

Things are changing in IoT

Five lessons to learn about the Internet of Things

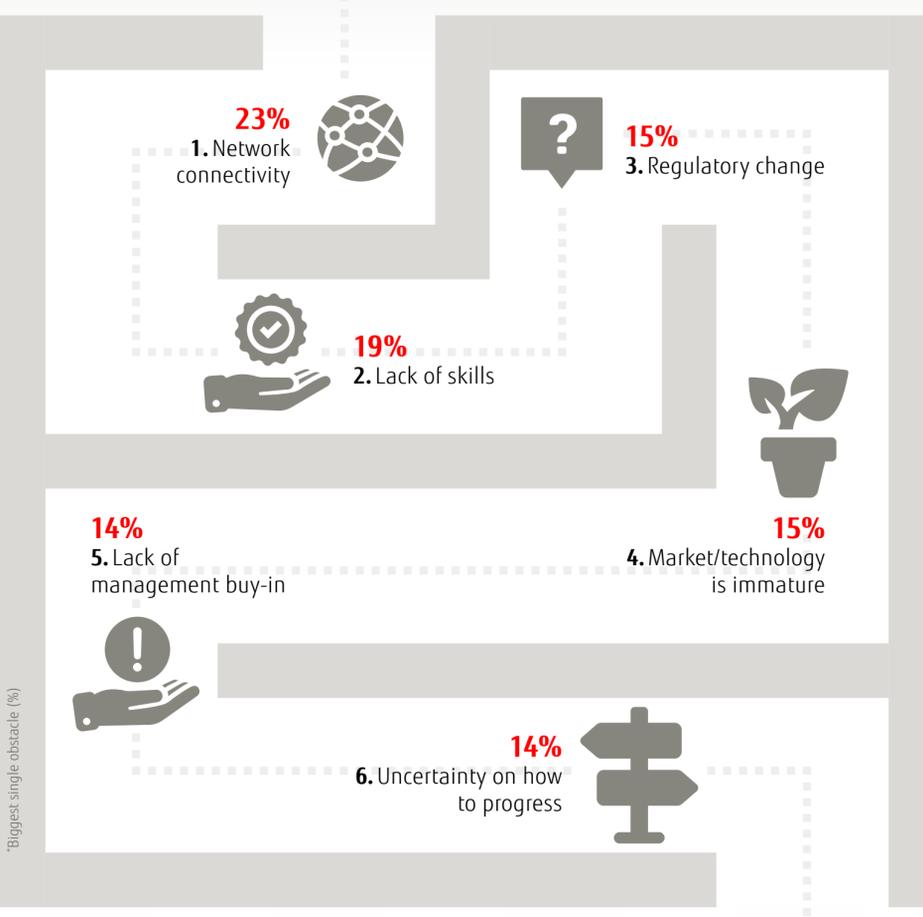
1 IoT is NOT a 'next-generation' technology

When we asked about IoT maturity at their Organizations, almost **three in four** said it is either **delivering results** or **operational in some areas**



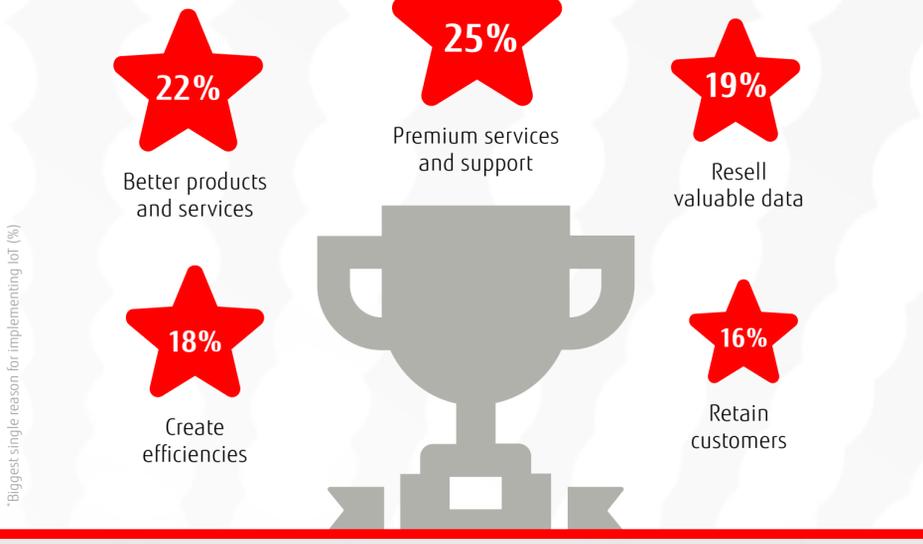
2 There are 6 big obstacles to IoT success

Ideas of what will be the biggest challenges to triumphing in IoT show a fairly equal spread across several factors from networks to confusion on what to do next



