

Your Speaker

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Company Overview

Local teams with global reach



Our Hitachi Solutions Team

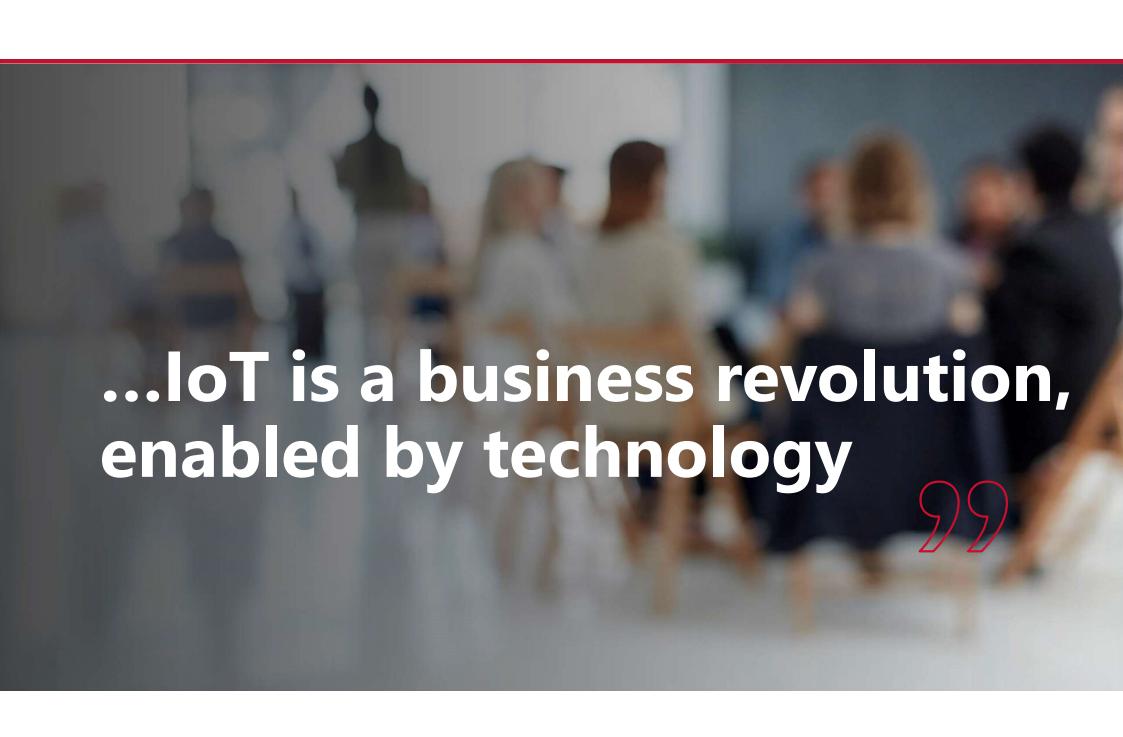


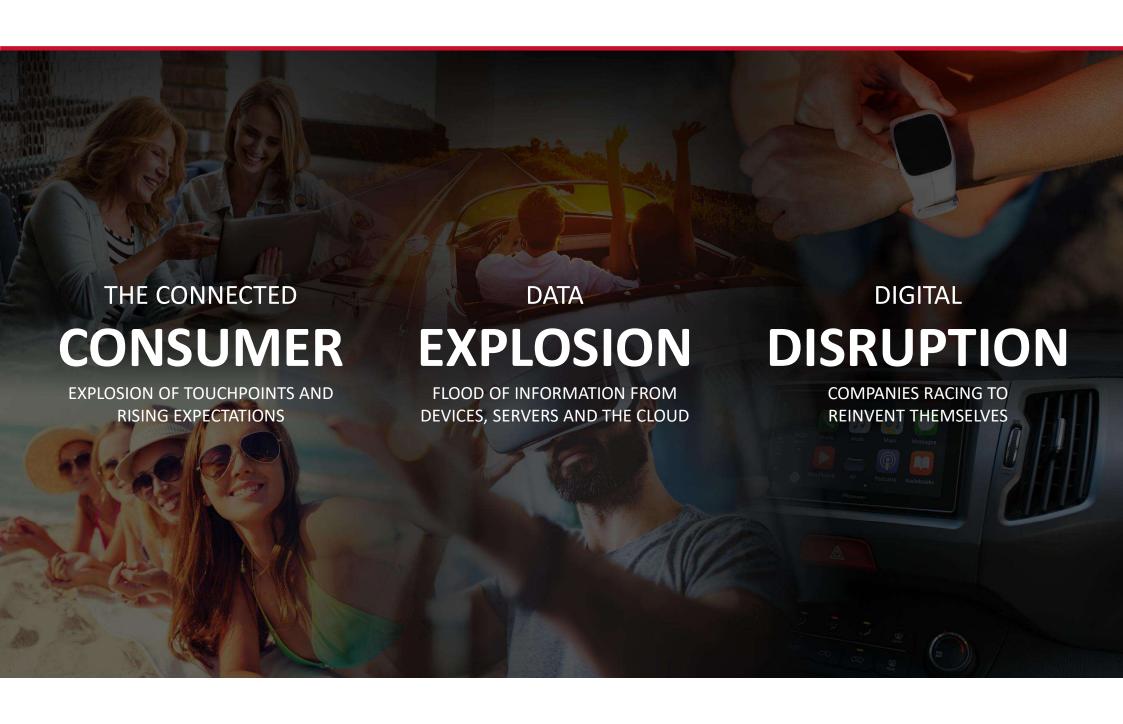
Our Capabilities

Provide a unique combination of industry expertise and Dynamics product knowledge









