WELCOME

IoTGO Investor Forum
20 June 2016
IoTGO
Investor Forum

- Accelerator specifically targeting IoT Startups

- Unique
  - Plan
  - Location
  - Relationships

- Need your Help and Participation
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<td>13:00</td>
<td>Welcome</td>
<td>Von Cameron</td>
<td>Practics</td>
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<td>13:05</td>
<td>IoT Go Vision</td>
<td>Dr. G.P. Li</td>
<td>CalIT2</td>
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<td>13:30</td>
<td>IoT Go Overview</td>
<td>Von Cameron</td>
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<td>13:45</td>
<td>Distribution &amp; Monetization - &quot;IoT a vision of profit&quot;</td>
<td>Daniel Walpole</td>
<td>Verizon</td>
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<td>Market Makers: Accelerate your IoT Business with Connected Holdings</td>
<td>Eric Collins</td>
<td>Connected Holdings</td>
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<td>15:00</td>
<td>Things are People Too!</td>
<td>Jim Hunter</td>
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<td>IoT in Enterprise and Industrial</td>
<td>Alok Batra</td>
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<td>Getting Things Started</td>
<td>Dr. Ted Myers</td>
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<td>16:45</td>
<td>IoT Investment</td>
<td>Mehul Merchant</td>
<td>4Gwireless</td>
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<td>R. Jayakrishnan</td>
<td>UCI Inst. of Transportation studies</td>
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<td>Startup</td>
<td>Mark Bachman</td>
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<td>17:30</td>
<td>Q&amp;A/Survey/Wrap-Up</td>
<td>Panel</td>
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IoT is Big ... and getting bigger!

- Driverless cars will save $1.3T annually in the US and $5.6T worldwide - *Morgan Stanley*
- The number of cars Internet connected will grow more than 6X to over 150M - *IHS Automotive*
- Consumer M2M will top 7B in 2023, over $700B in annual revenue - *Machina Research*
- Over 100M Internet connected Light Bulbs worldwide by 2020 - *On World*

Over $14 Trillion “Up for Grabs” - *Cisco*

- Smart Meters will grow to over 1.1B in 2022 - *Navigant Research*
The Problem ...

IoT Startups Face Many Challenges

- Differentiation
- Practical Need
- Marketability
- Profitability

X

$
IoT Go - A hub to monetize IoT solutions into the ecosystem

Our Approach...

We want to feed the ecosystem giants things they can eat.
IoT Go - A hub to monetize IoT ideas and solutions into the ecosystem

• We do this in three ways:
  • Intake and Pipeline Development
  • Foundation Building and Acceleration
  • Ecosystem Exposure and Go-To-Market
Intake and Pipeline Development

• Criteria
  1. Good idea and Minimum Viable Product (MVP)
  2. Strength of business model
  3. Strength of market
  4. Scalability

• Look to develop startup pipeline locally and through ecosystem

An IoT “Shark Tank” ... of sorts
Foundation Building and Acceleration

- Depending on maturity each company will have a thorough evaluation with improvement plans for:
  - Business Model
  - Product
  - Customer Segmentation/Sales
  - Market/Message

Refine under fire
Our Approach ... *Exposure*

**Ecosystem Exposure and Go-To-Market**

- **IoTGo’s Strength and Focus:**
  - Pitches & Refinement
  - Business Modeling
  - Walk-throughs
  - Tests & Trials

*Reaching escape velocity*
Our work will create a wealth of knowledge supporting the industry as a whole

• Market Statistics & Research
• R&D
• Post Release Reporting
Six ways to participate:

- Investor
- Channel/Partner
- Sponsor
- Customer
- Mentor

Partnership Participation...
Six ways to participate:

- Provide funds to IoT Go
- Participate in growth & execution
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- Reseller/Broker
- Infrastructure tools and support
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- Corporate “buddy system”
- Vetter/Evaluator
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- Buy technology for new market
- Additive “pieces” to portfolio

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Six ways to participate:

- Partnership Participation ...

• Provide funds to IoT Go
• Participate in growth & execution

• Financial Support
• Branding

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Six ways to participate:

- Provide funds to IoT Go
- Participate in growth & execution

- Financial Support
- Branding

- Buy technology for new market
- Additive “pieces” to portfolio

- Corporate “buddy system”
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- IoT Ideas & Products
- Business support

- Reseller/Broker
- Infrastructure tools and support
Choose how you would like to participate

• Take the survey:
  https://www.surveymonkey.com/r/MTS3H8S

• Choose as many as you wish

• We will provide the prospectus and offering information by the end of the summer

Let’s Go!
THANK YOU
For more information, please contact
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