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Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Oracle Internet of Things Cloud Service

Harish Gaur & Simon Nicholson
Senior Director
IOT Product Management
Oracle Cloud Platform

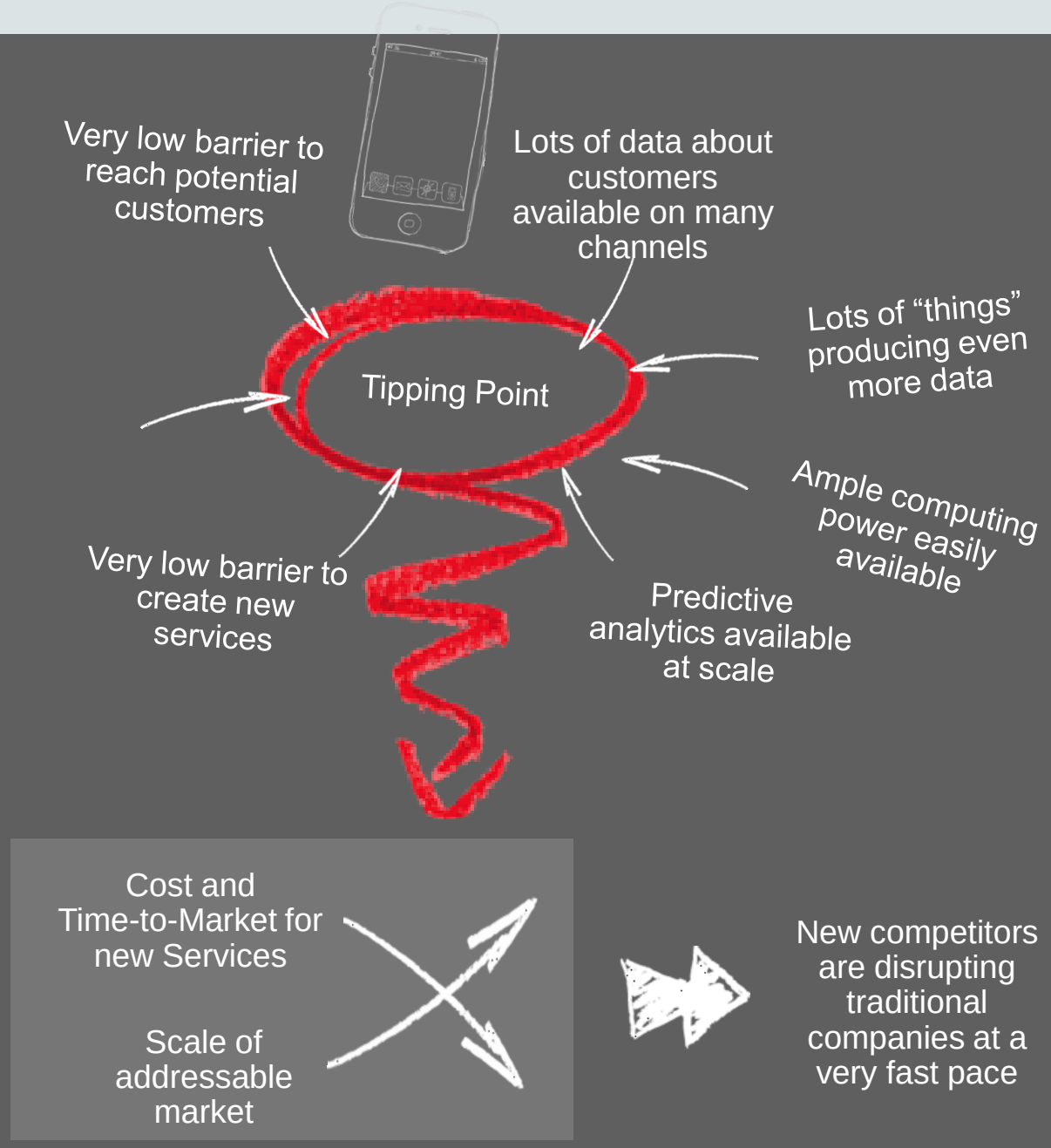
Raj Paul
VP of Automotive and Emerging Technologies
Lochbridge

ORACLE

AGENDA

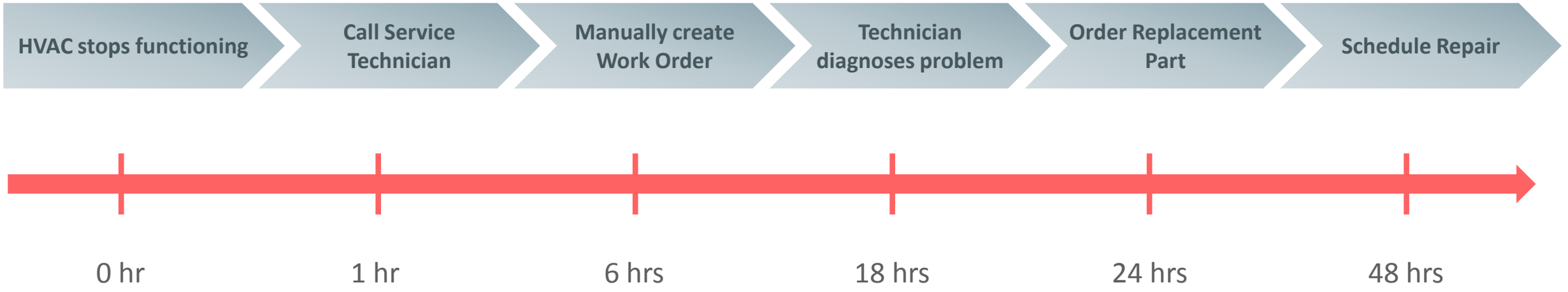
- Oracle IoT Strategy & Focus
- IoT Cloud Service Overview
- Solution Demo
- Partner Solution Overview
- Next steps

Industries are being disrupted

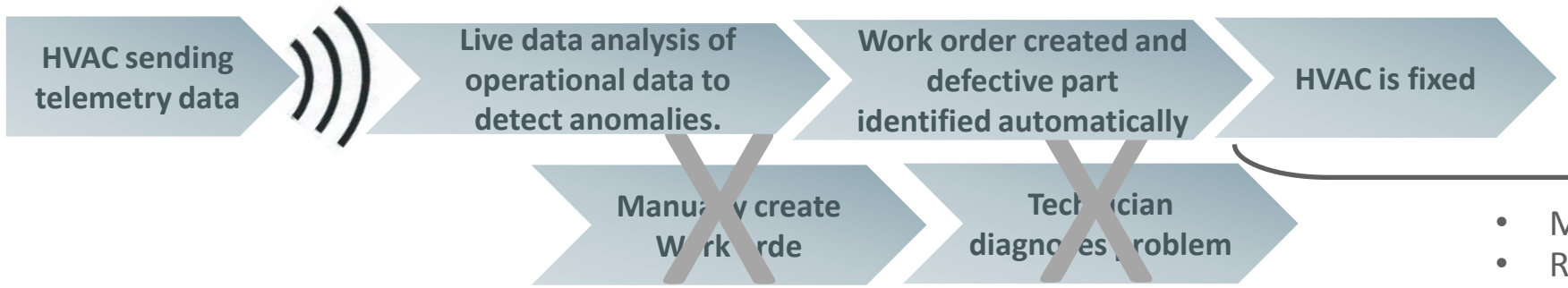


Internet of Things is Here (Everywhere)

Connected Assets
Example: Broken HVAC



With HVAC connected to Condition-Based Maintenance Application



- Minimize Response time
- Reduce Asset Downtime
- Immediate ROI

The OT-IT Disconnect

IoT Devices

Current processes

Manual Processing

Reactive Controls

Today, many conditions are manually detected, and then manually entered in the business applications

Business Applications

Manufacturing, Supply Chain, Asset Mgmt

Customer Relationship Mgmt, Sales, Service

Vertical Apps – Utilities, Healthcare, Retail

Monitor and Maintain Use Case

Problem to be solved

- Product performance and uptime
- Effective utilization of service resources (Cost of reacting to product failure)
- Unclear where to invest next

Benefits

- Improved MTBF
- Reduce service costs
- Develop new service revenue channels
- Increased understanding of future product requirements

Asset Tracking Use Case

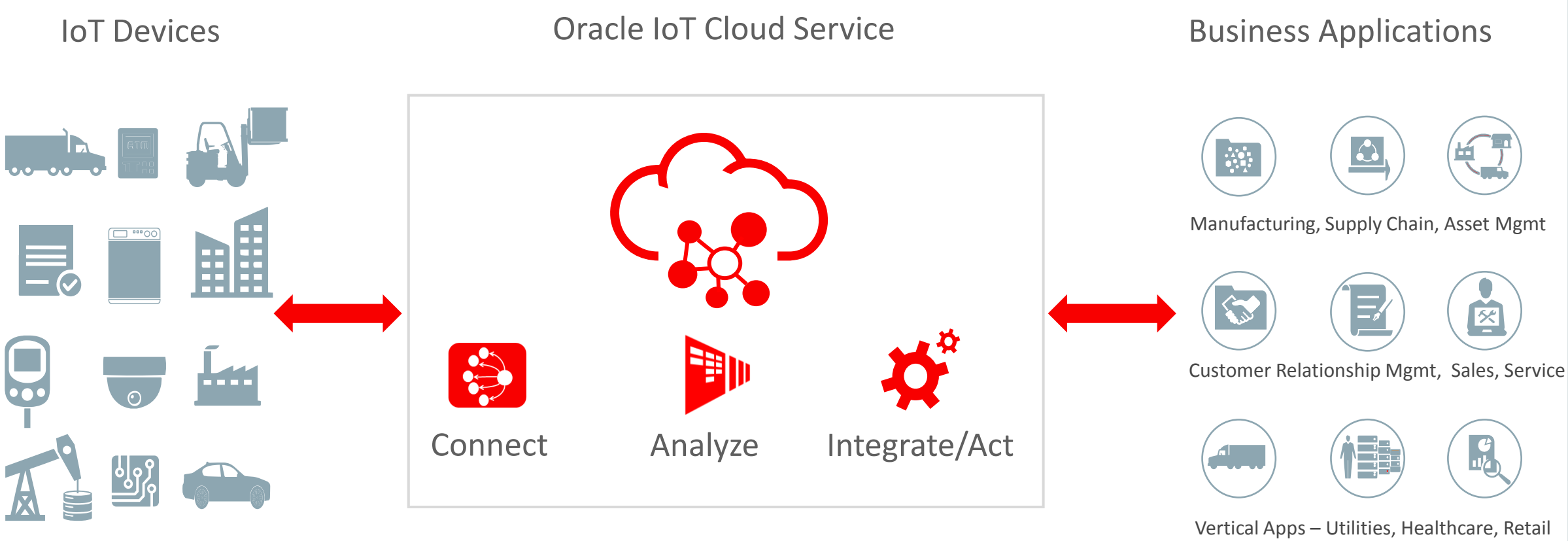
Problem to be solved

- Managing risk of service disruptions/delay from product failure
- Monetization not possible without product usage data
- Need to optimize route to ensure JIT delivery
- Reduce risk and costs of shipping high-value assets