What do you think?

Insights from the 2017/8 Internet of Things in Housing Market Intelligence Report



Important or Very Important

31%

Under Consideration or Yes

53%

Some or Good Understanding

41%

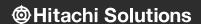
Within the next 24 Months

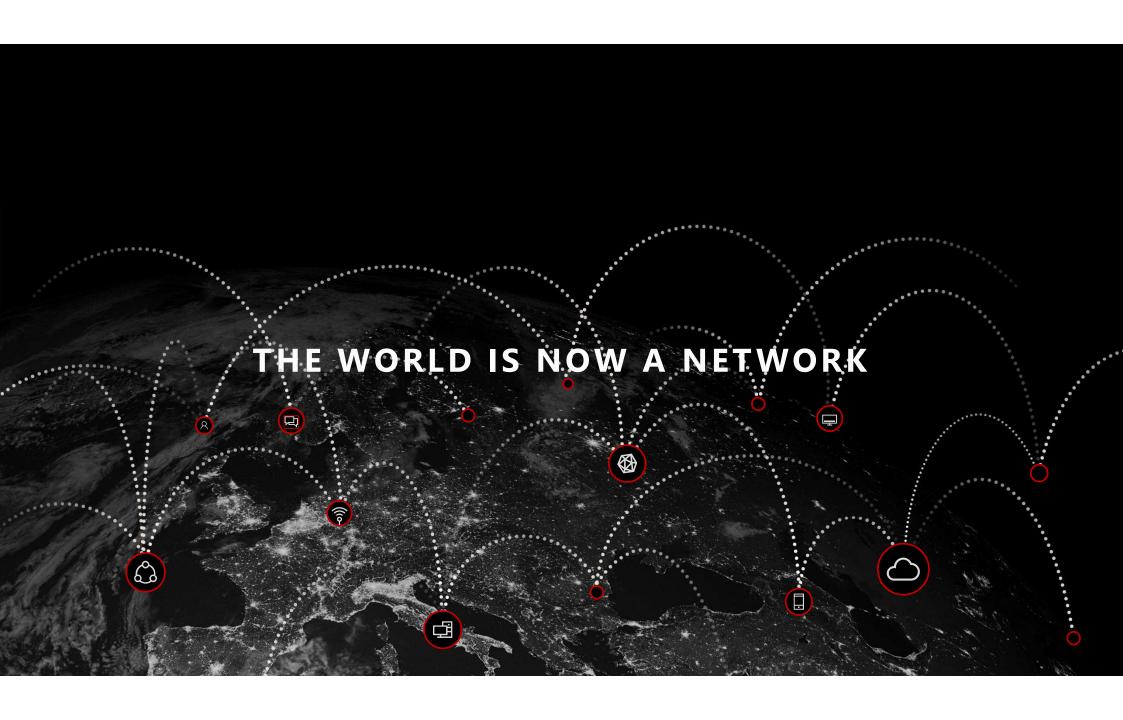
Importance of IoT
To a HA's Overall Strategy

