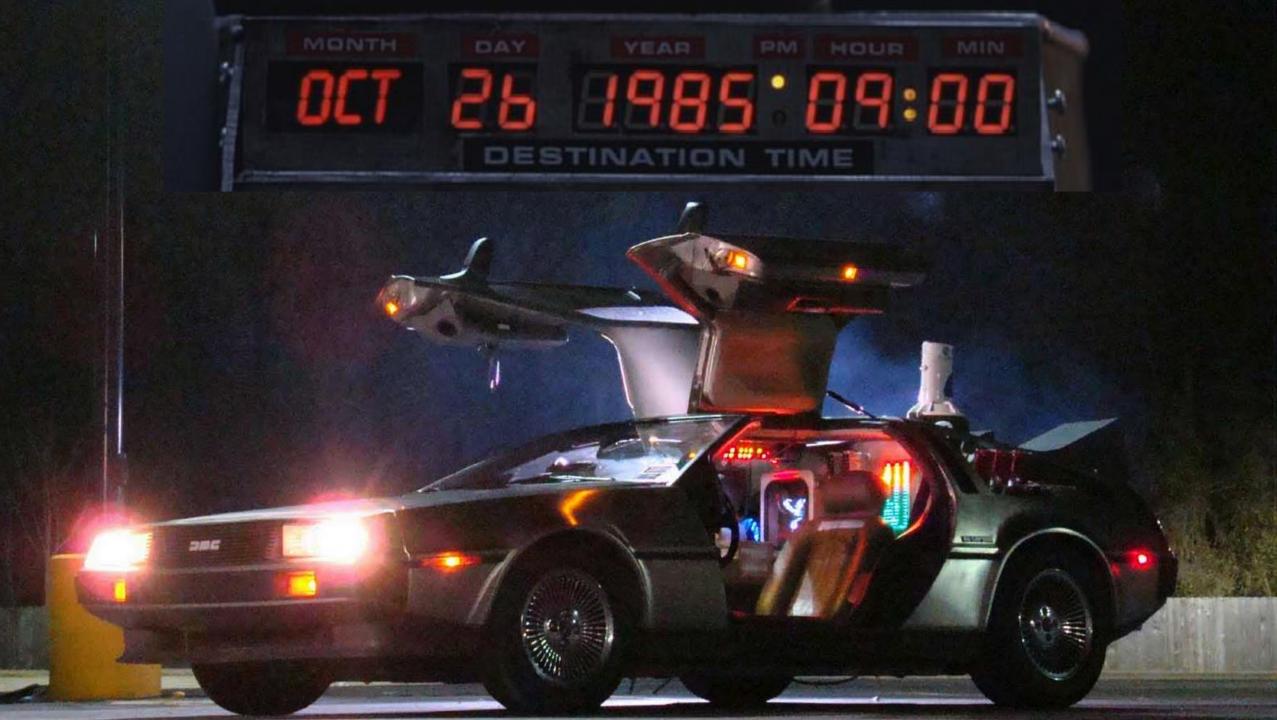




Where did IoT come from?
What will it look like in the future?
Is the technology ready?
How to get going, today?

BACK TO THE

1985 · 2016 · 2045





Another Price Breakthrough from Radio Shack! FINALLY...A HIGH-PERFORMANCE 1200-BAUD MODEM FOR UNDER \$400

Seve money on long-distance telephone service and on information network connect time with our high-performance DC-2212 Modem.

Superior Performance for Less than Lesser Modems

You can find other moderns with only some of the same features as the DC-2212 selling elsewhere for \$500, \$600 and more. But why pay that much? The DC- 2212 (26-1176) is just \$399,95 and includes the features you need to save time and money. And the DC-2212 is compatible with any personal computer equipped with an RS-222C communications interface (just add appropriate software and cable).

Advanced Features for Convenient, High-Speed Data Communications

The DC-2212 is easy to use and will automatically dial or answer telephone calls, receive and transmit data and then hang up. Just connect the DC-2212 to a modular telephone jack for menu-driven, Bell 212A-compatible asynchronous or synchronous operation. The DC-2212 automatically selects 300 or 1200 baud operation to match incoming calls and lets you download at 1200 baud to save time and money. The DC-2212 is fully compatible with Xenix systems and is perfect for use with any of our Videotex telecommunications software packages.

See It Today Step up to high-speed data communications with the DC-2212.

Radio Jhack



1985 1200 bits per second \$400 USD TTY Kermit BBS



Ambient Computing Nano-Connectivity Ubiquitous Wireless "Free" Smart Products Connected by default

What will 2045 Laugh At? Lack of Standards? Business Models? Connected Toothbrushes? Hesitance

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How do I start?

