

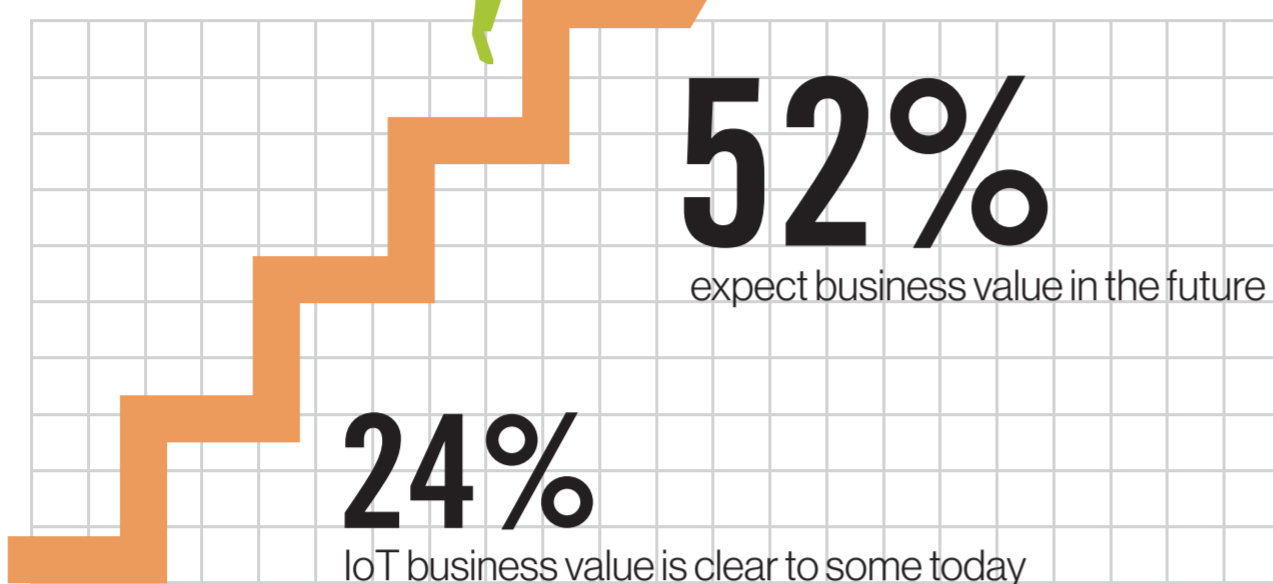
TOP THREE ELEMENTS

of Internet of Things Success

From the **MIT Sloan Management Review** report
 "Data Sharing and Analytics Drive Success With IoT", September 2016.

ORGANIZATIONS EXPECT IOT TO HAVE VALUE TO THEM...

