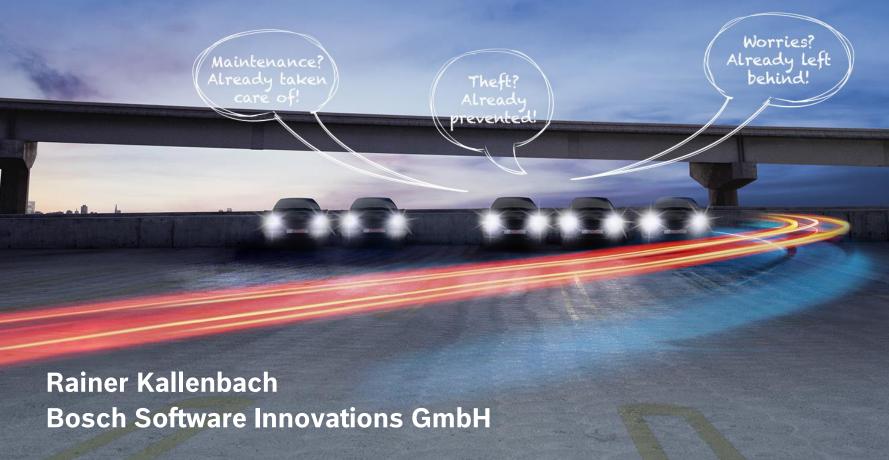
CLEPA 6th Aftermarket Conference, 27.11.2014

The Internet of Things – and Services





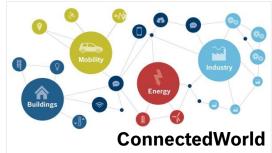
We are living in a rapidly changing world...







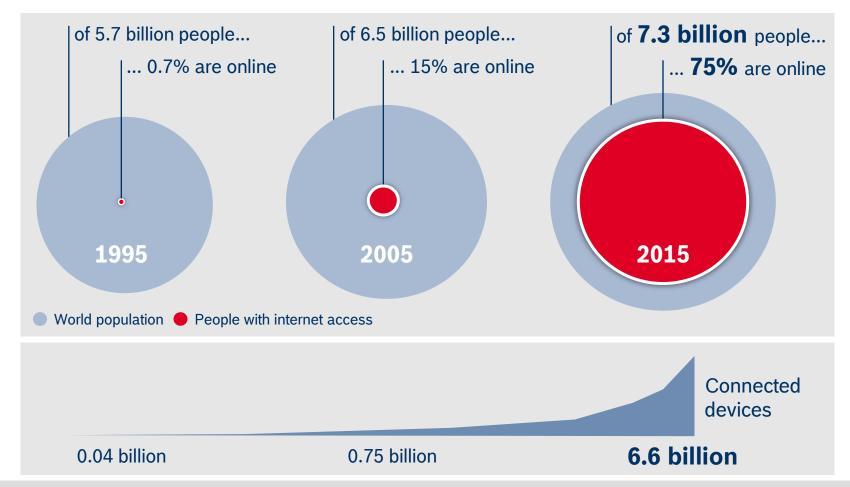








... a highly connected world

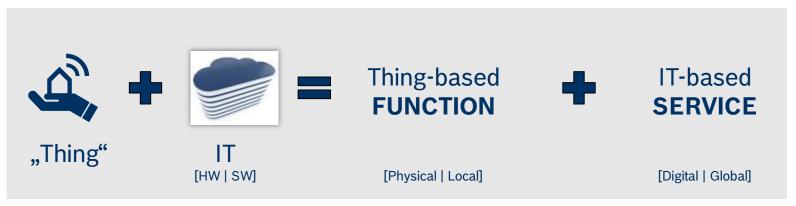




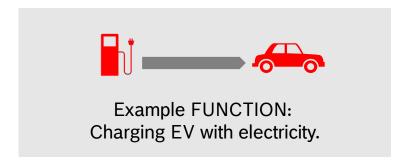
Internet of Things Vision: Connected World