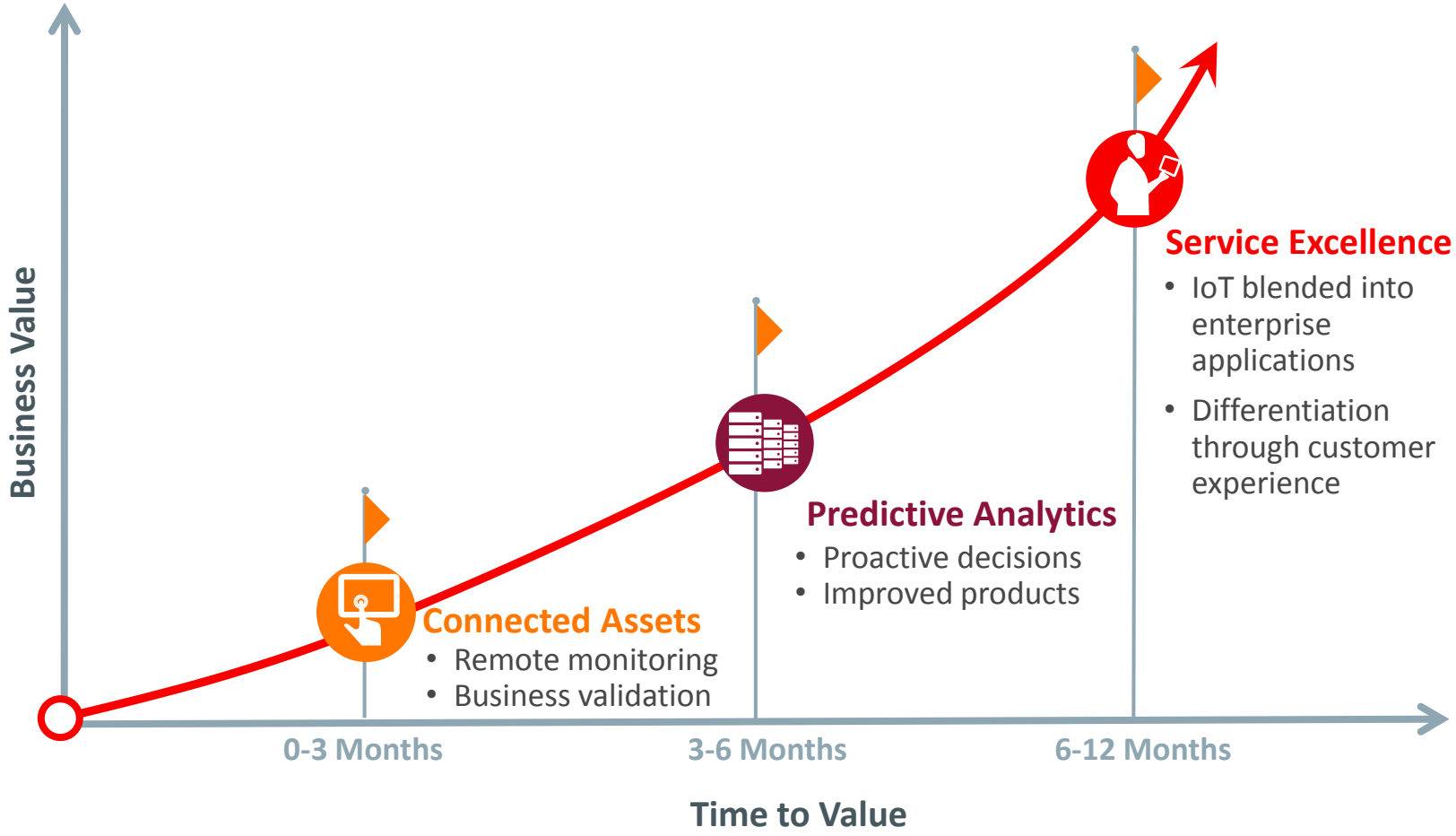
Benefits

- Know what, where, when: real-time issue resolution
- Live usage data to enable service billing and charging
- Preventative maintenance to reduce down-time
- Optimize field service and fleet management operations

Oracle Internet of Things Cloud Service



IoT Deployment Phases



IOT Cloud Service Features
Connect

Devices





IoT Cloud Service

Connect and Control IoT Devices

Device Virtualization	High Speed Messaging	Endpoint Management
Device as a Resource	Command & Control, Secure, Bi-directional & Reliable	Device Life Cycle
Flexible Topologies via Gateways & Protocol Adapters	Multiple Client Libraries	Security, Trusted Devices

Business Applications

ORACLE E-BUSINESS SUITE

ORACLE JD EDWARDS ENTERPRISEONE

ORACLE FUSION APPLICATIONS

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IOT Cloud Service Features
Analyze

Devices





IoT Cloud Service

BI Cloud Service

Business Applications

ORACLE E-BUSINESS SUITE

ORACLE JD EDWARDS ENTERPRISEONE

ORACLE FUSION APPLICATIONS

Enable rapid development of preventive and predictive analytics

Device Stream Management	Real-time Processing	Predictive Analytics
Message Historian, Time series store	Event Analysis, Stream Explorer	Business Intelligence, Big Data Discovery
Flexible queries, device metadata and events	Condition detection and Alerts Edge Processing	Composite events, Contextualization

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IOT Cloud Service Features
Integrate & Act

Devices





IoT Cloud Service

Mobile Cloud Service

Integration Cloud Service

Unleash the Value Through Optimized Business Processes

Better Customer Experience	Process Automation	Pre-built App Integration
Mobile Cloud Service, Multi-Channel Support	Flexible Connector framework, Message enrichment	EBS Asset Management, JD Edwards Condition based Maintenance, Rental mgmt
Integration with Sales and Service Cloud	Enterprise app integration using ICS	Asset tracking & Logistics

Business Applications

ORACLE E-BUSINESS SUITE

ORACLE SALES CLOUD

ORACLE JD EDWARDS ENTERPRISEONE

ORACLE SERVICE CLOUD

ORACLE FUSION APPLICATIONS

Remote Asset Monitoring Demo

Stacy
(Customer)

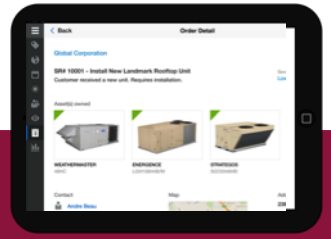
AA Power – Connected HVAC systems

Remote Monitoring Application using Oracle IOT Cloud Service

Outage and anomaly detection

Bill
(AA Power Service Dept)

Mobile App to remotely monitor and control equipment



Service Tickets and Customer History from Service Cloud

Ken
(Field Service agent)

Business Intelligence and Data Analysis

Improved product quality and better customer satisfaction

- Customer
- AA Power Service Dept (using Oracle IOT)
- Field Service

ORACLE Internet of Things Cloud Service

Dashboard | Devices | Data | Integration | Configuration

Snapshot - Last 7 Days

149.0M
Messages

M T W T F S S

0
Alerts

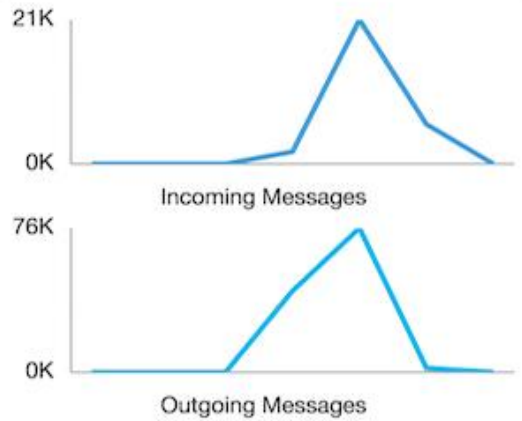
M T W T F S S

Utilization - Current Month

149.0M
Messages

305
Devices

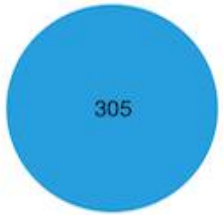
Volume - Last 7 Days



Device Status

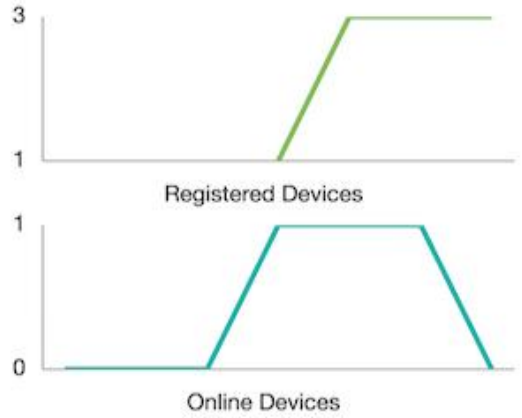
Online
Offline
Unheard
Registered
Disabled

Device Types



Gateway
Device Connected via Gateway
Directly Connected Device

Trend - Last 7 Days



Date & time display: Local time

0 Alerts

Registration
Management
Device Software

Register Device

Choose the appropriate option below to register a single device or to register multiple devices.

Single Registration

Batch Registration

Registration
Management
Device Software

Register Device

Cancel

Device Type — Properties — Confirmation

Next

Please choose the type of device you would like to register

Gateway

Device running the gateway software.

Directly Connected Device

Devices that are capable of connecting directly to IoT Cloud Service.