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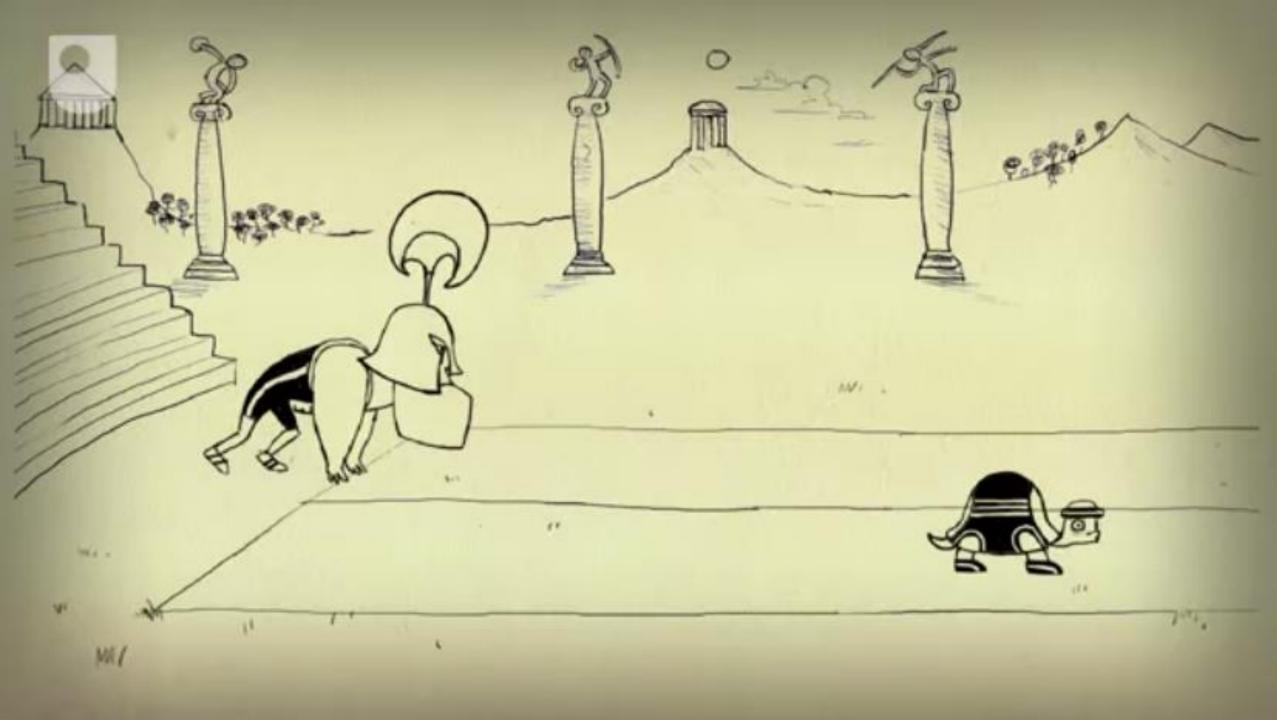


alliance allseen analytics azure big-data cassandra cloud coap control data edge embedded gateway governance hadoop laas identity iic industry internet ipso management modbus module mqtt obd-ii oic plane privacy serial smart-home thingswifiyocto z-wave zigbee