Existing IoT Strategies

Senior Executive Understanding of IoT

Timescale for Deploying IoT Devices



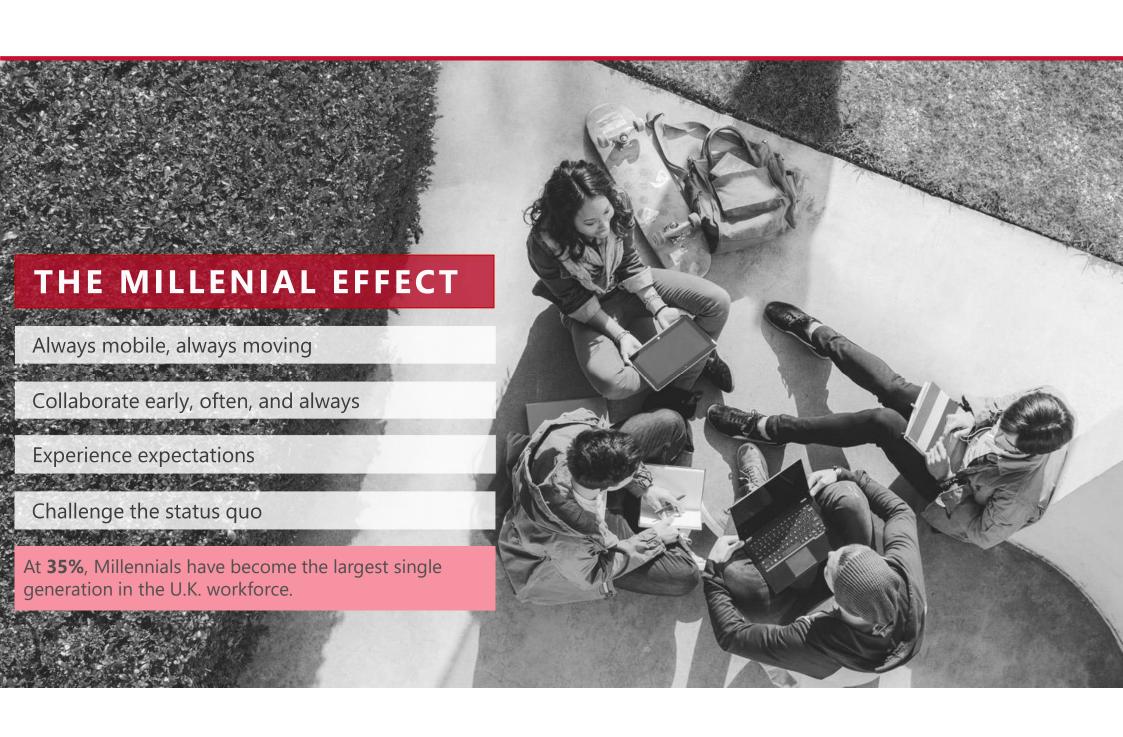




CUSTOMERS
SCARCE INFORMATION
SILOED PRODUCTIVITY
WORK-LIFE BALANCE
OPTIMISATION

BRAND AMBASSADORS
ACCESSIBLE INSIGHTS
COLLECTIVE VALUE CREATION
WORK-LIFE ALIGNMENT
EXPANSION





Why now?