Registration
Management
Device Software

Register Device

Cancel

Device Type — Properties — Confirmation

Next

Name: Landmark HVAC Rooftop Unit

Description: Rooftop unit in building 4 at Global Corporation

Type: Directly Connected Device

Security

Shared Secret: 589965H56

Manufacturer Details

* Manufacturer: Acme Corp

* Model Number: KGA210H4B/M

* Serial Number: 123456889885-45H2

Details

Classification: HVAC

Location: 3291 Leonard Stocking Drive Santa Clara CA 95054

Longitude: -122.288832

Latitude: 37.78123

Registration
Management
Device Software

Register Device

Cancel

Device Type — Properties — Confirmation

Finish

The device has been registered. Save the following information, which you'll need to activate your device.

Device ID 0-YEFQ

Shared Secret 589965H56

View/Edit

To activate the device you registered, use the Device ID and Share Secret information above to establish a secure connection between the device and Oracle IoT Cloud Service. See ZZZ for more information about device registration and activation.

iPad 2:00 PM 78%

SIGN IN TO
ACME CORP

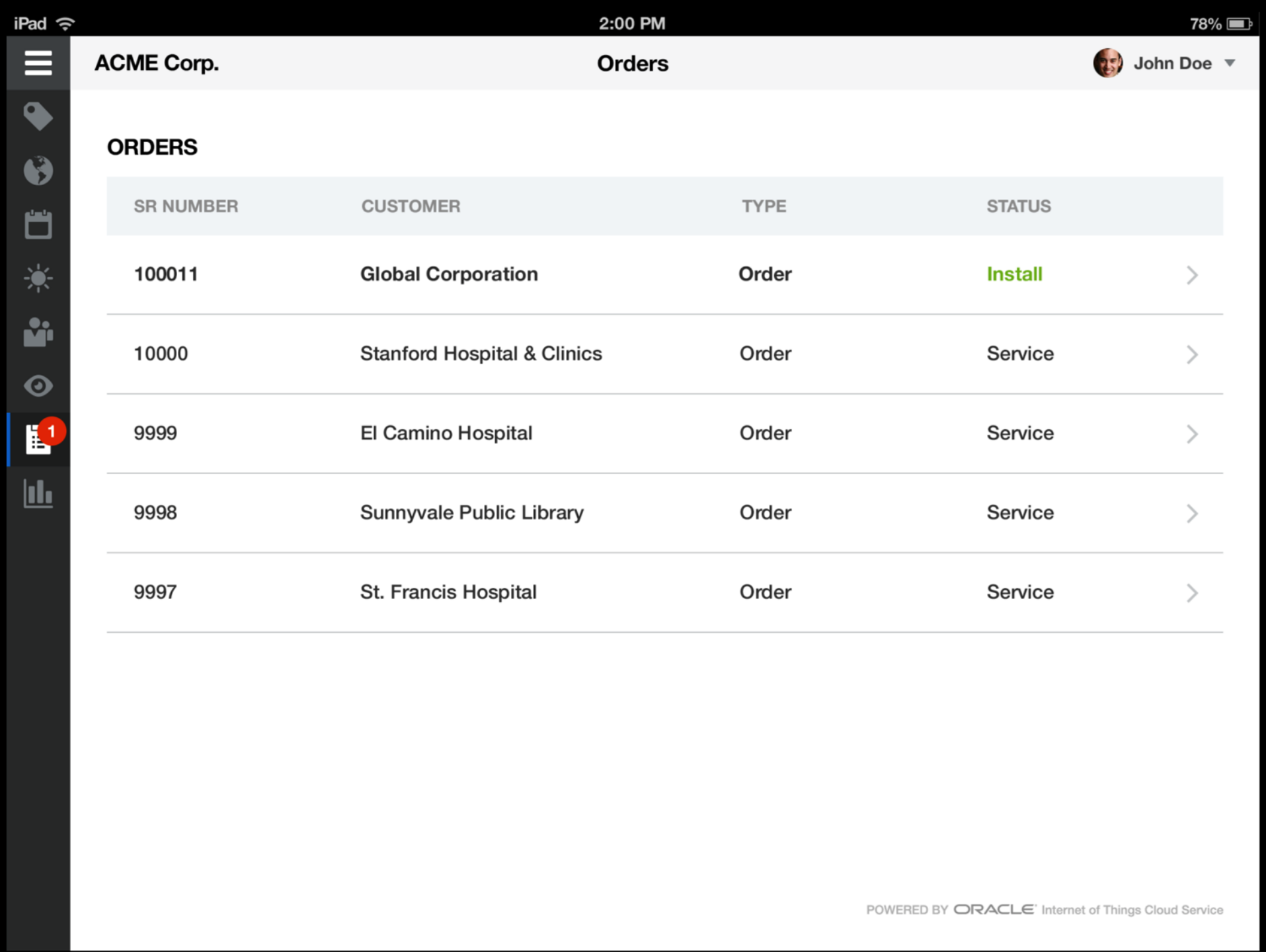
username

password

SIGN IN

Can't access your account?

POWERED BY ORACLE Internet of Things Cloud Service


iPad
2:00 PM
78%
ACME Corp.
Orders
John Doe
1
ORDERS
SR NUMBER
CUSTOMER
TYPE
STATUS
100011
Global Corporation
Order
Install
10000
Stanford Hospital & Clinics
Order
Service
9999
El Camino Hospital
Order
Service
9998
Sunnyvale Public Library
Order
Service
9997
St. Francis Hospital
Order
Service
POWERED BY ORACLE Internet of Things Cloud Service

Global Corporation

Done

SR# 10001 - Install New Landmark Rooftop Unit

Customer received a new unit. Requires installation.

Severity
Low

Creation Date
02/23/2015

Asset(s) owned

WEATHERMASTER
48HC

ENERGENCE
LGH156H4B/M

STRATEGOS
SGC0346HB

LANDMARK NEW
KGA210H4B/M

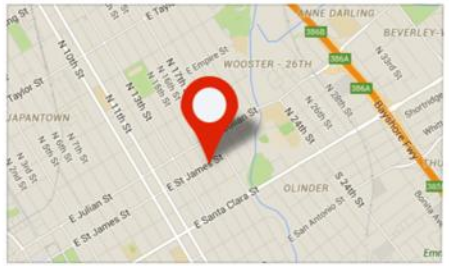
Contact

Andre Beau

507 555 1212

andre.beau@globalcor.com

Map



Address

2391 Leonard Stocking Drive
Santa Clara, CA
95054

iPad 2:00 PM 78%

Back

Order Detail

John Doe

Global Corporation

Done

SR# 10001 - Install New Landmark Rooftop Unit

Customer received a new unit. Requires installation.

Severity
Low

Creation Date
02/23/2015

Asset(s) owned

WEATHERMASTER
48HC

DMARK NEW
210H4B/M

Landmark

Model
KGA210H4B/M

Serial
123456889885-45H2

ID
0-AYAAAAAAAAAAA

Secret
589965H56

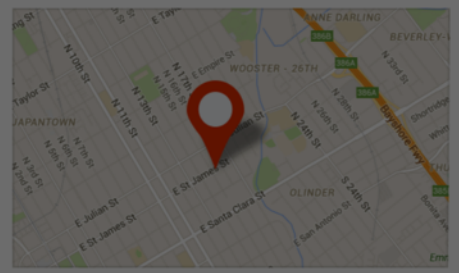
Contact

Andre Beau

507 555 1212

andre.beau@globalcor.com

Map



Address

2391 Leonard Stocking Drive
Santa Clara, CA
95054

HVAC KGA210H4B/M successfully authenticated and connected.

Global Corporation

Done

SR# 10001 - Install New Landmark Rooftop Unit

Customer received a new unit. Requires installation.

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Low

Creation Date
02/23/2015

Asset(s) owned

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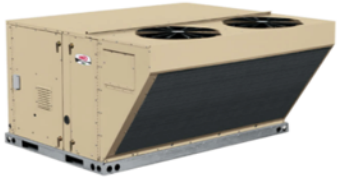
48HC

ENERGENCE
LGH156H4B/M



STRATEGOS
SGC0346HB

LANDMARK
KGA210H4B/M

Contact

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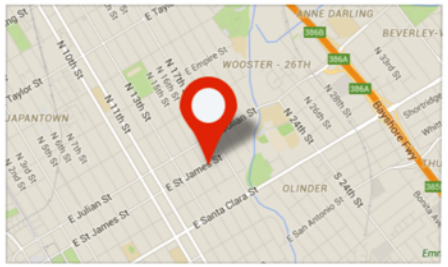


Address

2391 Leonard Stocking Drive
Santa Clara, CA
95054

ORACLE Internet of Things Cloud Service

Dashboard | Devices | Data | Integration | Config

Snapshot - Last 7 Days

212.0M
Messages

M T W T F S S

0
Alerts

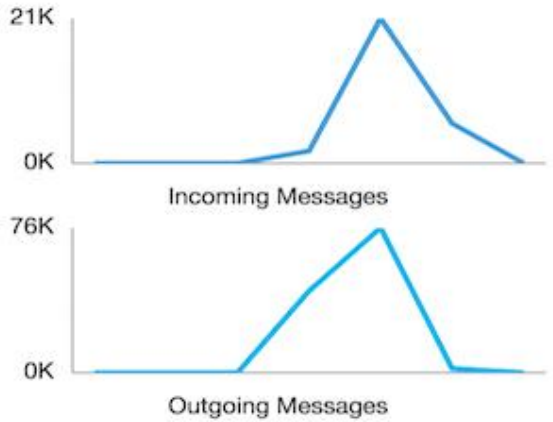
M T W T F S S

Utilization - Current Month

212.0M
Messages

521
Devices

Volume - Last 7 Days



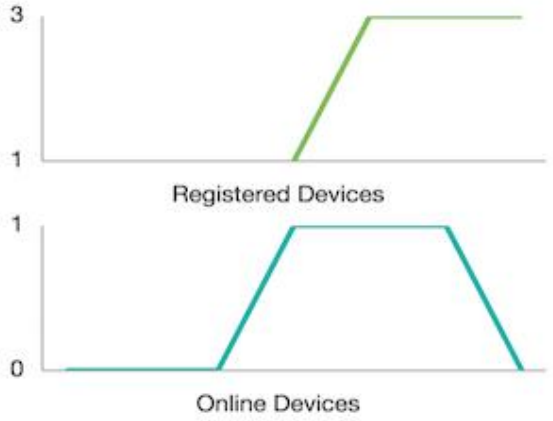
Device Status

Online
Offline
Unheard
Registered
Disabled

Device Types

Gateway
Device Connected via Gateway
Directly Connected Device

Trend - Last 7 Days



Server version: 1 | Date & time display: Local time | 0 Alerts

Return To Catalog | Configure a Target | Actions

Landmark HVAC Air Filter Replacement Event Draft

Sources

Landmark HVA...