 $\Delta P = 10$



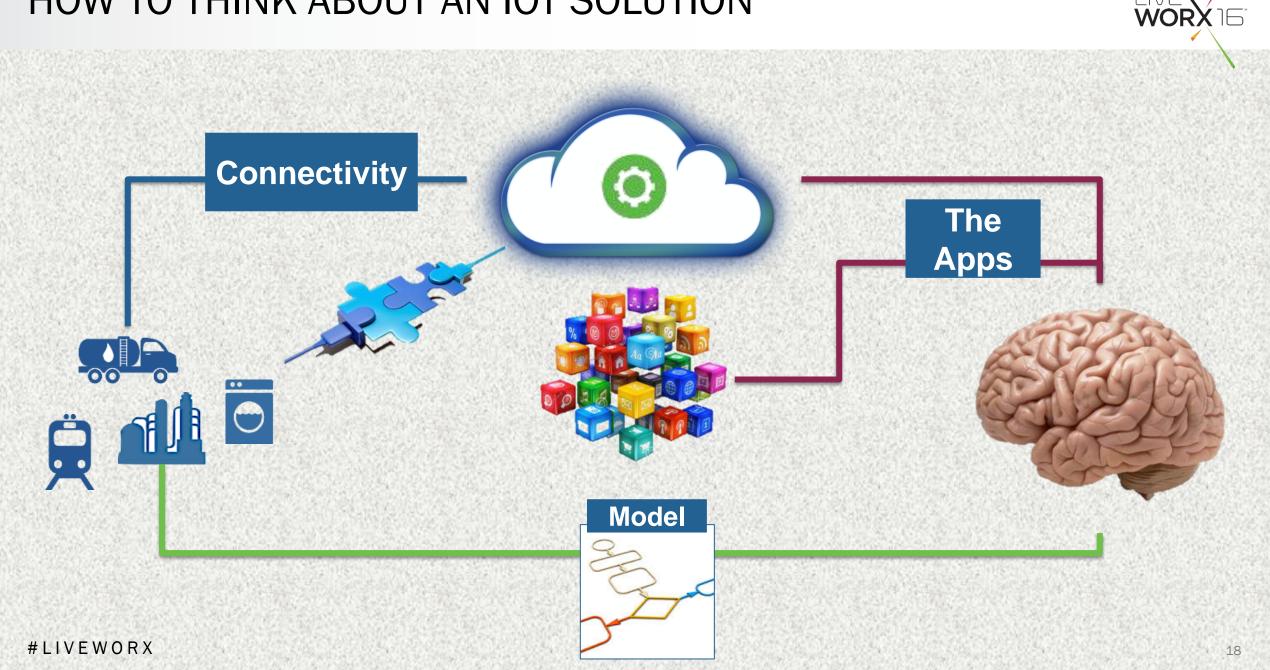






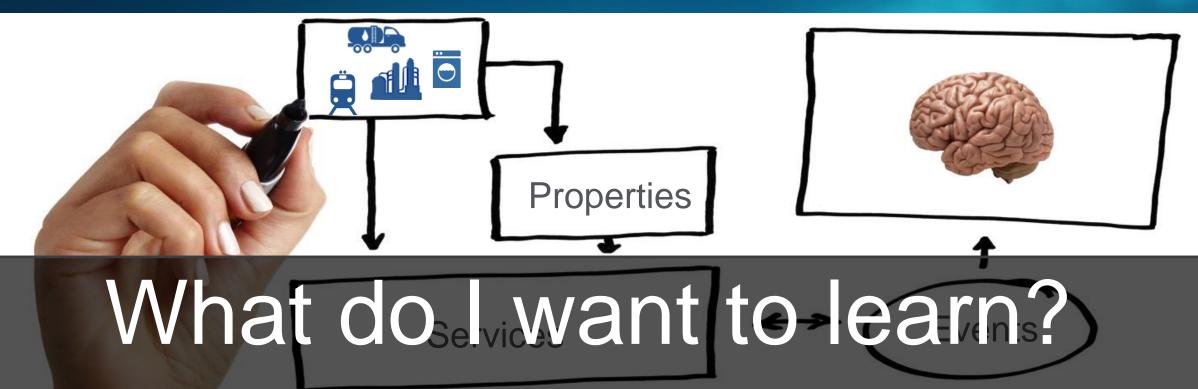


HOW TO THINK ABOUT AN IOT SOLUTION



The Model





What do I want to do?

What's my thing's API?

Connected Tractor / Farm



How to optimize maintenance Fuel efficiency Manage farm with less overhead





Prop	perties			
Thing Worx	Type to search s	ystem		
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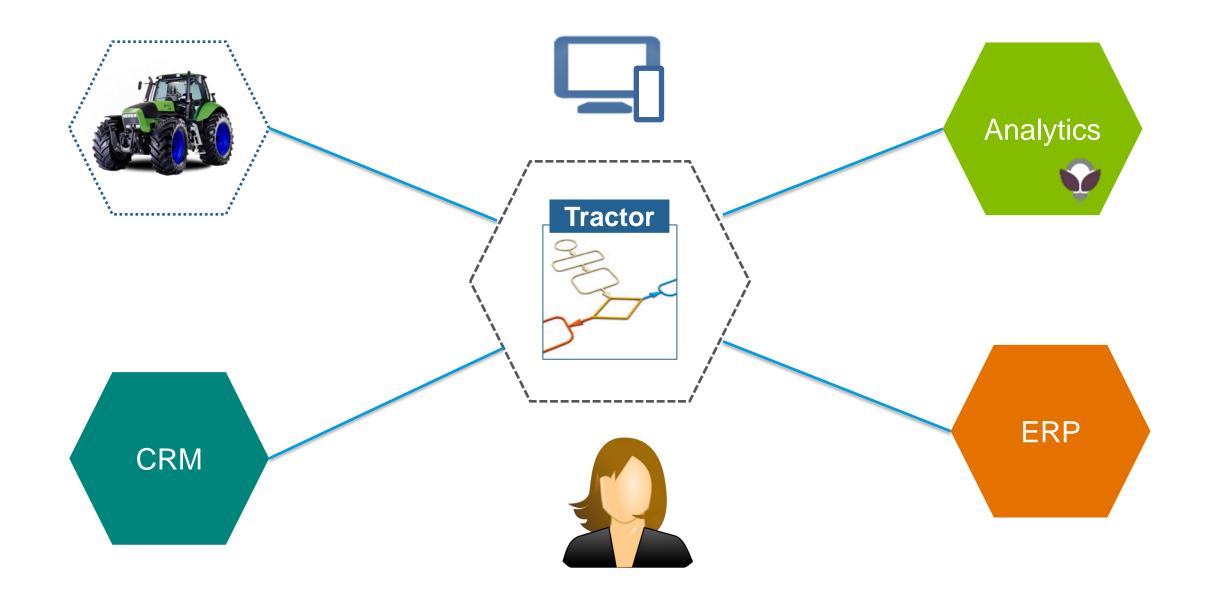
The Apps



