



McRock IloT Symposium 2018

Recap

Michael Denham, President & CEO, BDC

- Welcome address and shared several stories during his career where he was involved in Industrial IoT initiatives

Maciej Kranz - IloT Guru, Cisco

- IoT is the body and AI is the brain.
- IoT + Blockchain is enabling many sectors including supply chain, food safety and mining
- Remote operations are the most popular use cases

IloT Investor Huddle - Samsung Next 47, Robert Bosch Venture Capital, HarbourVest, Cisco, Next47

- The fist pumping "yes!" moments come in many different shapes and sizes
- The ROI is found in specific vertical use cases
- The importance of corporate involvement on the investment and M&A side was broadly supported

The Smart City - Miovision, Worldensing, Pitney Bowes and Sidewalk Labs

- The city is a global economic construct
- The key is pulling each city service P&L up to the command centre
- The driving motivation for each panelist is the strong belief they are changing the world and making a difference

Autonomous Systems - Emerson, Caterpillar Ventures, Algolux and GM Ventures

- Valuable stories were shared on how corporates are working with tech companies
- Specific vertical applications that are solving problems are of the highest interest

Dave Kalez - Managing Director, Keybank Capital Markets

- Words of advice for entrepreneurs positioning for exit
- Start building relationships with potential corporate acquirers early
- Vertical specific software companies are getting most of the M&A interest

Antonio Pietri - President & CEO, AspenTech

- Shared the 37 year journey of AsptenTech becoming one of the most successful companies on the NASDAQ focused on asset optimization software
- Provided a compelling use case on why reducing unplanned downtime is important and how the companies it has acquired enable its IloT strategy



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Recap *continued*

Markus Solibieda - Managing Partner, BASF Venture Capital

- Shared BASF's journey in unlocking new innovations in predictive maintenance, augmented reality and formulation adjustment
- Provided several specific initiatives underway at BASF to enable the digital transformation

Artificial Intelligence - Vector Institute, mnuvo, Element AI, University of Toronto AI Lab, Avata Intelligence and Intuitive AI

- Oscar the Grouch is coming to a home near you
- Considerable discussion on how much time it will take for AI to replace decision makers with full acknowledgement that AI is already increasing the productivity of people

Shawn Rogers - Senior Director of Analytics Strategy, TIBCO

- "Out innovate" your competitors rather than "over innovate" just because you can
- Shared analytics stories ranging from soup and french fries to F1 and the \$23.5M book on Amazon
- Believes AI is replacing decision makers today

The Power of Grit - Michael "Pinball" Clemons

- Listen and learn
- Listen, Lead and Let Go
- Diversity and inclusiveness continues through your weekend
- Remember the human side in everything you do

McRock IloT Awards

- IloT Corporate Leader of the Year: **Emerson**
- IloT Entrepreneur of the Year: **Yannick Desmarais, Worximity**
- IloT Diversity Leader of the Year: **BDC and HarbourVest**