Summaries

Group by **msg_source** and **data_fanSpeed** and **data_motorAmperage** and **data_motorTemp** and **data_outsideTemp**

- MAX of data_outsideTemp
- AVG of data_motorTemp
- AVG of data_fanSpeed
- AVG of data_motorAmperage

Filters Match All of the following | Match Any of the following

- AVG of data_fanSpeed greater than or equals 80
- AVG of data_motorAmperage greater than or equals 20
- AVG of data_motorTemp greater than or equals 200

MAX of dat... | equals | 60

Add a Filter

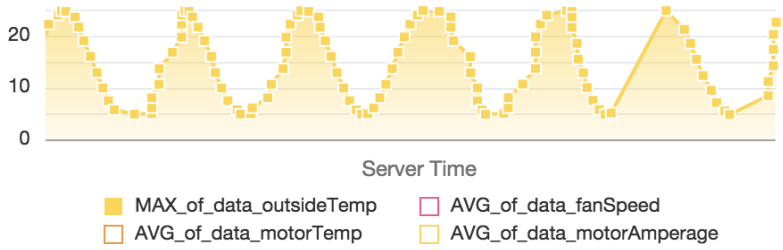
equals
not equals
lower than
lower than or equals
greater than
greater than or equals

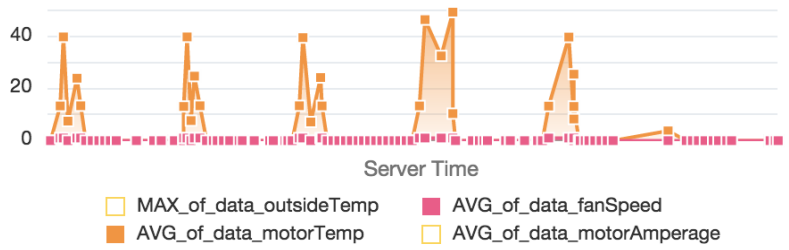
Live Output Stream

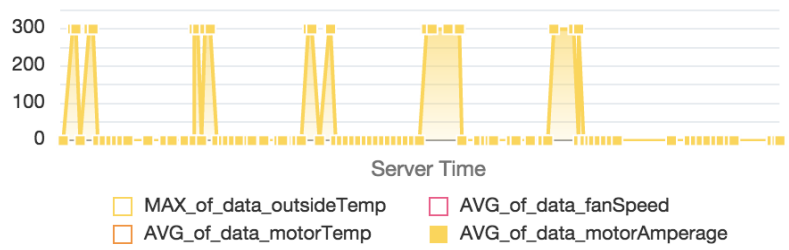
Charts

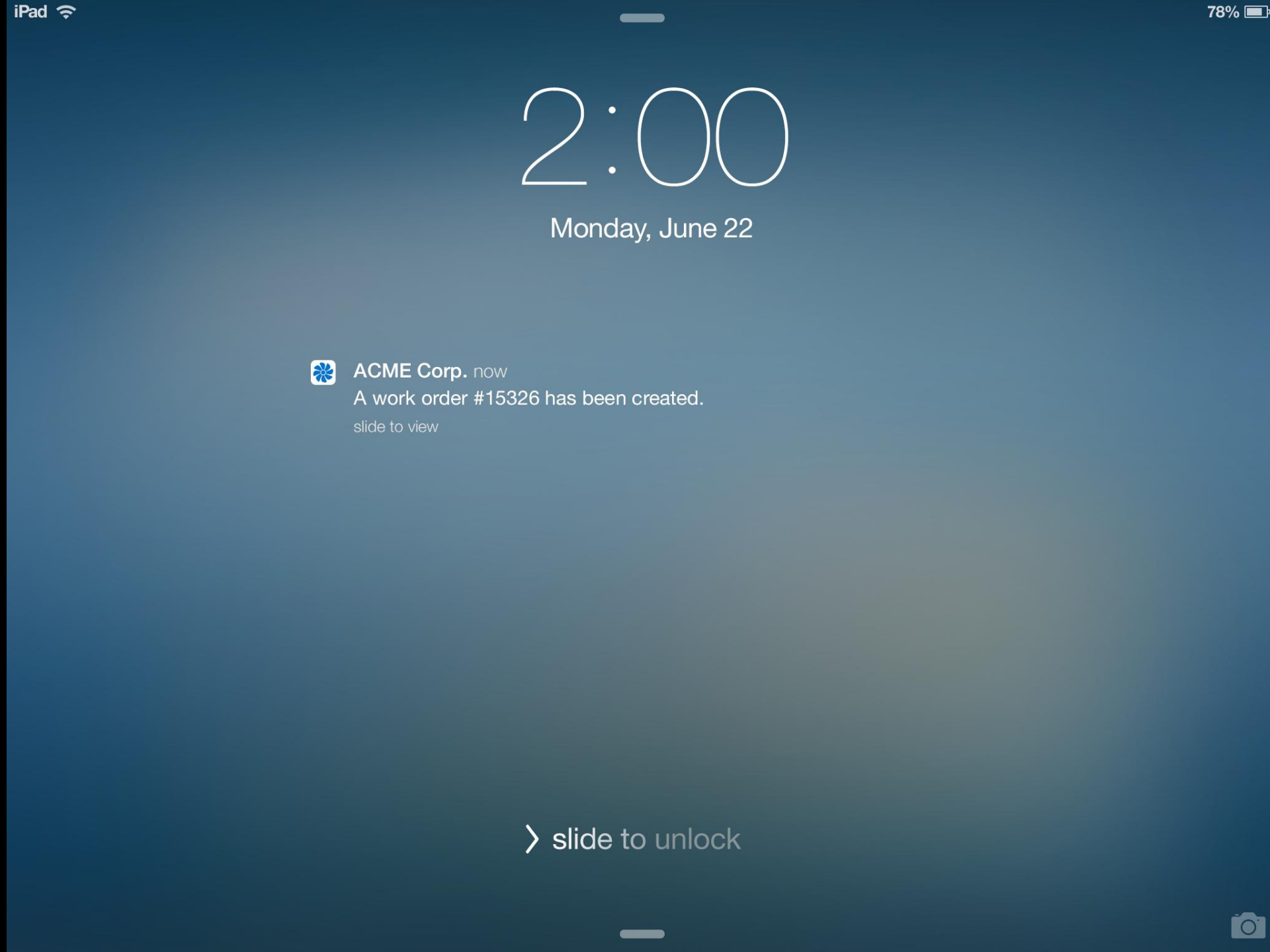
1 Graph | 2 Graphs | 3 Graphs

Sec Min Hr 1








iPad
78%
2:00
Monday, June 22
ACME Corp. now
A work order #15326 has been created.
slide to view
slide to unlock

iPad 2:00 PM 78%

Back **Order Detail** John Doe

Global Corporation

Done

SR# 15326 - Air Filter Replacement

Replace Landmark's air filter.

Severity
High

Creation Date
06/22/2015

Asset(s) owned

WEATHERMASTER
48HC

ENERGENCE
LGH156H4B/M

STRATEGOS
SGC0346HB

LANDMARK
KGA210H4B/M

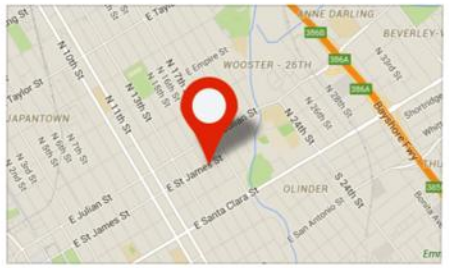
Contact

Andre Beau

507 555 1212

andre.beau@globalcor.com

Map



Address

2391 Leonard Stocking Drive
Santa Clara, CA
95054

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iPad 2:00 PM 78%

Back

Order Detail

John Doe

Global Corporation

Done

SR# 15326 - Air

Replace Landmar

Creation Date
06/22/2015

Asset(s) owned

WEATHERMASTER
48HC

DMARK
210H4B/M

Contact

Andre Beau

507 555 121

andre.beau@

eonard Stocking Drive
lara, CA

POWERED BY ORACLE Internet of Things Cloud Service

Landmark

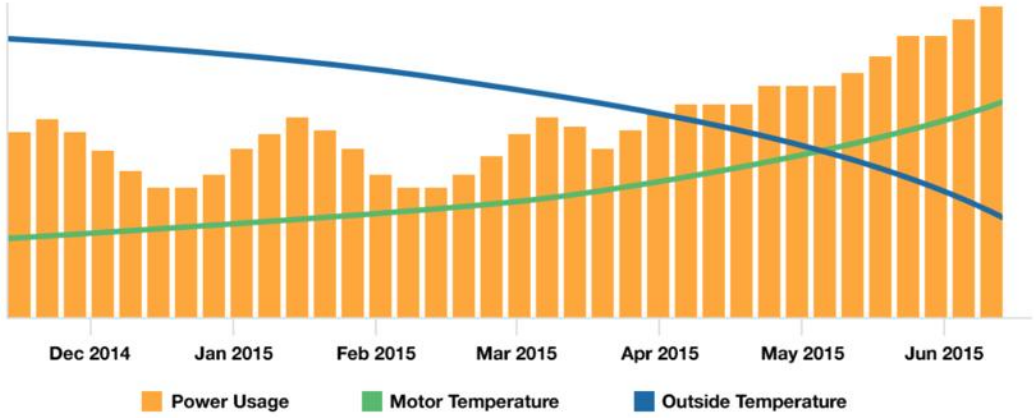
Model
KGA210H4B/M

Serial
123456889885-45H2

ID
0-AYAAAAAAAAAAA

Secret
589965H56

Latest Data



Global Corporation

Done

SR# 15326 - Air Filter Replacement

Replace Landmark's air filter.