Build Things



30B connected devices by 2020

Control **Anything**



£1.15M

average increase in operating income for digitally transformed enterprises

Gain Insights



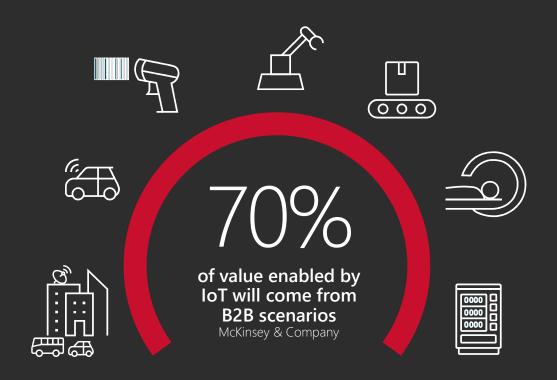
10% of the data on earth will come from IoT by 2020 Take **Action**



£7.65B
market for business
process automation
tools by 2020

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Internet of Things opportunity



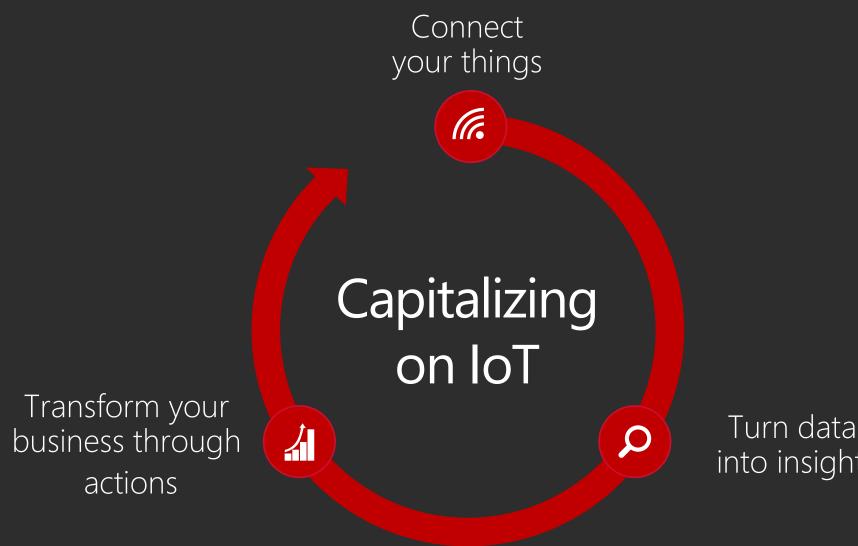
180 zettabytes

digital data by 2025

\$1.3T

Market for IoT by 2020
—IDC



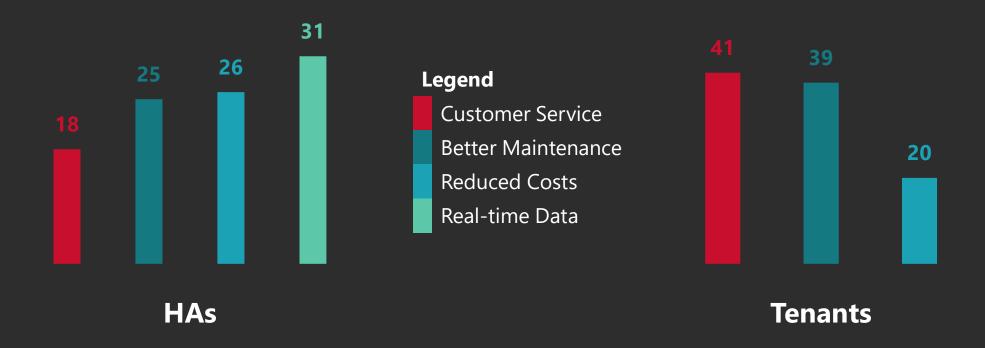


into insights

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IoT Benefits to HAs and Tenants

Insights from the 2017/8 Internet of Things in Housing Market Intelligence Report



Waves of Innovation

Cloud

Globally available, unlimited compute resources

IoT

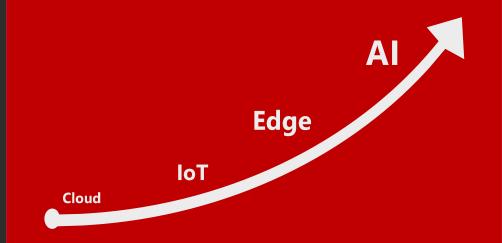
Harnessing signals from sensors and devices, managed centrally by the cloud