Connected "smart" things allow new services



Source: University of St. Gallen, Prof. Dr. Elgar Fleisch







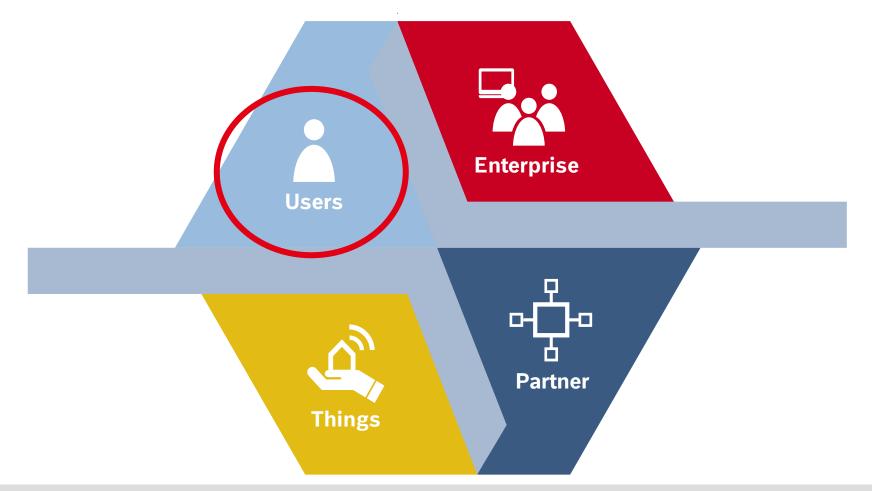


Example SERVICE: Find charging station, reserve and pay as you go.



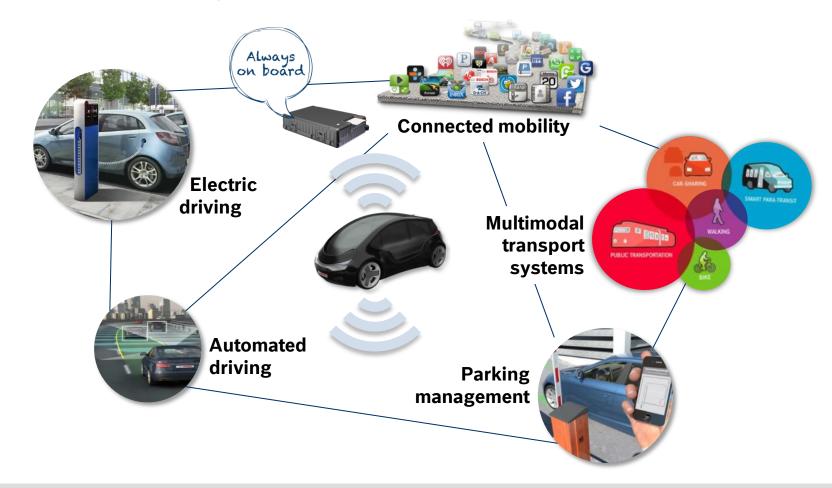


Connected World Solutions cover 4 Areas





Future Mobility: electric, automated, connected.



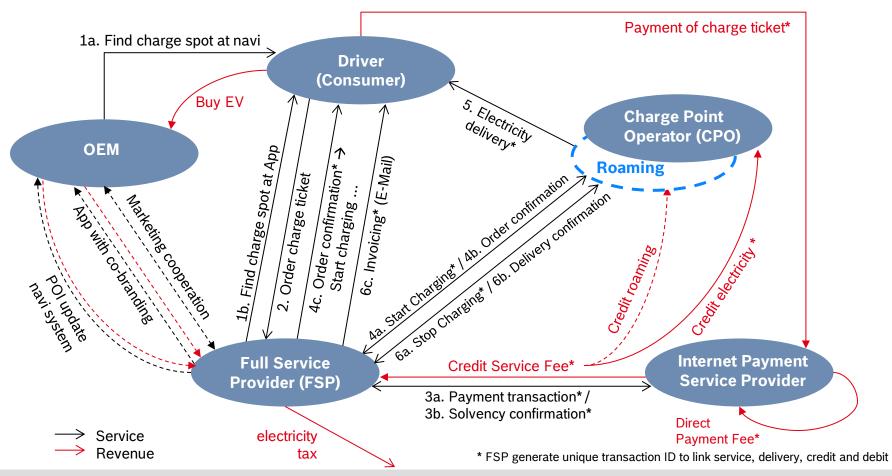


Example: Electric Charging Services





Example: Service "Public Charging – Easy to Use"





Example: Fleet Management

Driver

→ Flexible tariffs ("pay as you drive")

Accident documentation / faster settlements

→ Economic driving

Enterprise

- → Leasing companies, rental, insurances, corporate fleets
- → Flexible contracts
- → Process efficiency
- Individual reports
- > IT Integration

