

## IoT Platforms: A *Heavy Reading* Competitive Analysis

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### Report Highlights

**The Internet of Things** (IoT) is rapidly expanding, with some predicting there will be as many as 50 billion connected devices by 2020

**Network operators have a** substantial opportunity to add revenue in the IoT, if they can expand beyond simply providing connectivity for IoT applications

**Vendors are taking varied** approaches to how they enable service providers in the IoT space, ranging from comprehensive platforms that address service creation and management to point solutions that address more limited functions

**Specialist suppliers have** made significant progress in signing up Tier 1 mobile operators as customers, which presents a challenge for larger vendors that are relatively late to this market

**Network operators need** more education about how to harness IoT opportunities, and platform developers are well placed to teach them

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