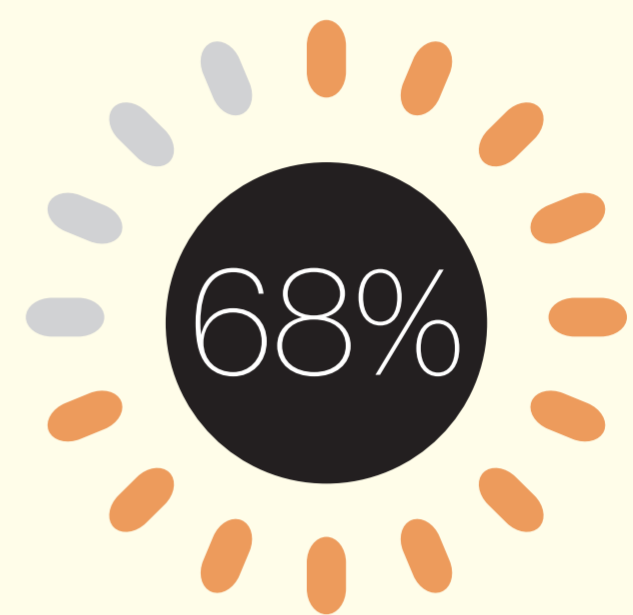
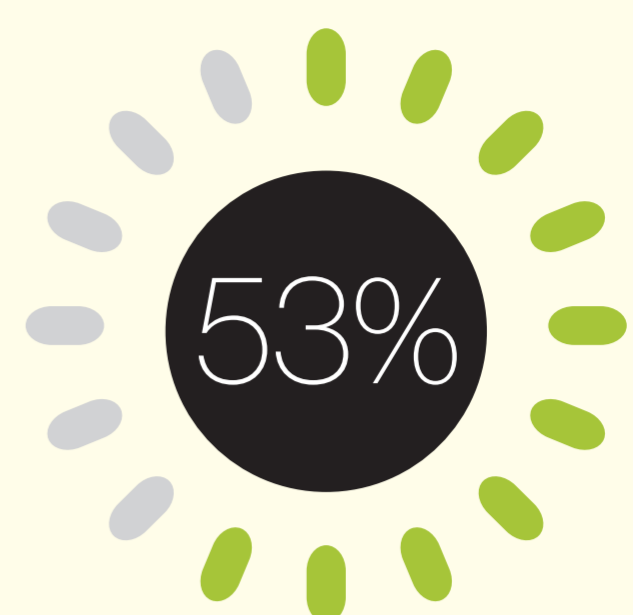
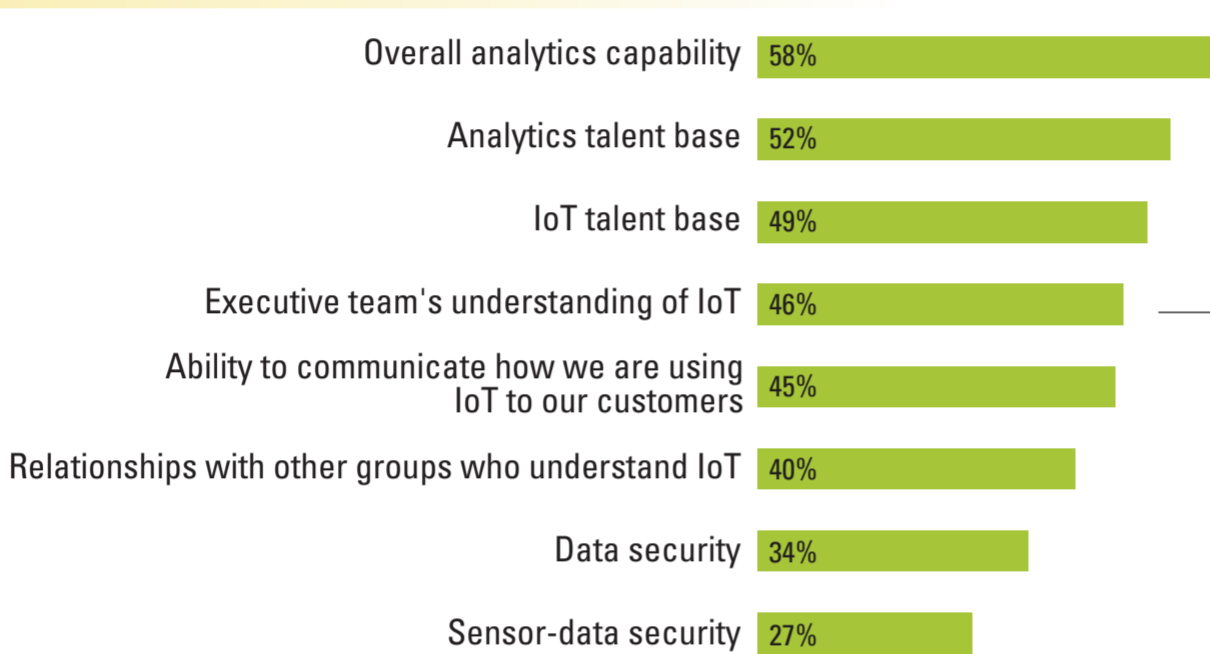
Percentage believing that IoT creates value



...BUT STILL NEED TO IMPROVE ON CERTAIN CAPABILITIES

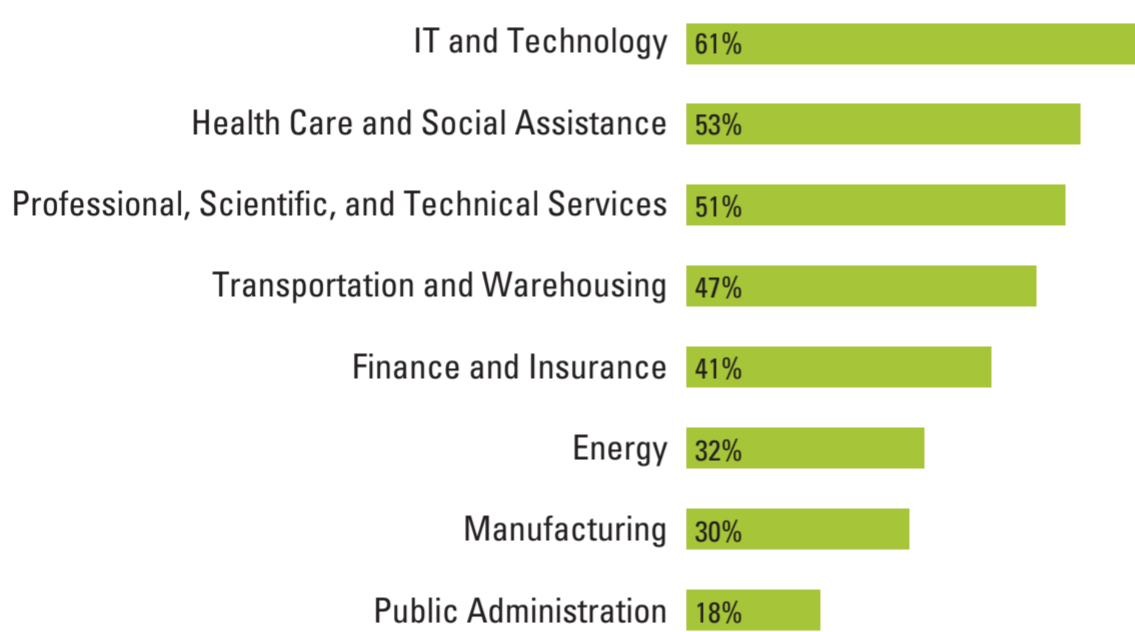
Analytics, talent and data sharing are top capabilities needed.

