



# Cisco IoE

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IoT/IoE BU Business Unit

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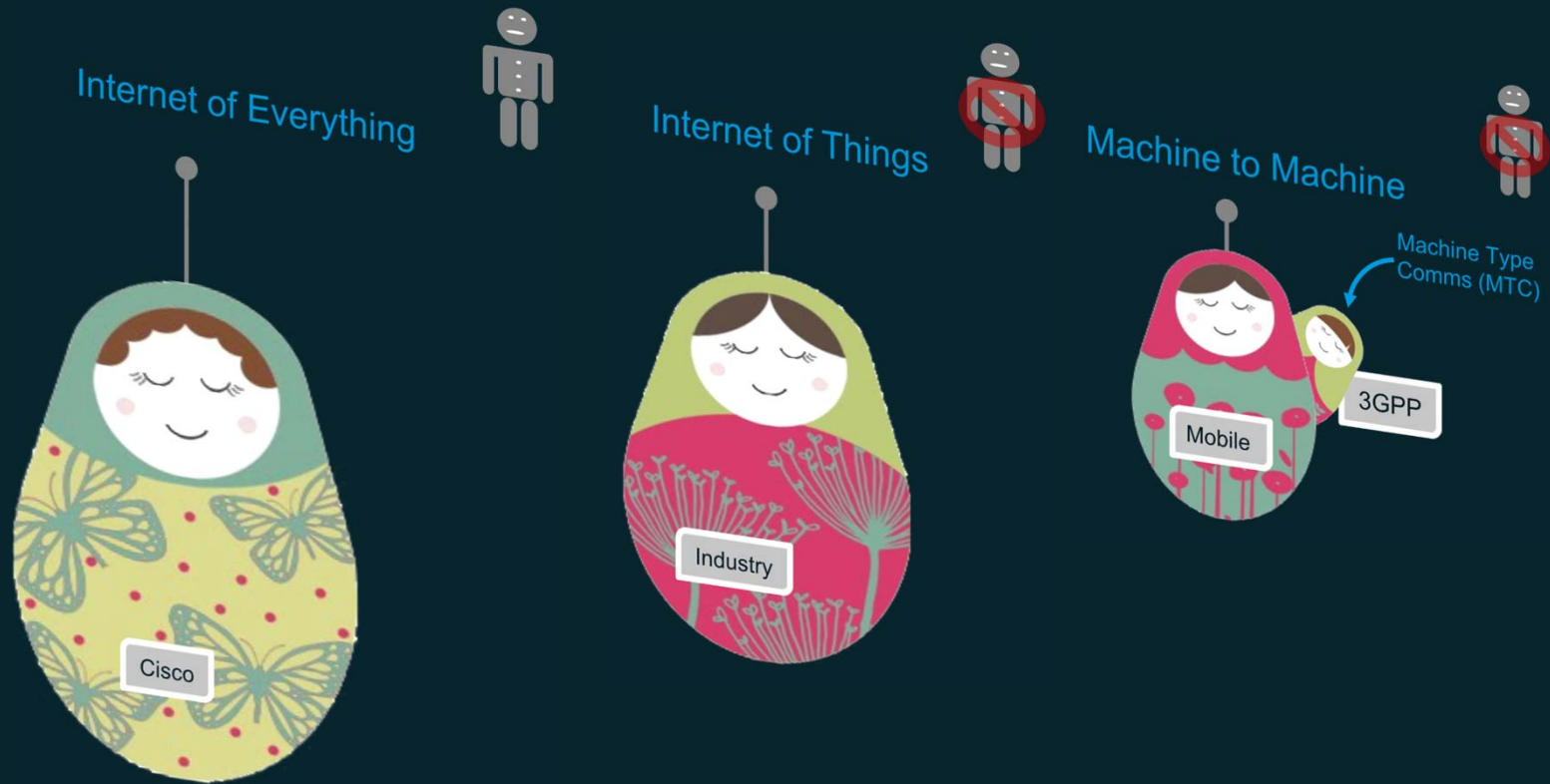
# Khaled Allam



## Summary

- 15+ years experience in industry, Energy, Smart Grid and Intelligent control systems.
- Worked for General Electric, Schneider Electric and Cisco systems.
- MBA in Marketing Management, M.Sc. in computer engineering, BSc. Electrical Engineering & Automatic Control Systems.
- Currently responsible for the business development activity for the IoE/IoT in Cisco for Middle East, Africa and Turkey