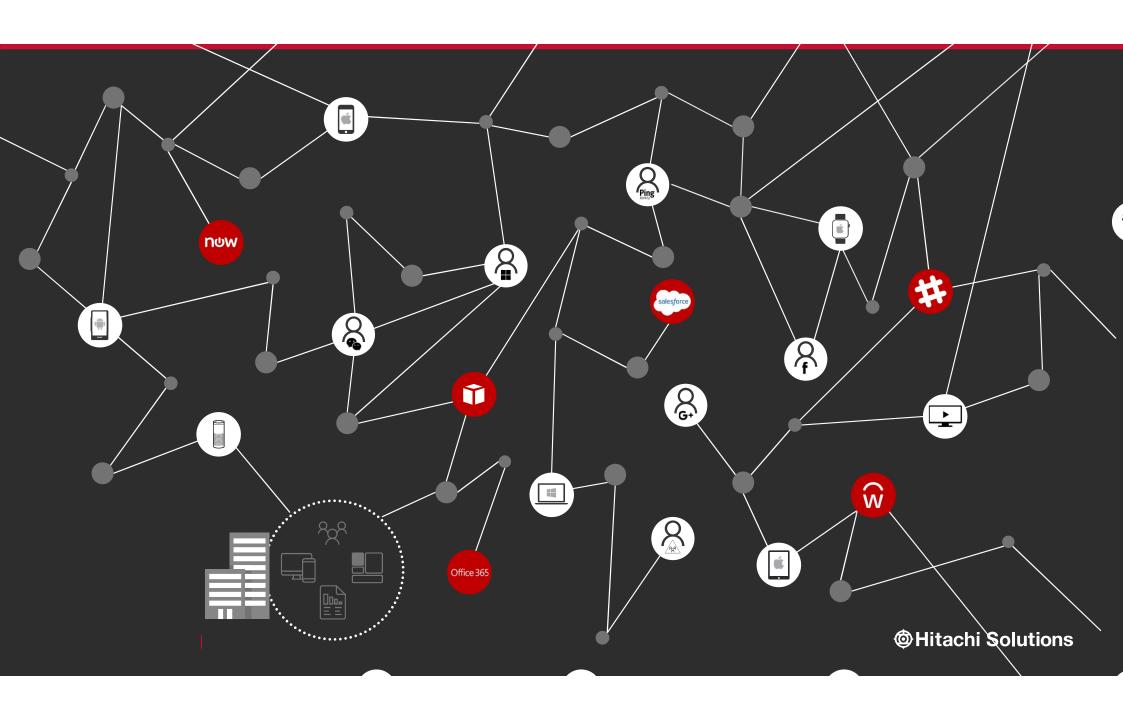
Edge

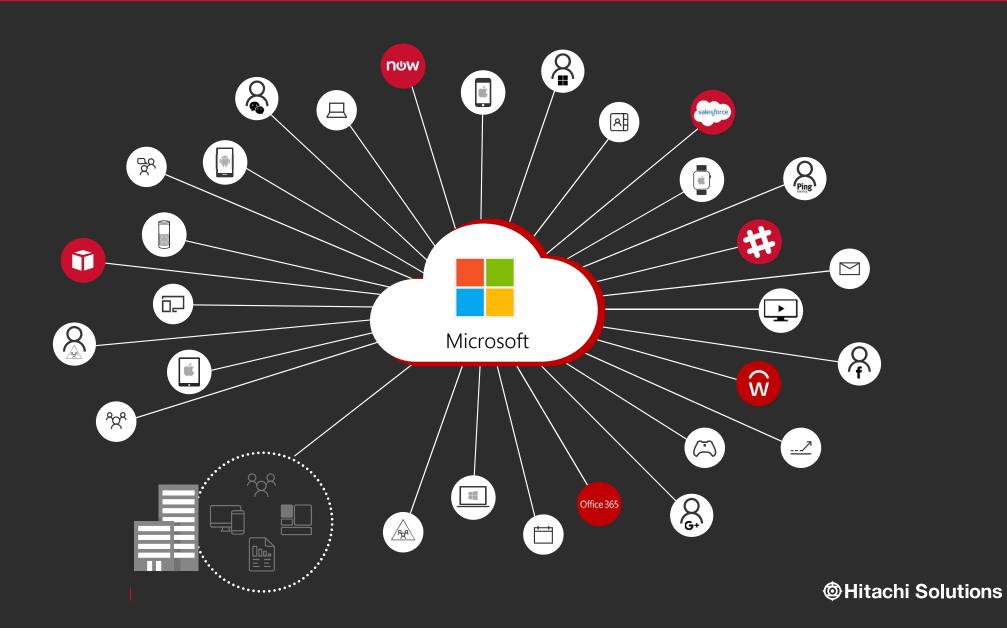
Intelligence offloaded from the cloud to IoT devices