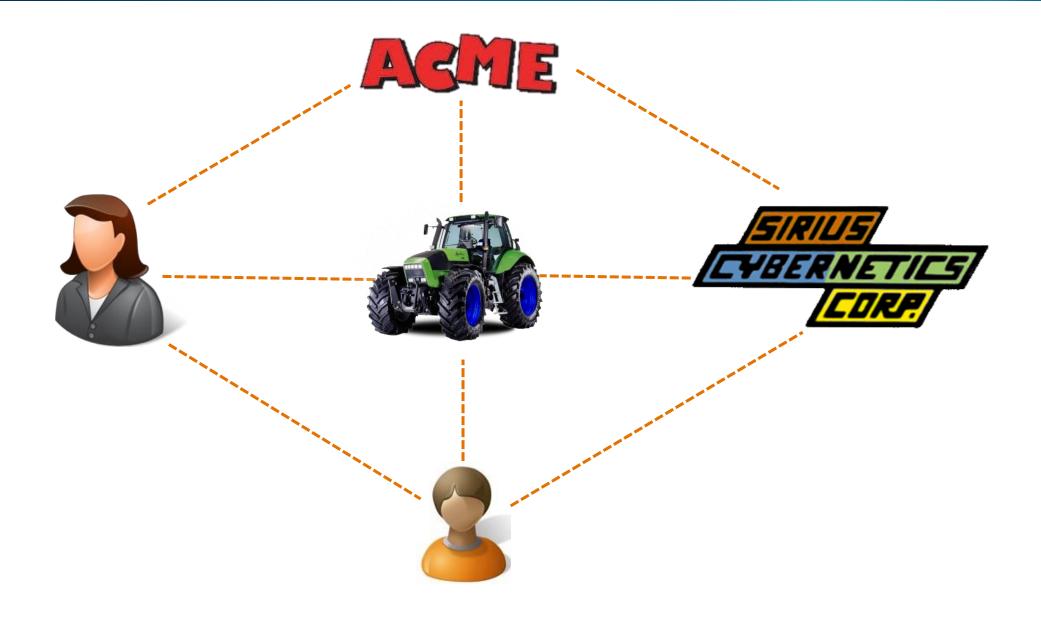
Business Logic and Analytics Other Systems User Experience and Identity

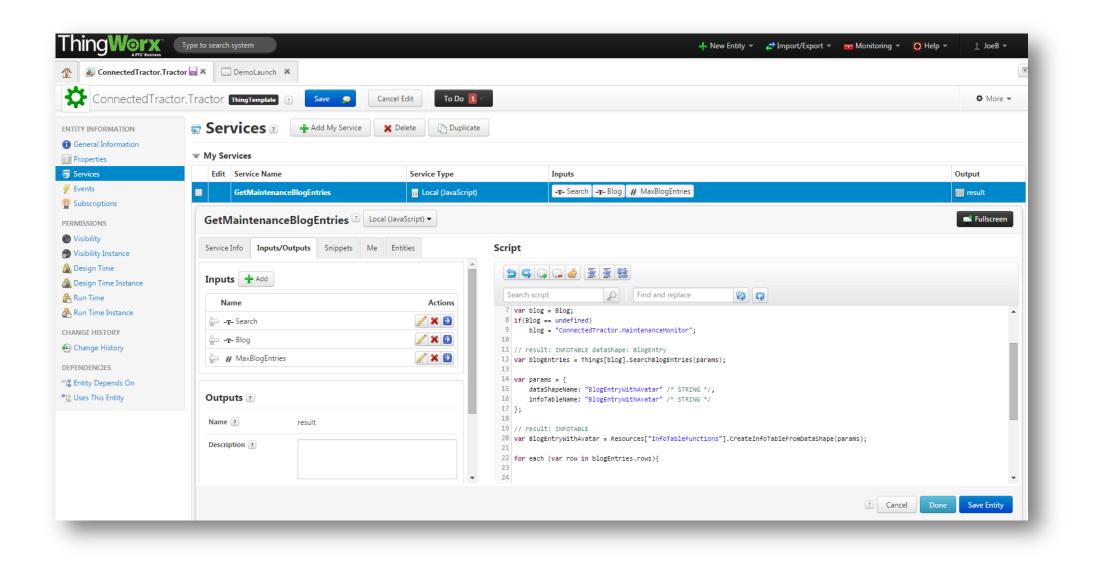
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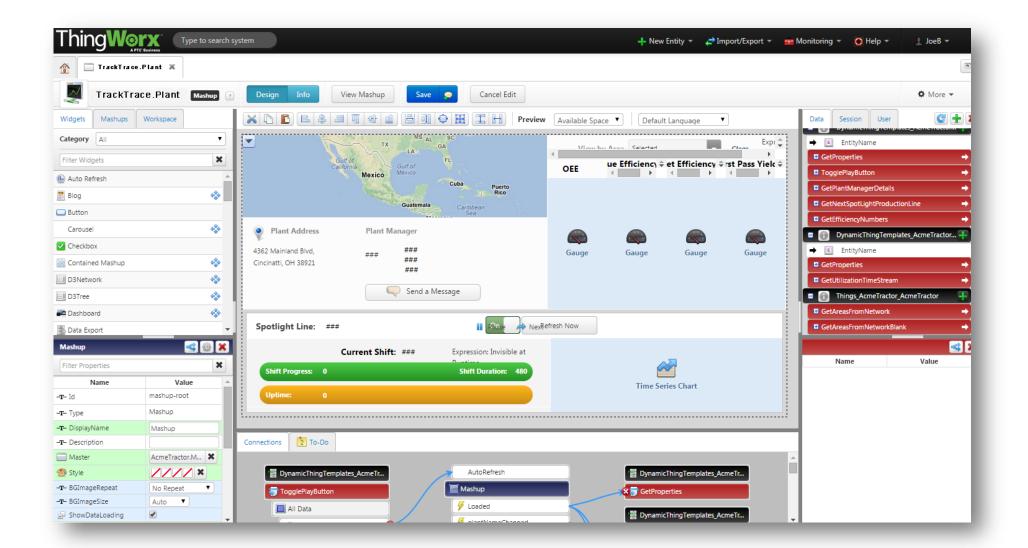