Severity
High

Creation Date
06/22/2015

Asset(s) owned

WEATHERMASTER
48HC

ENERGENCE
LGH156H4B/M

STRATEGOS
SGC0346HB

LANDMARK
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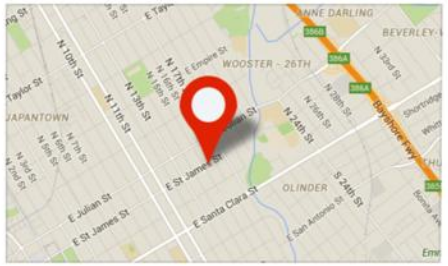
Map



Address

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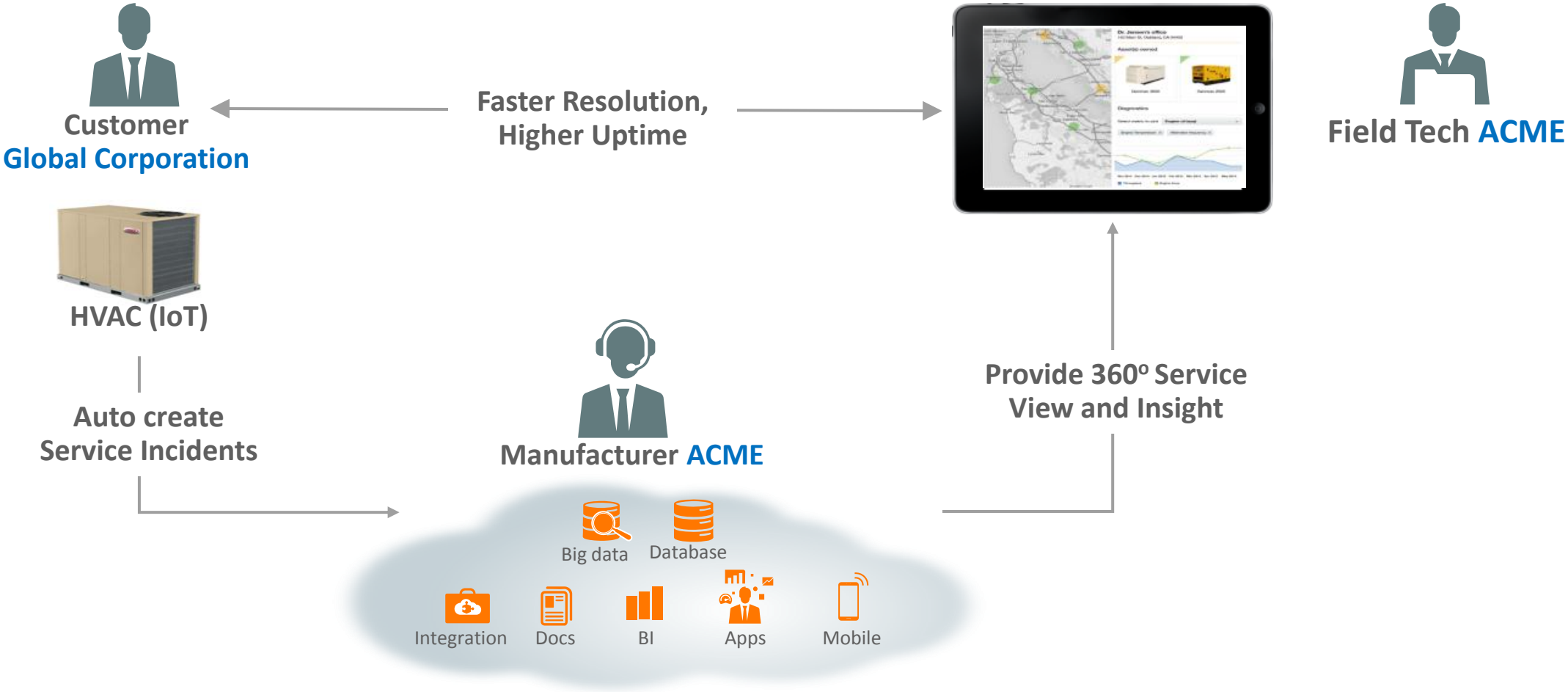
Santa Clara, CA
95054

Demo Summary



Internet of Things Solution


LOCHBRIDGE

Oracle IoT Partners: Example IoT Solutions

Connected Worker
for
Hospitality Industry

Remote Tank monitoring
for
Oil & Gas Industry

Preventative Maintenance
for
Manufacturing

Fleet Management
for
Automotive/Transportation

Service Excellence
for
Manufacturing

"Diagnostics as a Service"
for Manufacturing/Auto/ Manufacturing

Opportunity for the IoT Ecosystem

DEVICE OEM

SOLUTION PROVIDER

ISV

SYSTEM INTEGRATOR

SERVICE PROVIDER

CUSTOMER

Call to Action

- Identify target prospects; engage LoB owners; leverage the apps

Use Case	Remote Equipment Monitoring	Asset Tracking
Industry	Manufacturing, Construction, Utilities, Agriculture	Transportation, Logistics, Usage based charging
Install Base	ERP, Supply Chain, Enterprise Asset Mgt, Project Mgt, Service Mgt	Transportation Mgt, Asset Management, Service Mgt
Benefits	Reduce service costs	Know what, where, when: real-time issue resolution

- Schedule IoT Strategy briefings for qualified prospects
- Contact Nalin Sardana [nalin.sardana@oracle.com] for IoT briefings
- Product Management: harish.gaur@oracle.com or simon.nicholson@oracle.com

Summary

- IoT is quickly moving from potential to realization
- Monitor & Maintain, Asset Tracking, applications already delivering real business value
- Oracle Internet of Things Cloud Service
  - Connect, Analyze, Integrate
- More information
  - Web: cloud.oracle.com/iot
  - Twitter: @OracleIoT

ORACLE CLOUD PLATFORM

Oracle PartnerNetwork
Cloud Platform Partner Community

OPN Cloud Platform Resources
Oracle Cloud Platform Partner Community
EMEA SOA Partner Community

Carmen Dumitrascu
Sr. Project Manager, Global Partner Enablement

ORACLE

OPN Cloud Platform Resources

Oracle Cloud Platform as a Service (PaaS) Knowledge Zone

Check out the latest resources!

Oracle Cloud Platform Partner Community

Become a member today!

Resale Program

Apply to Resell Cloud Platform Services!

Cloud Platform Partner Webcast Series 2015

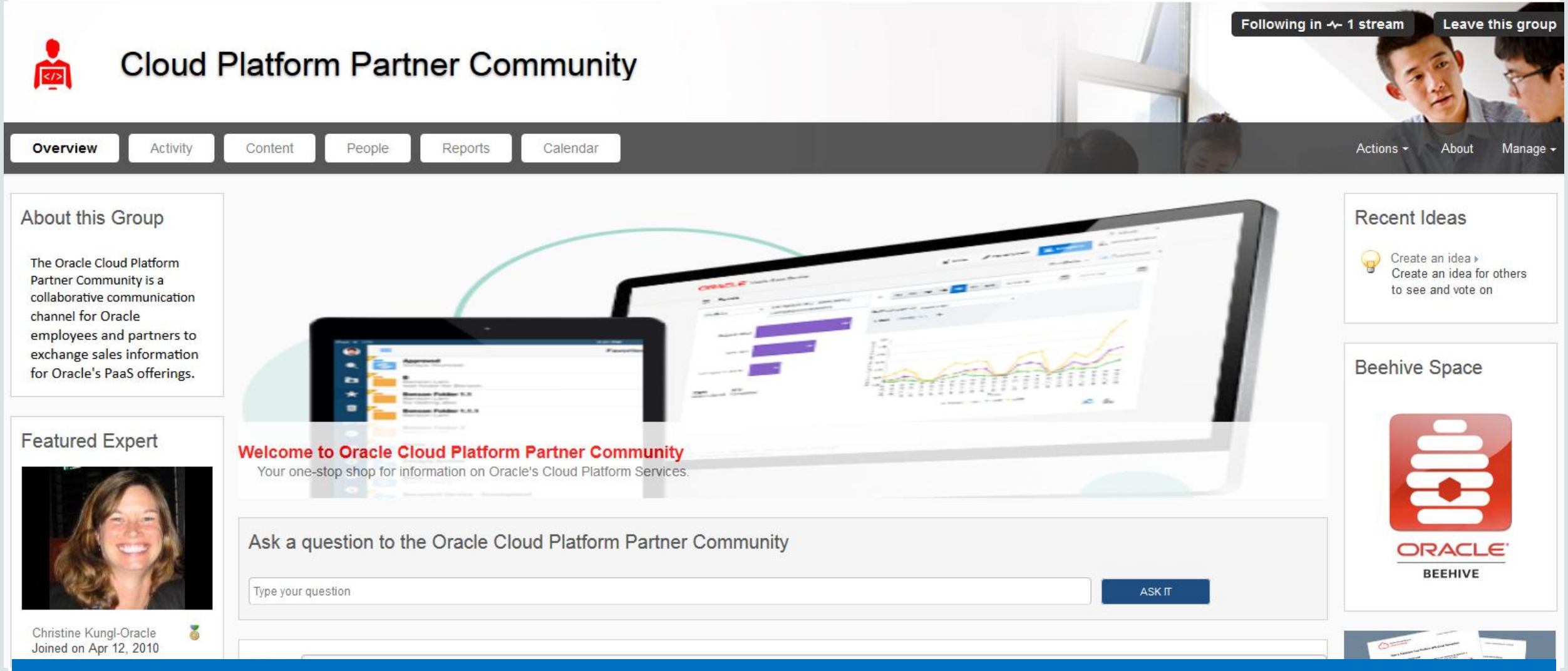
Coming up next: Enabling Oracle Partners with Data Management Cloud Services December 9th, 2015

Oracle Cloud Platform Partner Community is a collaborative communication channel for Oracle Partners and employees to exchange sales information on Oracle's PaaS offerings.

What's in it for you?

- Access to Oracle Cloud Platform Services content (sales and marketing)
  - ✓Cloud Services Customer Success Stories
- Partners interactions with Oracle Experts

JOIN TODAY!



community.oracle.com/groups/cloud-platform-partner-community

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How to join?