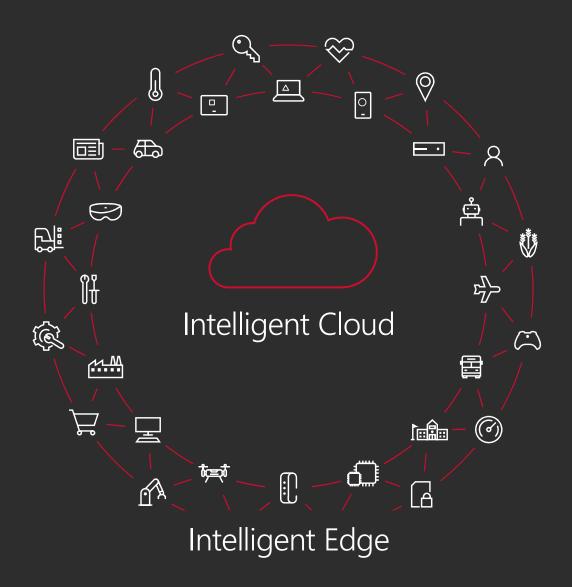
AI

Breakthrough intelligence capabilities, in the cloud and at the edge



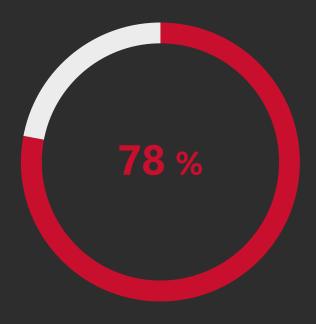






IoT Integration With Business Applications

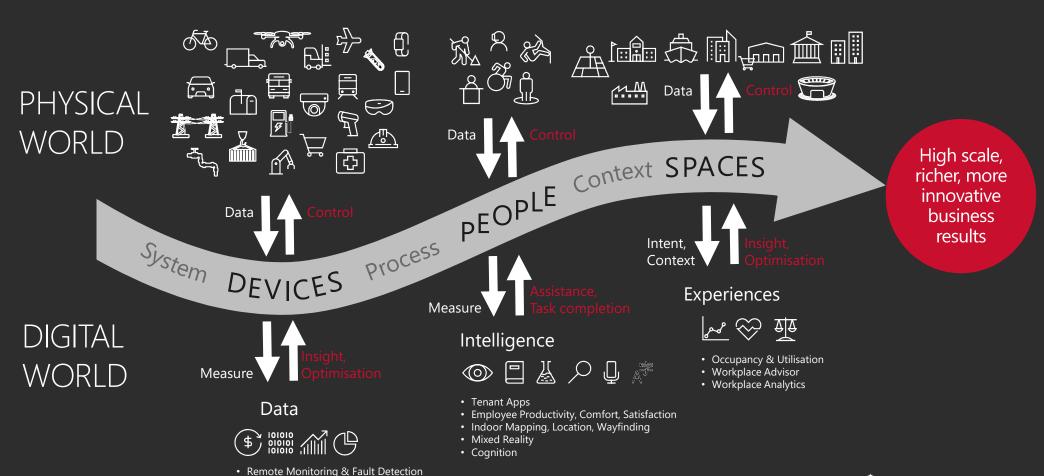
Insights from the 2017/8 Internet of Things in Housing Market Intelligence Report