Unlocking the Value in the Internet of Things

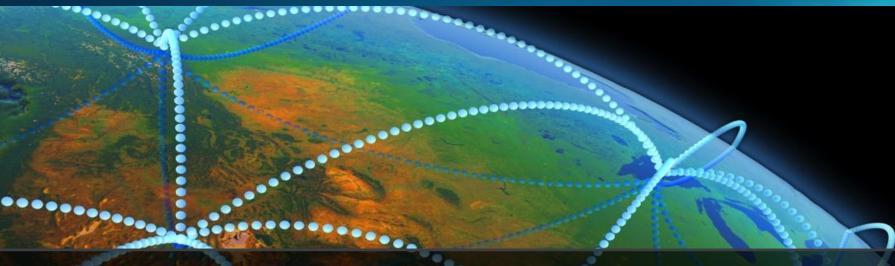






The Device Cloud





Edge Architecture The Network

Cloud Services





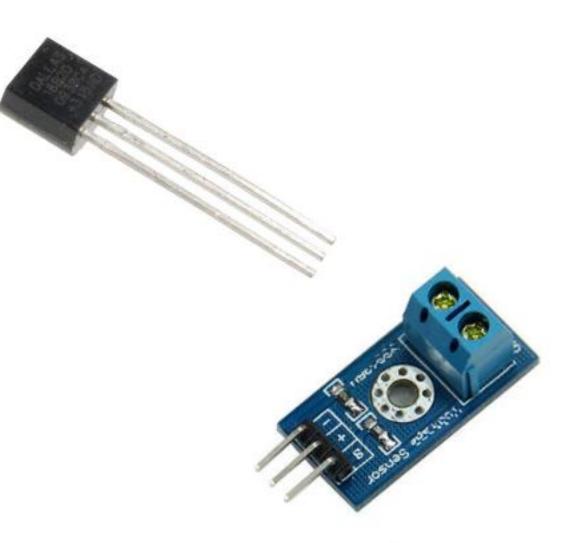
KEY TERMS ON THE EDGE

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SENSOR



- Anything that can "read" or "report" on the real-world status of the product or local environment
 - Temperature sensors and light sensors
 - GPS receivers
 - Vehicle on-board diagnostics (OBD)
 - Files
 - Stuff specific to the product
- Hardwired, plugged in, built-in, over BLE or Zigbee, or carrier pigeon delivered



ACTUATORS



Anything that can affect the product or environment

- Lights
- Valves
- Motors

- & Command
 - "Soft" Actions
 - File Distribution
 - Firmware Updates



SHORT VS. LONG-HAUL COMMUNICATION



Short Haul (southbound)

- Communication over short distances
- Things that are proximate
- Ethernet
- Serial / Modbus
- Bluetooth
- Zigbee/ZWave
- MQTT
- J19 bus, CAN bus, OBD
- OPC
- DDS





Long Haul (northbound)

- Communicating over long distances
- Transports
 - WiFi or Wired Ethernet
 - LoRa / Sub 1Ghz
 - Cellular
 - Satellite
- Networking Protocols
 - TCP
 - UDP
 - SMS
 - HTTP
 - COAP
- Messaging Protocols
 - AlwaysOn
 - OMA LWM2M