Car

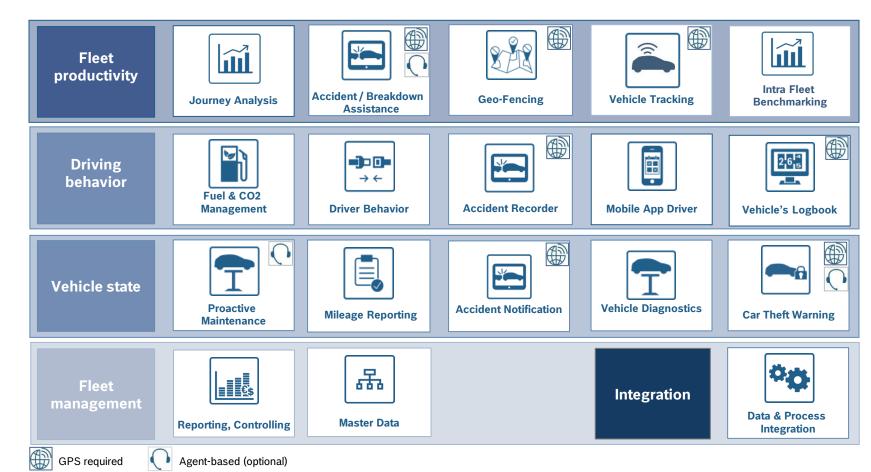
- Minimize depreciation
- → Theft/misuse prevention
- Unrestricted vehicle selection



- → Worldwide partner network
- Hotline and services in over 30 languages
- → Efficient resource utilization



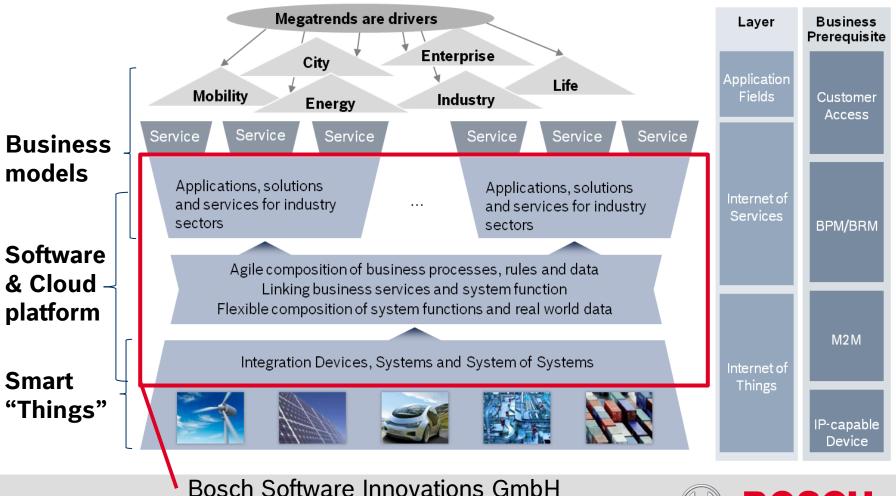
Example: Fleet Management Services



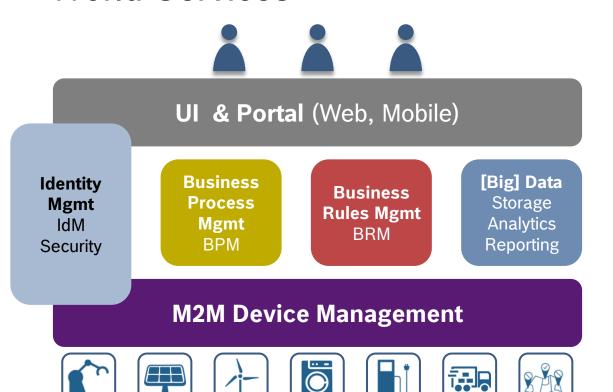




Bosch is active on three levels in the IoT



The Bosch IoT Suite: Software for Connected World Services



One IoT platform for all domains:

Smart Mobility Smart Home Smart Energy Smart Industry Smart City





Challenge: Will the user have enough choices and control of "his" data usage?

Owner has or gets	Smart Phone	Smart "Thing"
Choice of Device	✓	✓
Choice of "Operating System"	✓	?
Choice of Telco service provider	✓	?
Choice of "Apps" from different sources	✓	?
Choice of business services / providers	✓	?
Only explicitly agreed SW updates	✓	?
Only explicitly agreed data usage	√?	?
Monitoring of privacy	√* ?	?

*Example: www.cluefulapp.com



Requirements for widely accepted, successful IoT solutions

Technology

safety, security and reliability of hardware, software and services

Common Platforms

- open standards as basis for flexible, individual business solutions
- flexibility and ease-of-use for all involved stakeholders

Business Ethics and Legal Regulations

- trustworthy handling of data
- → respect for individual's privacy
- transparency and choices for customers regarding services and usage of data