Important or Very Important

Digital Twins: Fusing physical and digital

Predictive Maintenance



A History of Digital Twins

R&D & ENGINEERING

MANUFACTURING OPERATIONS, SERVICES

NEW SERVICES DRIVEN BUSINESS MODELS

- Powerful modeling and analysis
- R&D and engineering focus

- Digital design, virtual assembly, and simulation
- 3D printing mainstream

- Unified physical and virtual data
- Rapid feedback across design, manufacturing, and operations

- Humans and device collaboration
- Spatial awareness and intelligence
- Mixed Reality experience















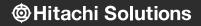
Remote Monitoring Predictive Maintenance

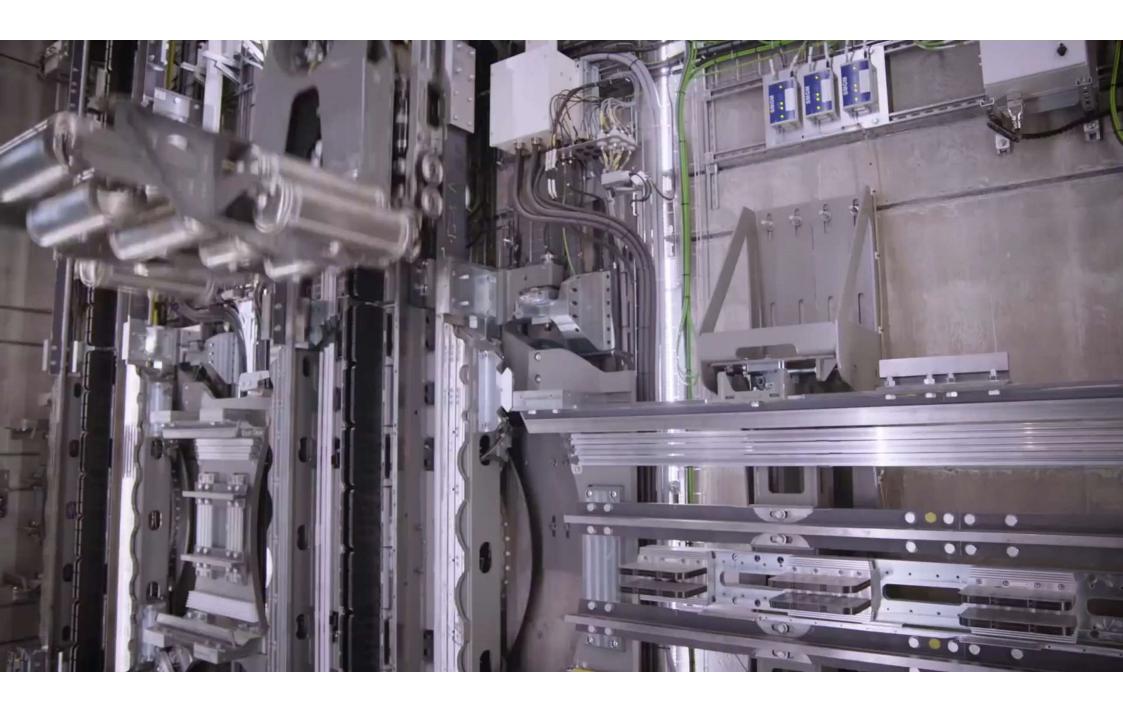






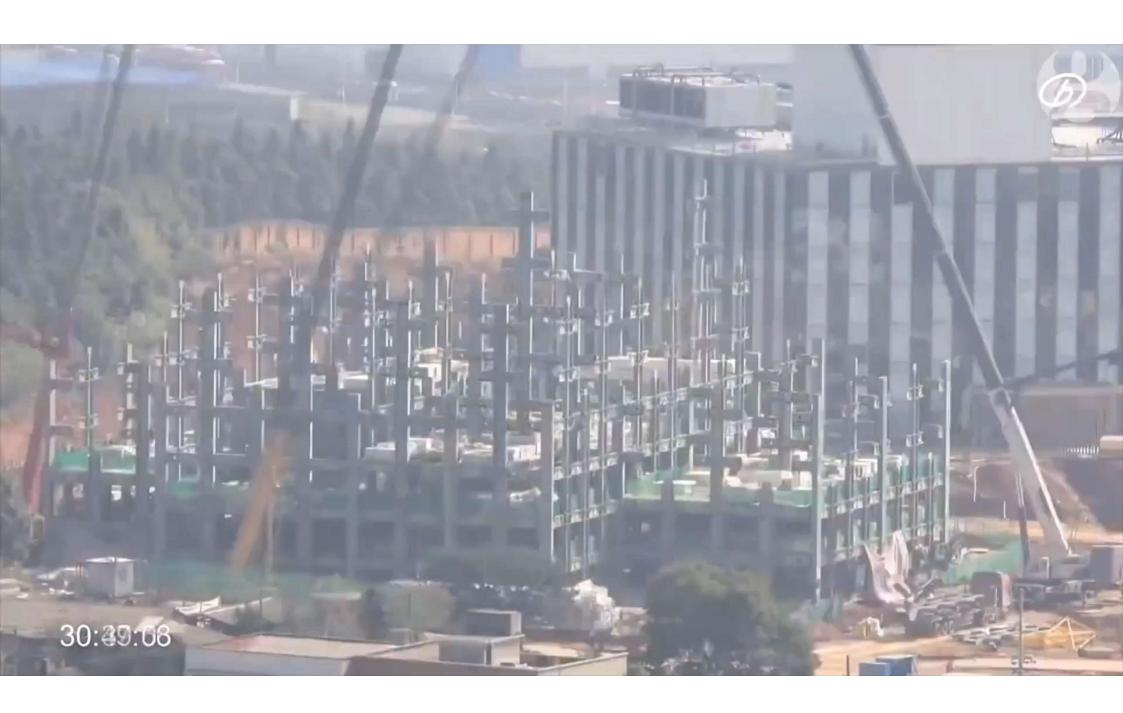
Enable any organisation to create digital feedback loops for all aspects of their business





Innovation at work – real IoT use cases