World Class Standards





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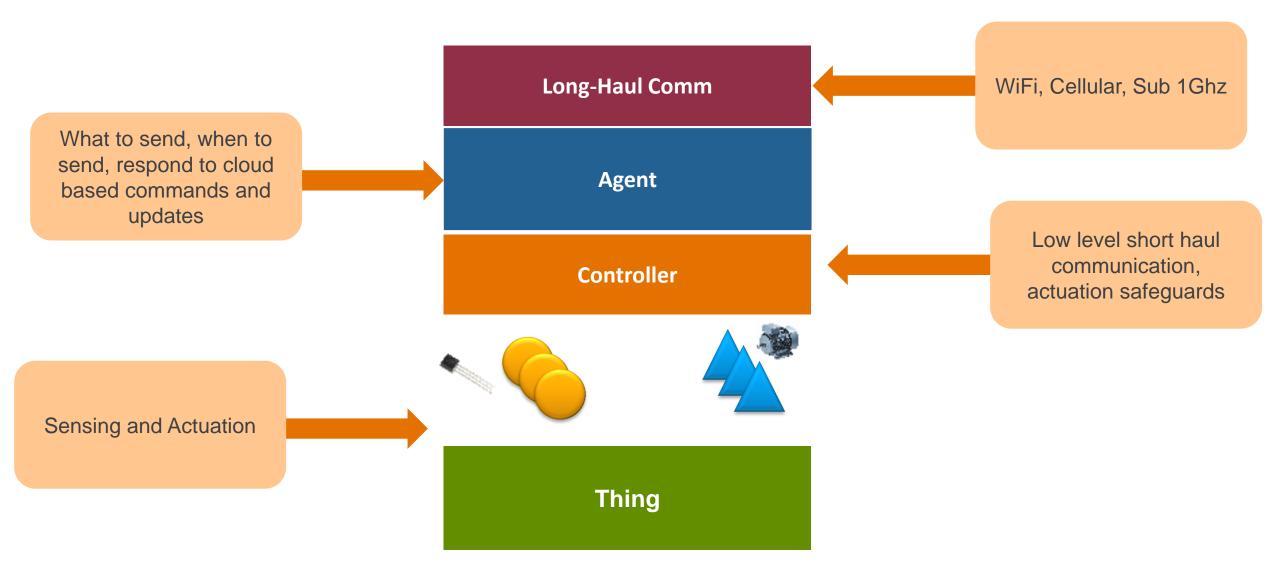
For a Connected World

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PTC[®]

LiveWorx*

EMBEDDED EXAMPLE WITH WIFI

Total Revenue

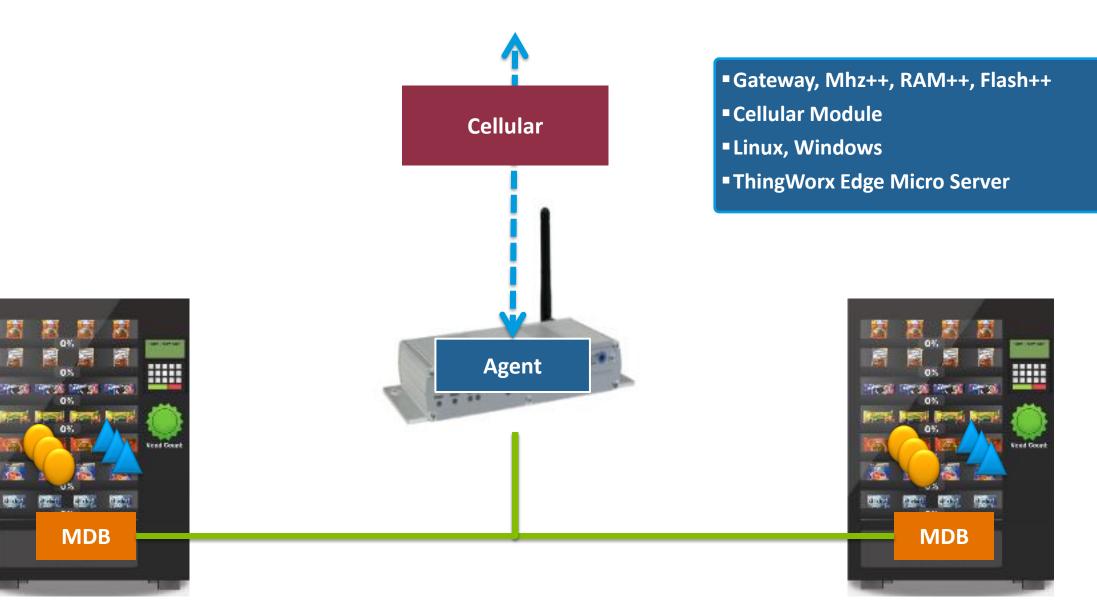
0%



0% TTT 07:30 On SI 0% 0% Vend Count Microcontroller/SOC (ARM, x86) •WiFi Module (Broadcomm, Marvell) Embedded RTOS/No-OS/Skinny Linux MDB/DEX ThingWorx AlwaysOn SDK

GATEWAY EXAMPLE WITH CELLULAR















Executive team

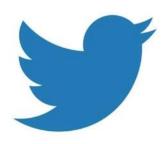
Milestones

Our mission: To give everyone the pow information instantly, without barriers.

