



IoT in Action:

Together we're turning ideas into reality

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Our purpose is as simple as it is ambitious:
.... to use the power of communications to make a better world.



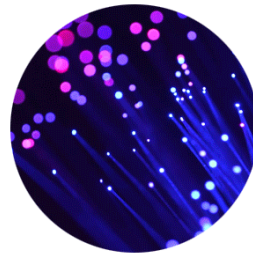
We're the largest provider of consumer fixed-line voice and broadband services in the UK



We're the UK's largest mobile network operator



We're the second largest pay-TV sports broadcaster in the UK



We're helping 12 million homes and businesses go ultrafast by 2020.



We are committed to improving every aspect of the customer experience.



We provide ICT services to 5,500 multinational companies in 180 countries

Our assets, capabilities and expertise are helping to turn customer demand into end to end solutions

Our Customer's are asking BT to help them develop IoT solutions

Network Investments:

- Building on BT's 'best network' leadership
- Commercialisation of low power - LoRA and NB-IoT
- Leadership aspirations on 5G

Open Ecosystems

- IoT platform capability
- Data interoperability
- Promoting open standards (Hypercat)
- 2,500 security experts around the world
- Ecosystem of partners

Inside Out Strategy

- IoT in data centres
- Pelipods
- Smart buildings
- EE retail outlets
- Cable drum tracking
- Fleet telematics
- ...and more.

Targeted End to End solutions benefiting our customers' operations and business models

BT is Global IoT Partner for Hitachi Vantara in Industrial IoT and M2M

This global partnership allows BT and Hitachi to co-create innovative solutions in the Industry 4.0 space – with an initial focus on developing intelligent asset and predictive maintenance solutions.

Combining

Hitachi's Lumada Platform

+

BT Infrastructure

Predictive Analytics for Industrial Transformation

Real time predictive analytics identifies potential defective equipment

Advanced algorithms predict failures and optimises processes



Single data lake to aggregate data silos for analysis & modelling

Real Time collection of measurable data to apply machine learning and AI

- Secure **global multipoint connections** for industrial data with **guaranteed performance**
- **Dedicated private cloud services** that can integrate with existing IT systems and public clouds for sensitive industrial data
- Securing all endpoints of a solution from security threats, cyber attacks
- **End-to-end management** of both data centres and networks

Key Customer Benefits

- Easily and securely connect assets
- Address equipment failures as they occur and perform condition-based maintenance
- Convert raw machine data into meaningful, coherent and actionable insights for employees.



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