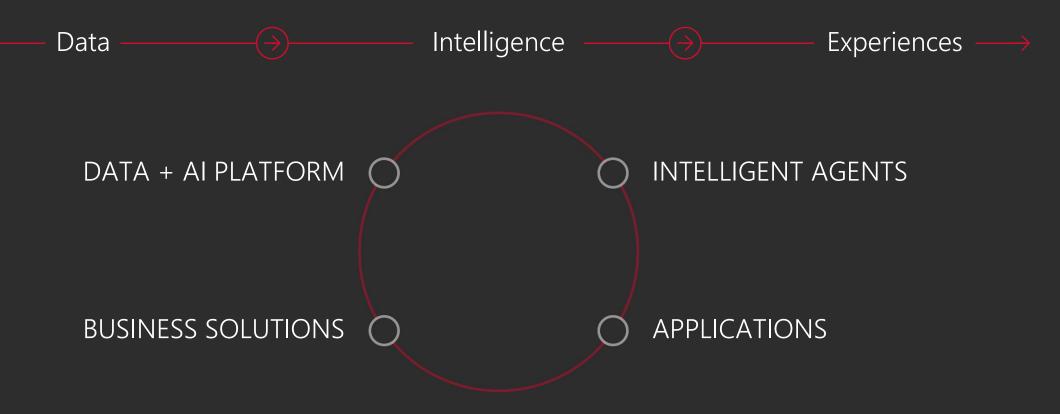




Enabling the Future



The Platform of the Future



Infrastructure



T in Housing

- Advice & Support
- ASB & Enforcement
- Billings & Ollections
 - Change of Circumstances
- Contract Management
- Defects & Stock Condition Survey
- Fixed Assets & Inventory Manage Int
- lealth, Safety, & Accessibility
- Key/Fob Management
- Repairs & Planned Main snance
- Tenant Self-Service
- Tenant Visits & Inspections

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IoT in Housing

The Stats



House Visits

Reduction of 50 visits a month @ £100 a visit £60k saving per year

Major Repairs

Current cost £3000 per year Reduction of 5% to £2850 Assumed 20,000 properties £3,000,000 saving per year

IoT Ready or Not!?



IoT is here!

Own
it and
inspire
the next.



Chateau Steve

The Hitachi Solutions IoT House