Open Source



- 77% of accounts are outside the U.S.
- Twitter supports 35+ languages
- Vine: More than 40 million users









387,142 == All of Twitter 2 Customers == Twitter * 10

700:1

	Coffee Pot	Industrial Robot
Connectivity	Home WiFi	Sub ghz private network
Physical Security	None	Lockbox
Transport Encryption	None	TLS 1.2
Device Authentication	Serial number	serial + x.509 certificate
Message integrity	MD5	SHA-2 (256)
OS	Windows 95	Wind River Linux
Secure boot?	No	Yes





	Coffee Pot	Industrial Robot
Connectivity	Home WiFi	Sub ghz private network
Physical Security	None	Lockbox
Transport Encryption	None	TLS 1.2
Device Authentication	Serial number	serial + x.509 certificate
Message integrity	MD5	SHA-2 (256)
OS	Windows 95	Wind River Linux
Secure boot?	No	Yes
Remote Update Capable?	Yes	No



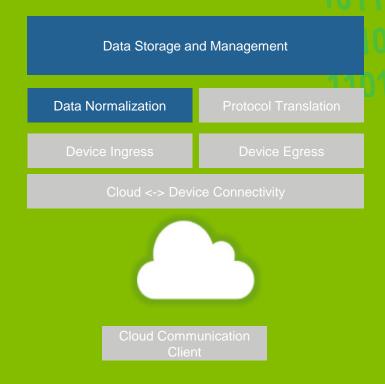


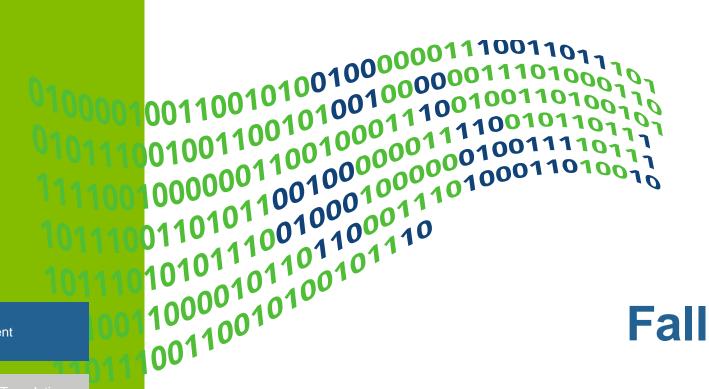
THE NETWORK IS UNRELIABLE





IOT DATA



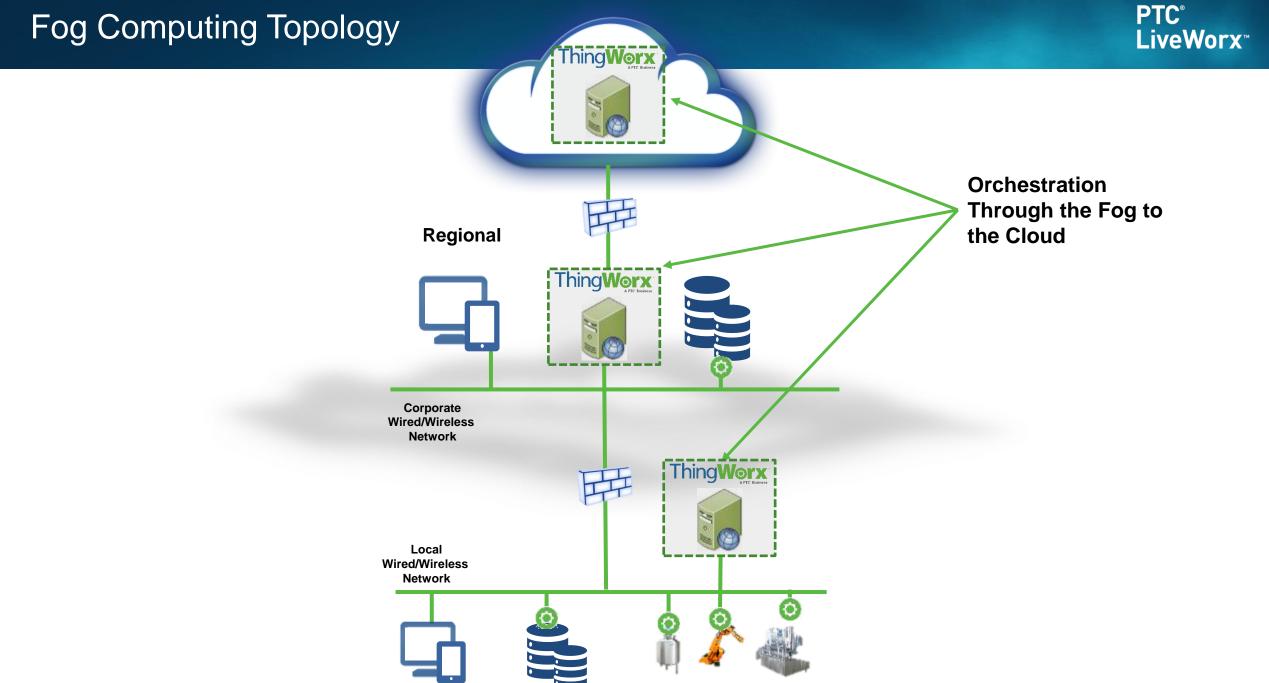


- It's Big
- It's Fast
- It's Time-Series
- It's Unstructured
- It's Write-heavy