ORACLE CLOUD PLATFORM

Oracle PartnerNetwork
Cloud Platform Partner Community

1. Must be an Oracle PartnerNetwork member
2. Go to www.oracle.com/cloudconnection
3. Click on LOGIN in the top right corner
4. Login using Oracle Single Sign On
5. Visit the group here https://community.oracle.com/groups/cloud-platform-partner-community
6. Submit your request to join the group
7. Wait for your approval email
8. Learn how to edit your Profile here

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SOA Partner Community includes: SOA & BPM & IoT & PaaS

register www.oracle.com/goto/emea/soa

Community

Focused & regular communication & networking

Marketing

Campaign Kits and marketing service

Sales

Sales kits and sales alignment & OMM

Pre-Sales

Demo Service and workshop kits

Enablement & Specialization

Trainings and Certification

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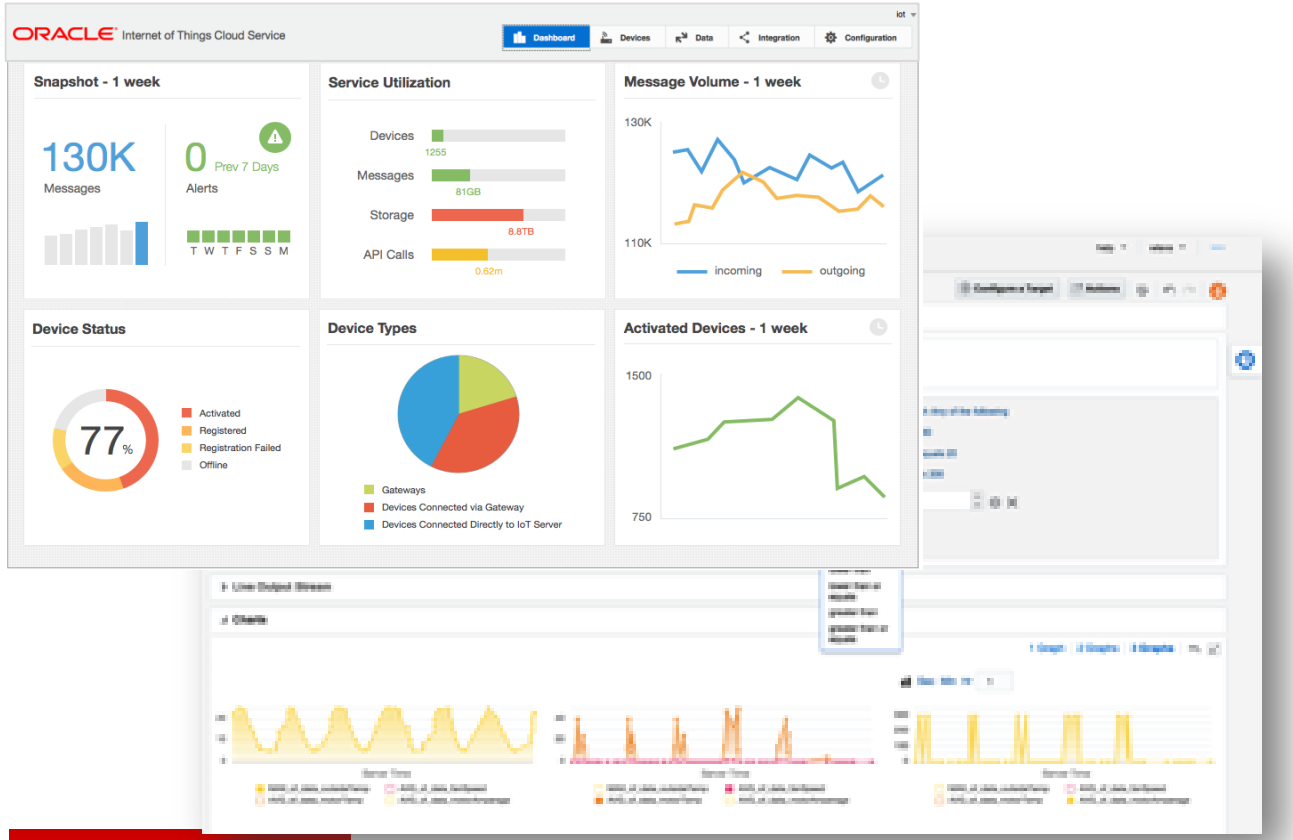
Predictive Maintenance

Reduce operations cost and asset downtime



Prevent asset failure

- Acquire data from a wide variety of devices over a range of different network protocols
- Constantly aggregate, correlate and filter data to get insights into device operations and predict potential failures
- React instantly by automatically generating alerts and maintenance service tickets with appropriate diagnostic info

Proactive Maintenance

- Analyze sensor data using prediction rules to reduce unplanned outages, reduce risks and increase equipment life
- Remotely control devices

Q & A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Oracle IoT Cloud Service

Driving Value in the Connected World

11/18/15

Data never sleeps. But the power lies in mining

50B

Connected devices estimated by 2020

- Physical & Digital world are converging
- Not just people; machines and everyday 'things' are getting connected
- Connectivity opens limitless possibilities

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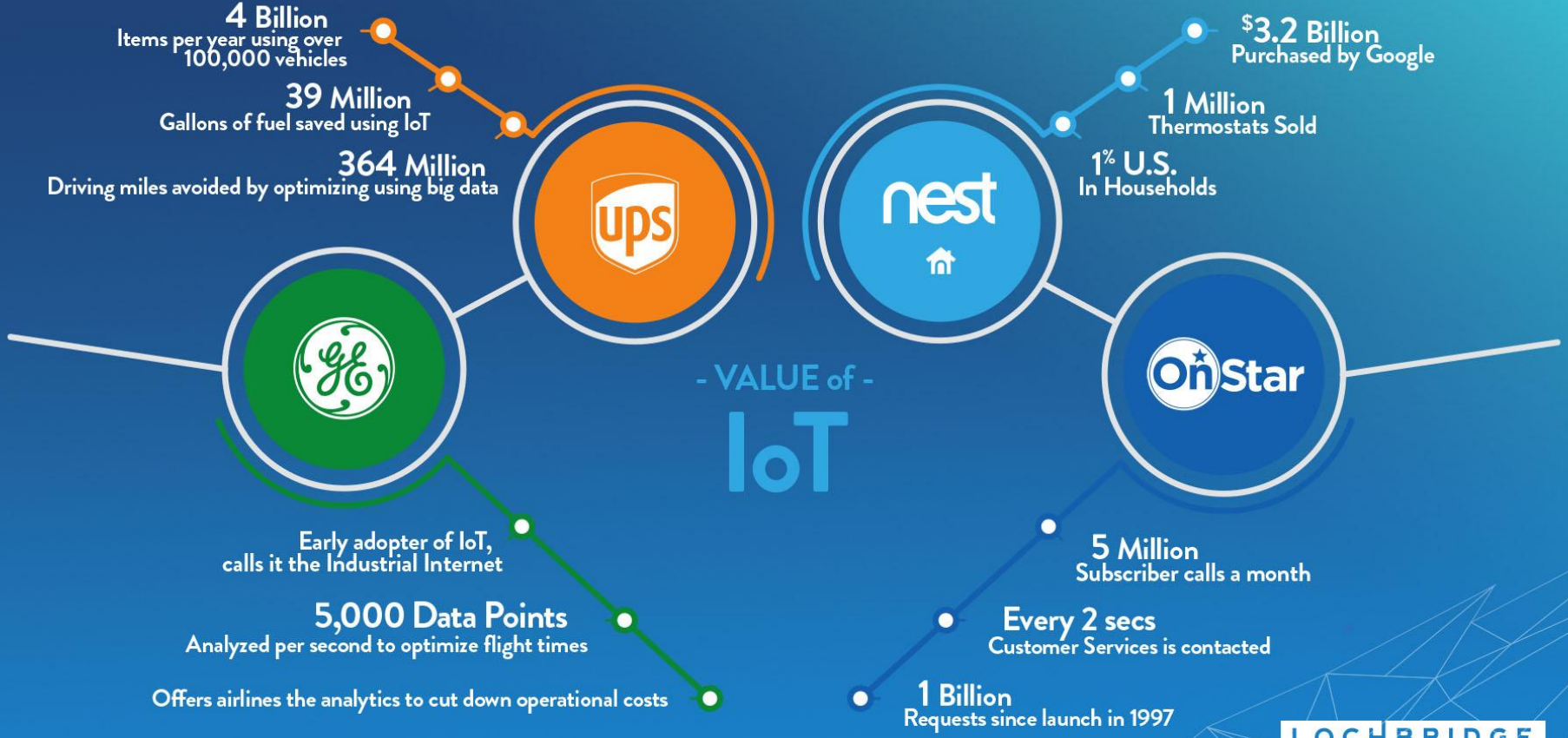
Value of Connectivity



LOCHBRIDGE

Transforming Manufacturers Into Connected Service Leaders

DELIVERING A REVOLUTIONARY NEW AUTOMOTIVE BUSINESS MODEL THAT EXTENDS FROM THE CAR TO THE CONSUMER TO THE ENTERPERISE

5x
Margin Vs. Vehicles

1B
Interactions To Date

$1.5B
Annual Revenue

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- Better products and design improvements require insight into the data and its usage after it leaves the factory
- Help the OEMs to reduce the warranty costs by improving the quality
- Warranty cost is around $500 per vehicle in US and over $1000 per vehicle in EU
- 60 ECUs such as audio systems, brake, engine, transmission and so on that can be easily instrumented
- Early warnings and service maintenance reminders prevent downtimes, enhance customer experience and optimize service delivery
- Handling massive amount of data and retaining for a longer duration requires huge IT infrastructure costs

Warranty cost reduction, operational efficiency and IT costs directly translates to the bottom line

Warranty Cost - Scenario

5%
warranty cost reduction

2
Million vehicles per annum

$50
million per annum of Savings

Build better product, brand loyalty and sticky customer relationship

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Remote Service Management - Scenario

10
on-site service calls per field technician per week

25%
savings with remote service management

10
hours per week savings times $60 per hour

$15
Million savings (with 500 service technical across NA)

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- Integrate “things” to the enterprise
- Transform enterprise to harvest business processes as services/APIs
- Lack of standards around device integration
- “Islands” of data in the enterprise – where does IoT data reside ?
- Scalable infrastructure to store massive data-sets
- Challenge gaining insights from massive amounts of “thing” data
- Privacy and Security
- Create an IoT implementation strategy

