Dr. Ted Myers
Co-founder and CTO, Ingenu

Getting “Things” Started: From Inception to Internet of Things
About Us

Pioneers in delivering connectivity exclusively to machines

Headquarters
San Diego, CA

Founded
March 2008

Employees
~125

Intellectual Property
32 Unique Patents

Global
Operating in over 20 countries

Key Customers

University of California, Irvine Calit2 IoTGo
Inventing an IoT Network

• Determined market need
  • Affordable connectivity for machines
• Defined system attributes
  • Developed IP
  • Patent protection
• Initial fundraising
• Engaged first customers
Growing the Business

- Continued R&D on technology stack
- Engaged high-profile partners and customers
- Influential CEO and BOD appointments
- Increased resources to accommodate growth
- Additional fundraising
- Entry into new market segments
Owning the IoT

• Mature customer set
• Global expansion
• Strategic shift from private networks to Machine Network and Global Licensing
• Visionary management team
• Significant revenue growth
• Established company as leading M2M/IoT communications network
Leveraging Resources - IoT Go

- Mentorship
- Collaboration on ideas and business strategies
- Academic endorsement of technology
- Engage local student community
- Grow ecosystem of partners
- Exposure to funding
Thank you

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