Percentage of organizations reporting they need to improve the following capabilities in order to take advantage of IoT



Tech and health care lead the way in ability manage and govern data.

Percentage of respondents actively working on an IoT project with good or excellent ability to manage and govern data, by industry



THOSE ORGANIZATIONS WITH ANALYTICAL CAPABILITIES THAT ARE GOOD OR EXCELLENT ARE MORE THAN TWO TIMES MORE LIKELY TO BE ABLE TO MEASURE THE RETURN ON THEIR IOT INVESTMENTS



TALENT

49% need to improve their IoT talent base in order to take advantage of IoT

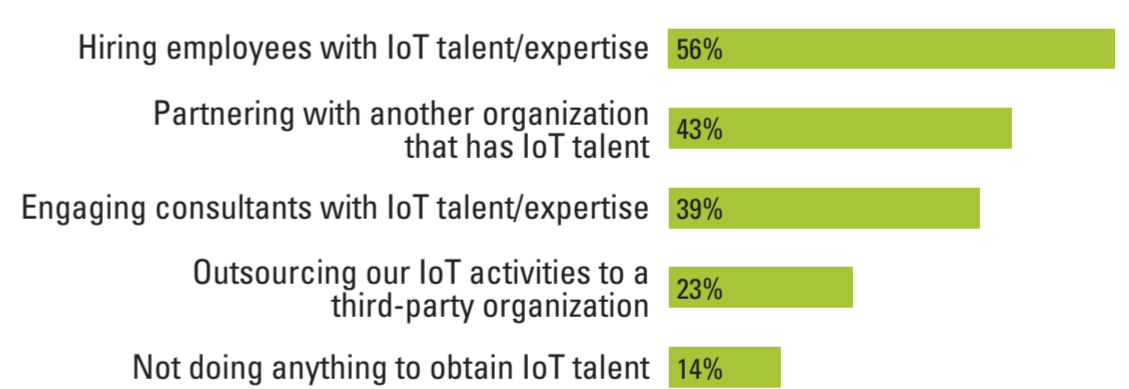


only a few can measure their ROI without good analytical skills



ORGANIZATIONS ARE SOURCING IOT EXPERTISE IN NUMEROUS WAYS.

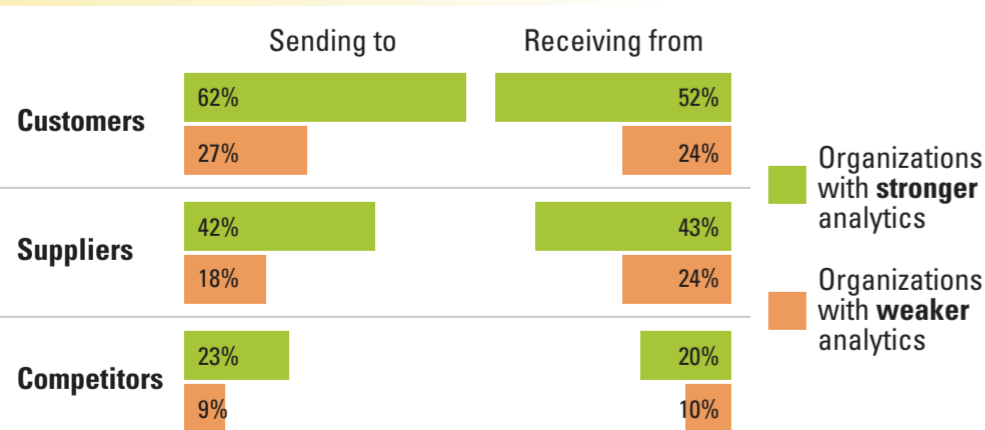
Percentage of organizations reporting that they use the following methods to access IoT talent



DATA SHARING

COMPANIES THAT HAVE NO TROUBLE GETTING VALUE FROM IOT CAN POINT TO DATA SHARING AS AN IMPORTANT ELEMENT.

Percentage of organizations that report sharing data



OF THOSE WHO ARE ACTIVELY WORKING ON IOT PROJECTS COLLECT DATA FROM AND/OR SEND DATA TO THEIR CUSTOMERS, SUPPLIERS, OR COMPETITORS.

MANAGING CONNECTED DEVICES

also means managing new kinds of relationships with important stakeholders. Systems of systems interact to produce higher value to customers and organizations.

Percentage of organizations sending data to or receiving data from others



TO READ THE FULL REPORT, VISIT MITSMR.COM/MITSMRREPORT

Sources: All figures are drawn from the MIT Sloan Management Review 2016 research study, "Data Sharing and Analytics Drive Success With IoT: Creating Business Value With the Internet of Things." The study found that creating business value from the Internet of Things is strongly associated with sharing data with other organizations, including competitors. It also found that companies with strong analytics capabilities are three times more likely to get value from the Internet of Things than are those with weaker analytics capabilities. And, that access to IoT talent is also a predictor of value creation with IoT.

MIT Sloan Management Review

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