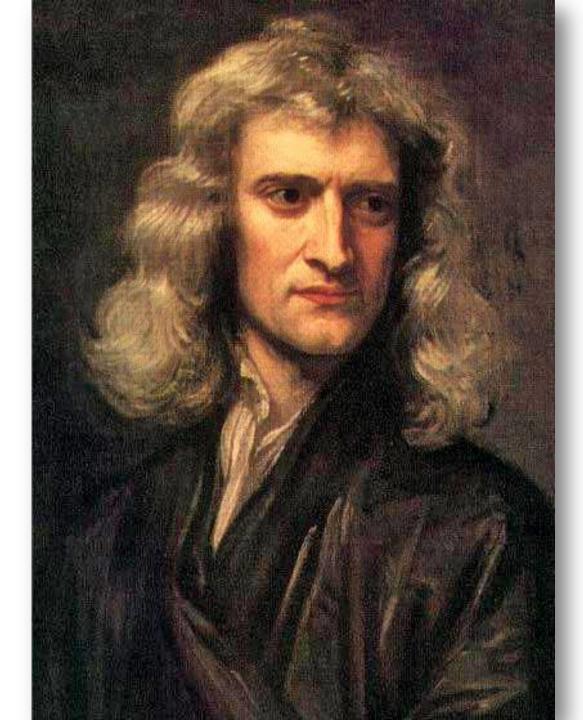
Fallacies

- Consistency
- It's Mostly
 Useless

Thing Worx







$$1 + r + r^{2} + r^{3} + \dots = \lim_{n \to \infty} \left(1 + r + r^{2} + \dots + r^{n} \right)$$
$$= \lim_{n \to \infty} \frac{1 - r^{n+1}}{1 - r}$$

Since $(1 + r + r^2 + ... + r^n)(1-r) = 1-r^{n+1}$ and $r^{n+1} \to 0$ for |r| < 1.

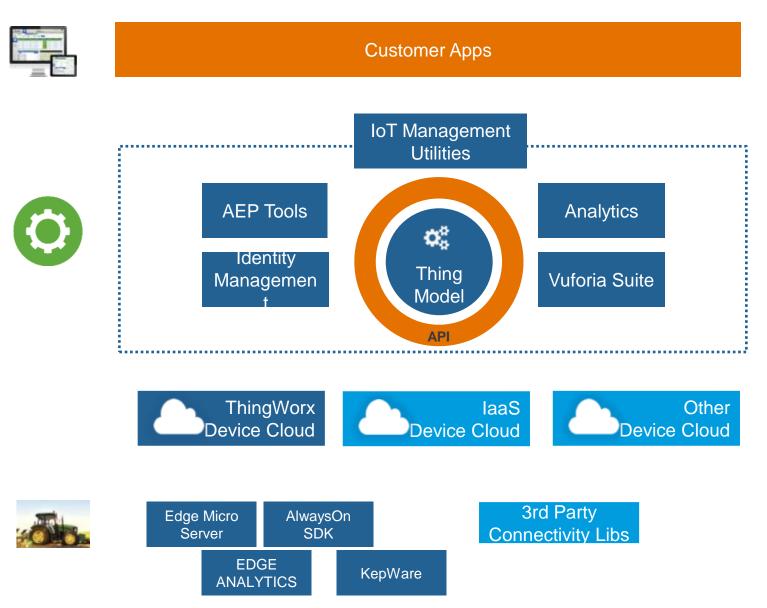
Our Customers







THE THINGWORX STACK





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1985 – still getting PCs to talk
2045 says "Get to work!"
2016 is the time to act!
Model, Apps, Connectivity

O'REILLY*

Foundational Elements of an IoT Solution

hingh

The Edge, The Cloud, and Application Development



Joe Biron & Jonathan Follett

https://www.thingworx.com/resources/wp_oreilly_foundational-elements-IoT/

BONUS TOPIC – BE LIKE JAMIE FROM MYTHBUSTERS



• How to use IoT Tools in a non-standard way



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TAKE A FRESH LOOK AT THINGS

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