- Leverage Oracle IoT Cloud Service to implement simple quick-to-market use cases
- Leverage built-in connectors in Oracle IoT Cloud Service to integrate “things” to the enterprise
- Focus on gaining insight from data generated by “things” using Oracle IoT Cloud Service
  - Leverage built-in Stream Analytics and Big Data Cloud Service capability
  - Leverage built-in storage capability
  - Leverage the Cloud for scale
- Avoid a big-bang approach but leverage IoT Cloud Service for a smaller but scalable implementation
- Create an IoT implementation strategy from learnings

The Gateway

Create a sustainable interface to your devices

EDGE

IoT Gateway

The Engines

Data management
Pattern recognition

Acquisition Engine

Analytics Engine

Enterprise

External Data Feeds

The Actions & Experiences

- Triggers from real-time data
- Services customized to your business
- Intelligence that drives action across your enterprise
- Differentiated end-customer experiences

BI & Data Visualization

APIs/Event Handler

Offerings

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Lochbridge IoT Offerings based on Oracle IoT CS

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FLEET MANAGEMENT DEMO

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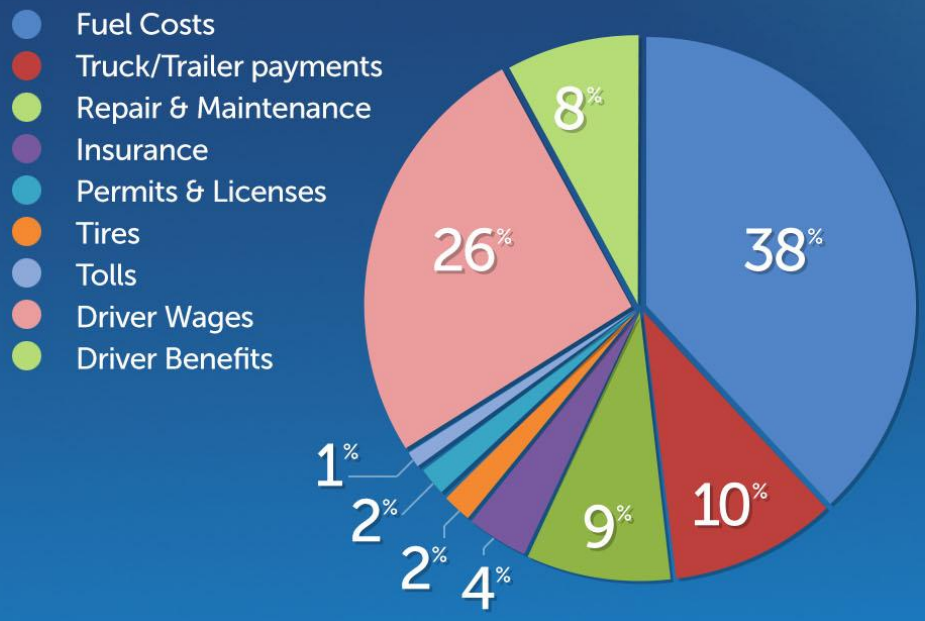
Share of Total Average Marginal Cost



Lower fuel costs

- Detailed fuel usage and mileage reports illustrate fuel consumption patterns and identify areas for improvement. Speeding and idling alerts help reduce inefficient driving behaviors that impact fuel efficiency

Streamline preventive maintenance

- By automatically tracking mileage, emission levels and other engine data, makes it easy to schedule and perform maintenance to reduce repair and maintenance costs

Avoid expensive roadside breakdowns

- Automatic vehicle alerts notify you of issues before they become problems, allowing you to take action to prevent vehicle breakdowns, reduce maintenance costs, and improve customer service

Source – American Transportation Research Institute (ATRI)
An Analysis of the Operational Costs of Trucking : A 2014 Update

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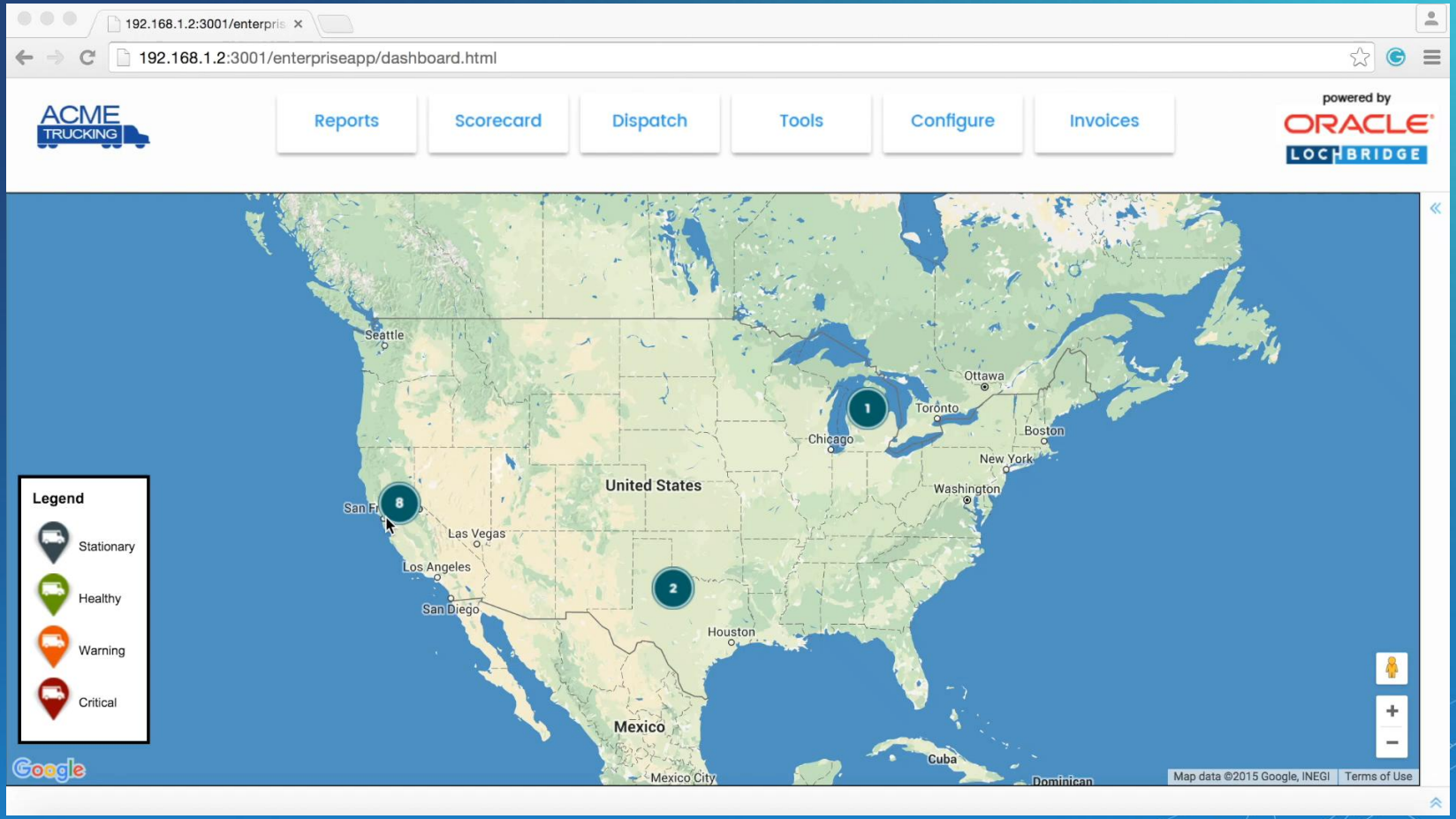
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ACME TRUCKING
Reports
Scorecard
Dispatch
Tools
Configure
Invoices
powered by ORACLE LOCHBRIDGE
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Washington
United States
San Fr
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San Diego
Houston
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Mexico City
Cuba
Dominican
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8
Legend
Stationary
Healthy
Warning
Critical
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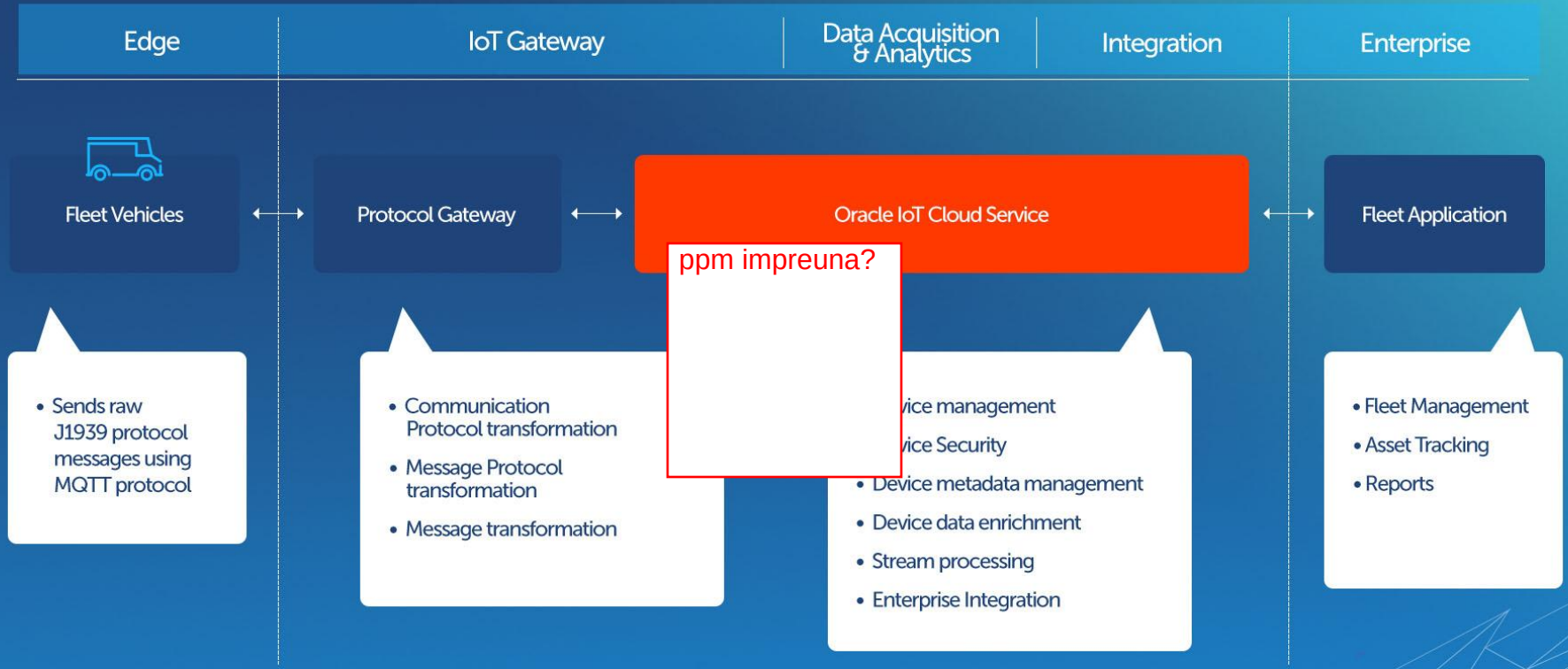
Fleet Management using Oracle IoT CS



