

Orchestrating Intelligence: Beyond Connectivity in the Age of IoT and AI

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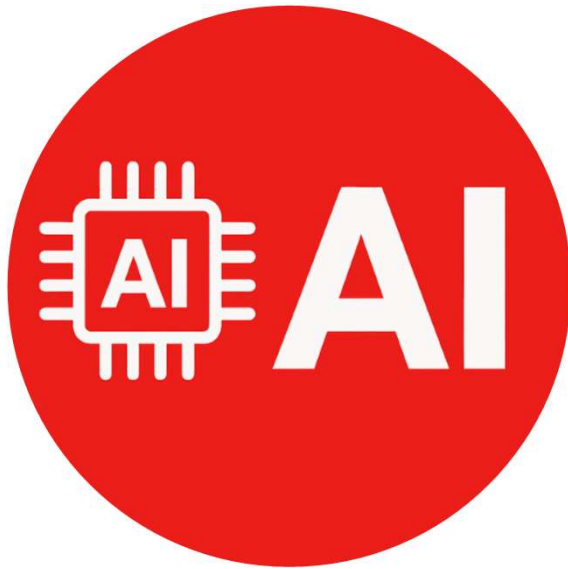
IoT is at an inflection point

New Communication Technologies offer new features to enable IoT applications

- **Low-Power Networks** (5G SA, 5G Advance/5.5G, 5G RedCap)
- **Non-Terrestrial Networks** (NTN)
- **Connectivity Availability and Management** (Multi-IMSI, eSIM, SGP.32, Connectivity Orchestration, Multi-Network Management)
- **Private Networks**
- **Next-gen networks** (WiFi7, 6G)



AI can multiply what IoT can do



- **AIoT**
- **AI agents for IoT Management**
- **AIoT Platforms**
- **Federated Learning**

Infrastructure and Device innovation reinforce AI and IoT alliance

- Cloud & Edge Cloud
- Open APIs
- TinyML
- Cellular Integration
- Chiplets
- Low-Power Hardware
- Energy Harvesting



Regulation might be source of **Competitive Advantage** if engineered from the beginning



- **Data protection & Privacy** (Privacy by Design)
- **Data Sovereignty & Cross-Border flows** (Data policies fragmentation)
- **Cybersecurity & Safety** (EU Cyber Resilience Act, UK PSTI Act, US NIST IoT Baseline & US IoT Cybersecurity Improvement Act)
- **AI & Automation Governance** (EU AI Act, OECD AI Principles)
- **Localization** (EU NSI2)
- **Spectrum** (Spectrum Sharing, Private 5G and NTN licensing)
- **Sustainability & Circular Economy Rules** (EU Eco-Design & Right to Repair)

Customers expectations keep evolving with the new possibilities

- From Connectivity to **Outcomes**
- From Infrastructure to **Products**
- From CapEx to **Opex**
- Seamless **Scalability**



- **Industrial customers**
- **Large Campuses**

From Things to Intelligence:

As IoT and AI converge, connectivity becomes the foundation but intelligence becomes the differentiator

Thanks

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