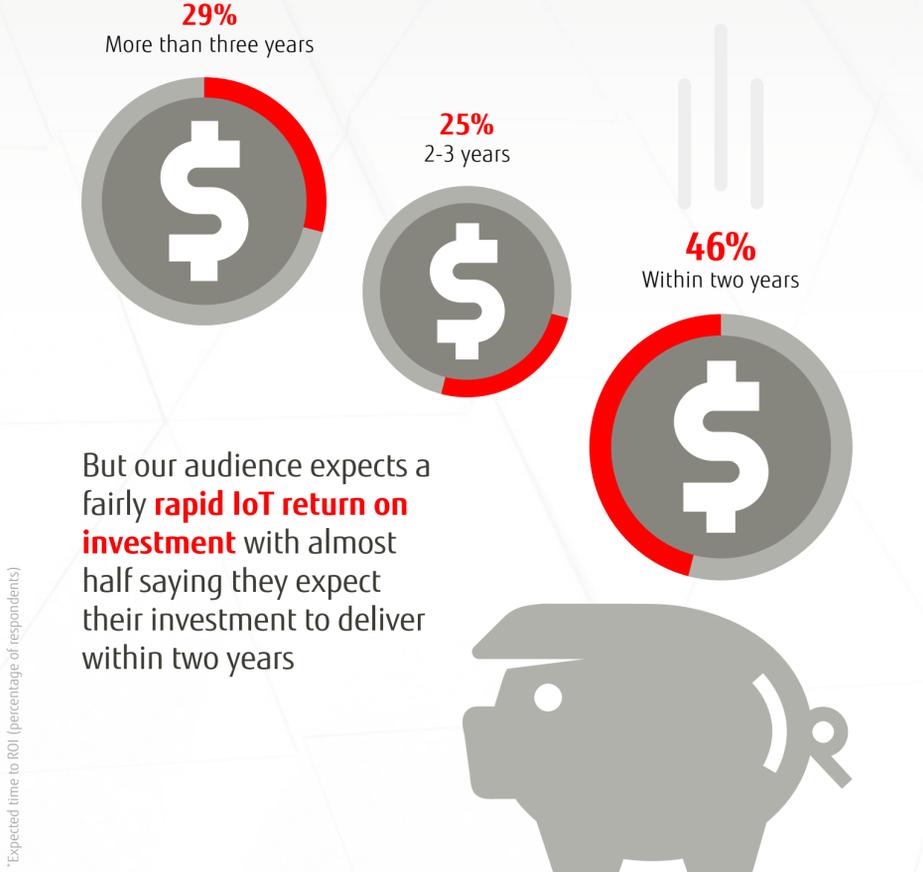
3 There are many potential pay-offs from IoT investments

Sometimes IoT is presented as a way to automate service or else as a means to enhance customer service. But our survey suggests **there are more prizes to be won...**



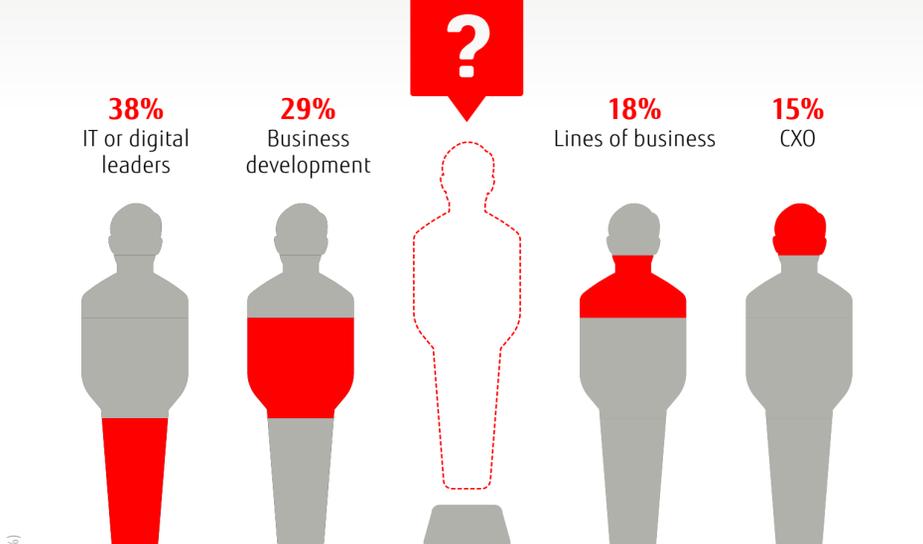
4 ROI may be faster than you expect

Many large projects such as ERP once required multiple years before payback was delivered



5 Leadership of IoT projects is up for grabs

Will CIOs and CDOs end up leading IoT projects or might responsibility swing to others?



Our survey suggests a degree of uncertainty—might the result be interdisciplinary teams and split leadership roles?

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