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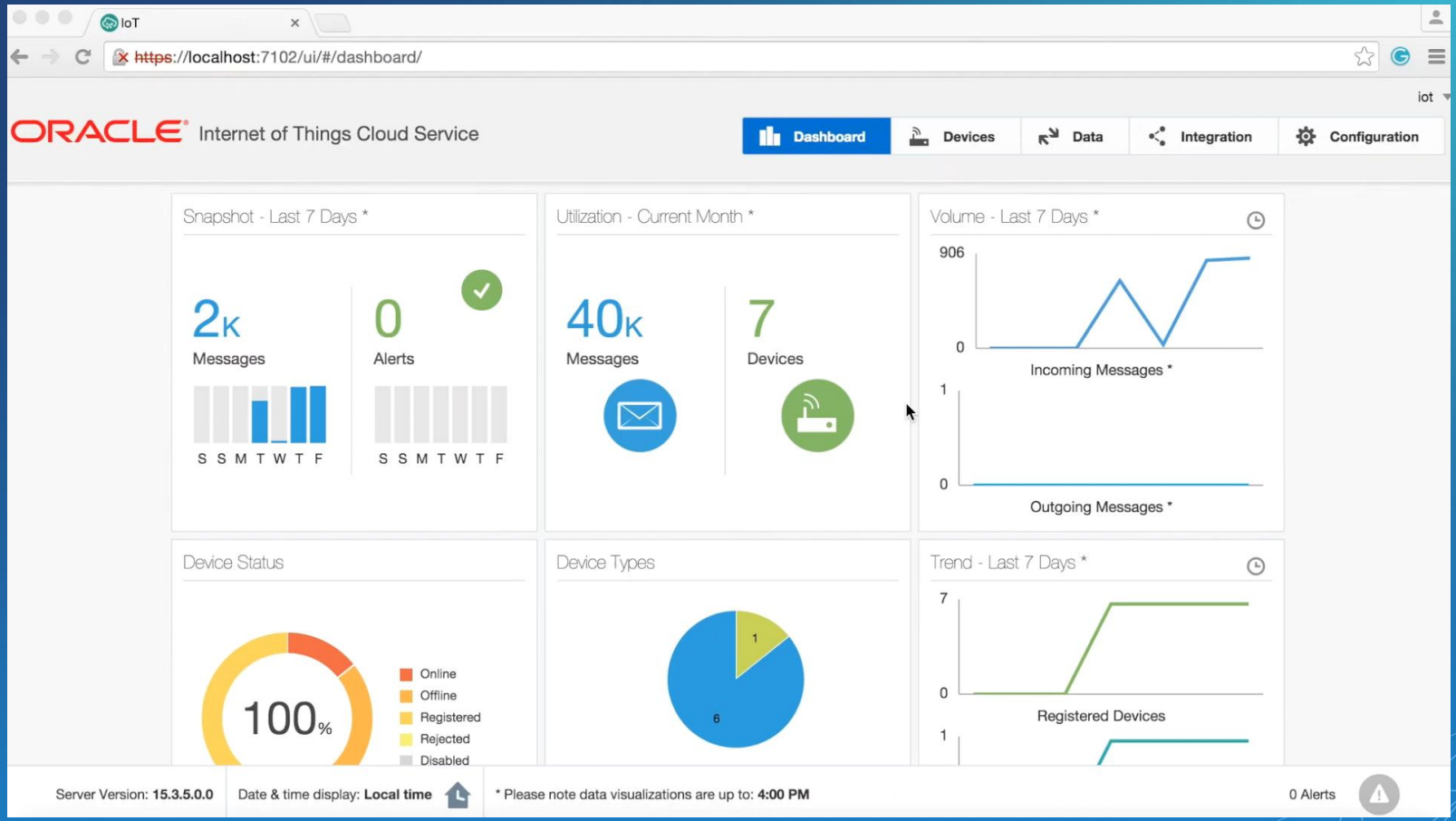
IoT
https://localhost:7102/ui/#/dashboard/
iot
ORACLE Internet of Things Cloud Service
Dashboard
Devices
Data
Integration
Configuration
Snapshot - Last 7 Days *
2K
Messages
S S M T W T F
0
Alerts
S S M T W T F
Utilization - Current Month *
40K
Messages
7
Devices
Volume - Last 7 Days *
906
0
Incoming Messages *
1
0
Outgoing Messages *
Device Status
100%
Online
Offline
Registered
Rejected
Disabled
Device Types
1
6
Trend - Last 7 Days *
7
0
Registered Devices
1
Server Version: 15.3.5.0.0
Date & time display: Local time
* Please note data visualizations are up to: 4:00 PM
0 Alerts

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ORACLE

INTERNET OF THINGS
CLOUD SERVICE

Oracle Partner Network webcast (Q&A)- Oracle Internet of Things Cloud Service (November 2015)

Q-I did not get the part, that how do we connect to devices?
A-Devices are connected in 3 different ways

a) Use IoT Cloud Service client library on a 3rd party gateway device
b) Use IoT Cloud Service gateway software on a 3rd party gateway device
c) Directly using REST API

Q-Does the customer have to build the predictive analytics once devices are connected?
A-Yes - a customer uses the real-time analytics tools to define their solution specific analytics/processing.

Q-Does IoT cloud service have a work flow service?
A-The IoT Cloud Service can be integrated with other Oracle products to assist in managing work flows.

Q-Is this product available for use and where?
A-The IoT cloud service will be available within the next 30 days or so.

Q-What technology product are we using to do real time data analysis? Is it Complex Event Processing (CEP)?
A- Yes, the IoT Cloud Service includes support for real time stream exploration.

Q-How is the stream explorer is connected to cloud?
A-Stream explorer capabilities are part of IoT Cloud Service.

Q-Is there any license for using IoT cloud service? if yes, then what is the cost?
A-Pricing is based on type and # of devices connected to IoT Cloud Service the IoT Cloud Service is currently in PIAA (Pricing in advance of availability). We will be able to share it for qualified leads. Pricing will go public very soon.

Q-How do you differentiate IoT over Big Data? Such use cases are also discussed in Big Data session?
A-IoT Cloud Service provides the collection, near real-time processing and event generation where Big Data is for longer term data trend analytics.

Q-Is it possible to store historical data for the same device and batch manufactured earlier, in BICS or Somewhere in the Cloud , which can help us to do the Predictive analysis?
A-Yes, all device data can be stored in BICS or Big Data store. Data flowing through IoT Cloud Service is stored for a short term basis within the service. We provide out of box connected to BI Cloud Service to route and store entire data there.

Q-Does IoT cloud comes as a package of different products?
A-IoT Cloud Service is a single cloud service. It's not a package of different products.

Q-Is it available now?
A-IoT Cloud Service is will become available in the next 30 days.

Q-What are the different software/components IOT runs on?
A2- The IoT Cloud Service is built on top of Oracle technologies and provides a public set of interfaces. Being a cloud service, customers are not directly exposed to the underlying stack.

Q-To what type or kind of applications are the out of box connectors available? Does this include CRM applications like Siebel, RightNow etc?
A-In the initial release, there are specific for BICS and for any HTTPS based enterprise application. The HTTP connector can be used to connect to ICS and through that, many other Oracle solutions.

Q-What kind of sensors or devices are going to be used to send data across the IoT cloud services, which are connected to the intended devices. Are they going to be provided by Oracle or from the corresponding manufacturer?
A-Sensors/devices are not be offered by Oracle. We provide a number of options to enable any devices/gateway to talk to IoT Cloud Service.

Q-Can you elaborate of on the security aspect of the devices and communication with the Oracle IOT cloud.
A-The Oracle IoT Cloud Service is designed around a security-first model. All devices must be registered and activated in order to communicate with the IoT Cloud Service. Once activated, every device connection is authenticated and bi-directional data channel is encrypted.

Q-Can we integrate Oracle R Enterprise with IoT cloud service?
A-Yes you can with other cloud service using our REST APIs, but right now we only have out of the box integration with BI Cloud Service.

Q-what is the effort to enable the devices make IOT compatible, especially the existing ones
A-For programmable devices that utilize our client libraries, the effort is very straight forward. For devices running other protocols, the effort is very device dependent.

Q- What is the licensing policy of IoTCS?
A- A-Pricing is based on type and number of devices connected to IoT Cloud Service IoT Cloud Service is currently in PIAA (Pricing in advance of availability). We will be able to share it for qualified leads. Pricing will go public very soon.

Q-what product are you using for IAM of the devices?
A- Being a cloud service, customers are not directly exposed to the underlying stack.

Q-Is any interface needed between the actual sensor devices to send data to IoT? In what format it will be transported?
A-We provide client libraries and a gateway solution to interface between devices and the IoT Cloud Service. The libraries handle all data format and provide the data as JSON formatted data within IoT Cloud Service.

Q-Where can we find developers resources or examples of this IoT tech?
A-Samples will be made available via OTN in conjunction with the product's availability.

Q-What all technology expertise will be required to implement IoTCS
A-It depends on what elements are being used out of the box and which enterprise applications are being developed or integrated.

Q-Can we write our own libraries/gateways?
A-Yes, all of our clients, libraries and user interface are built on REST APIs that will be published at the time of service availability.

Q-Where do you post the presentation?
A-Here at; https://eventreg.oracle.com/profile/web/index.cfm?PKwebID=0x2218647938&varPage=home

Q-Is there any future possibility to integrate IoT with open-source applications ?
A-The IoT Cloud Service can integrate with open source applications today via the HTTPS based enterprise integration feature.

Q-Where do REST APIs come in picture?
A-REST APIs are the principal mechanism through which all service elements communicate.