# IoE/IoT and M2M Relationship



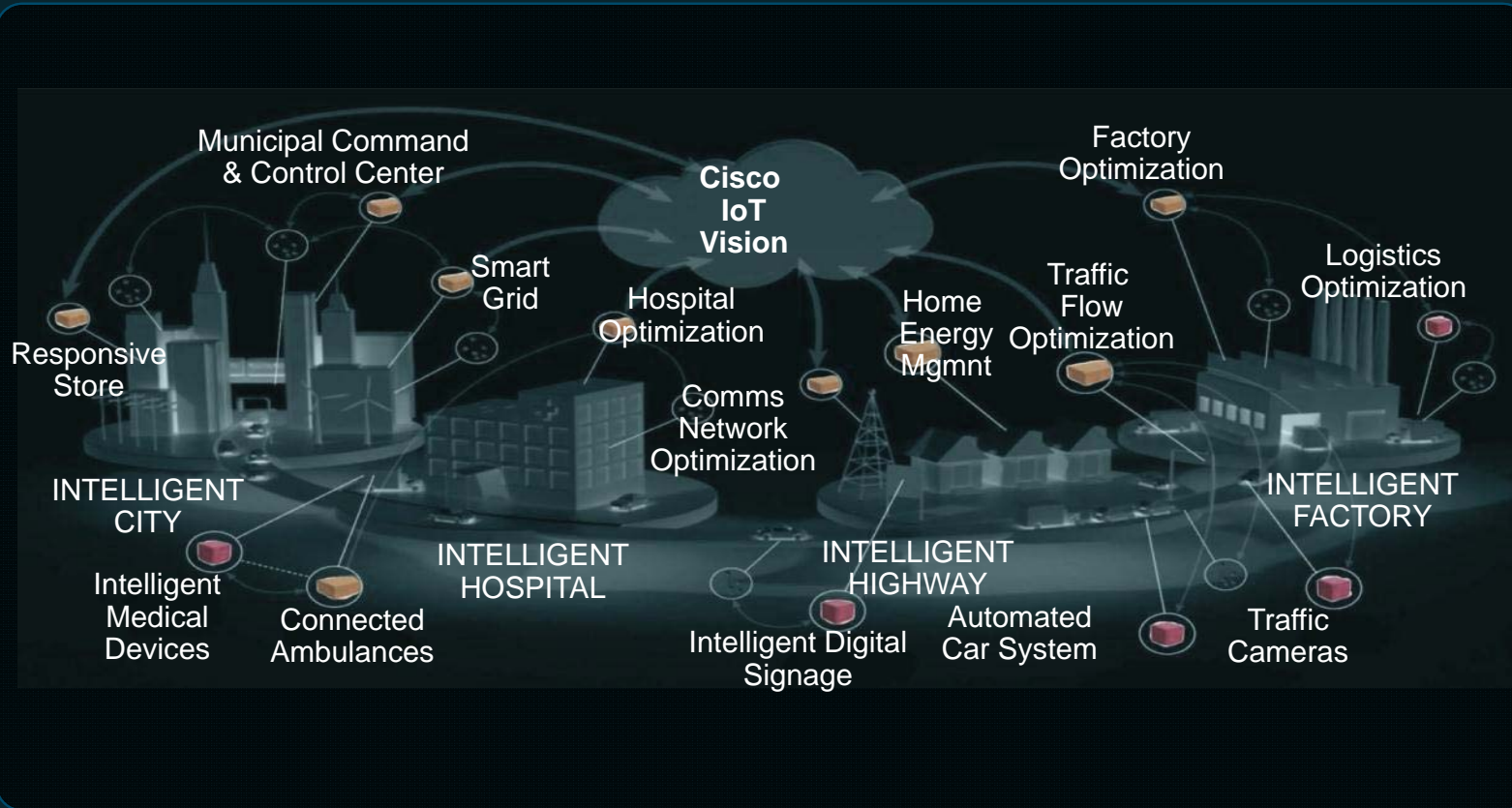
# IoE Definition

“The IoE brings People, Process, Data and Things together to make networked connections more relevant and valuable than ever before—turning information into actions that create new capabilities, richer experiences, and unprecedented economic opportunity for businesses, individuals, and countries.”

# Industry Mapping, Anchor Solutions and Use Cases

Industry	Vertical	Sub-Verticals	Solutions	Use Cases
Industrial	Manufacturing	Auto, Heavy Equip/ Discrete, CPG	Connected Factory	Converged Factory Network Plant&Control Room Mobility Secure Factory Controls Machine-as-a-Service
		Materials & Mining	Connected Mine	Connected Mining Vehicle Connected Mine Operations Asset Tracking & Personnel Safety
		Rail, Transit Fleet, Public Safety	Connected Rail Connected Fleet	Connected Train Connected Trackside Connected Station Connected Transit Connected Public Safety
	Energy	Utilities	Connected Utility	Distribution Automation Advanced Metering Infrastructure Substation Automation Workforce Enablement
		Oil and Gas	Connected Oilfield	Oilfield Remote Operations Oilfield Collaborative Operations Secure Facility Operations
		Government	Local Government	Connected City (S+CC)
	Government Defense & Safety		Connected Defense	Connected Operational Space Common Operational Picture
	Service Provider/M2M		Connected IoT Service Provider	Connected Remote SP Operations Connected Supply Chain Connected Customer Kiosk
	Consumer	Sports & Entertainment	Events & Venues	Connected Sports

# Cisco IoT/loE Vision – Connecting verticals together



Thank you.

