Session marketplaces from EU Projects AUTOPILOT LSP

IoT Week 2018

Bilbao, Spain

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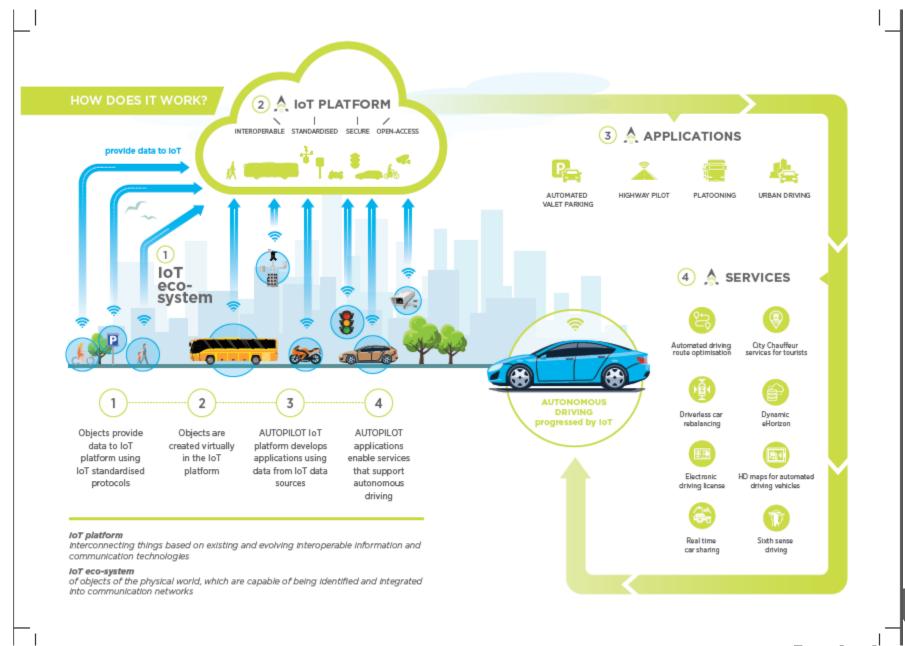




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Multi-domain market

- Vehicle
- Road infrastructure
- IT infrastructure
- Mobility services
- Users





Business model canvas

Opportunities

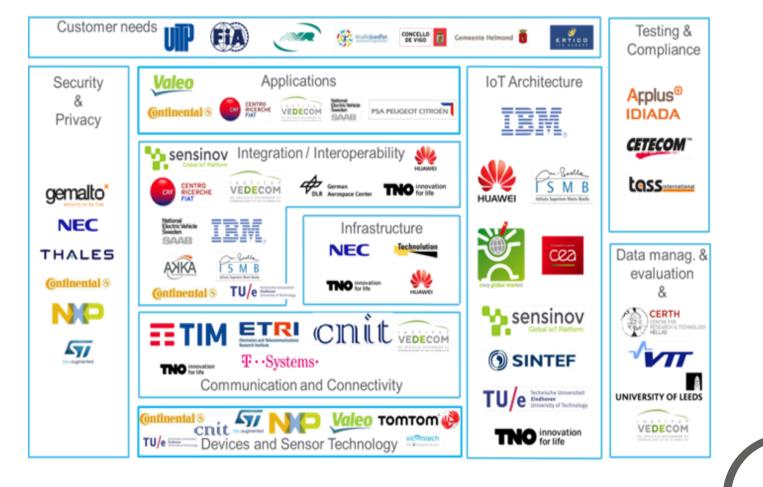
- Vehicle
 - IoT & connectivity units
 - AD functions
- Road infrastructure
 - Sensors
 - Parking/roads/cities
- IoT service platforms
- Mobility services
 - Driverless Car/Ride sharing
 - On demand multi-client
 - Car rebalancing (platoons)
 - Pay as you drive insurance
- Users
 - Vulnerable road user safety
 - AD car user liability

Key partners Key partners Key partners Key partners Key partners Key partners Autopartners Autopartners Autopartners Consortium Telecommunication Companies Vehicle Manufacturers Tier 1 OEMS Infrastructure Operators Public Authorities Regulation, Legislation, Insurance	Key activities Adaptation of IoT technology in connected and autonomous vehicles Federation of IoT platforms to bridge information sharing Exploitation of prior art, e.g. FIWARE and its communities Demonstrations in pilot scenarios that are truly representative of consumer demands Creation of new business models at pilots sites by involving third parties Key resources Qualified employees R&D and innovation capabilities IoT and ITS technology expertise Regulatory and public authorities as partners Test sites	 Leap forwa to automat using curre to market if Federated Platform of vehicle and infrastructu Pilots that if commercial private veh Use case va urban, high controlled s Focus on Io 	rd on the path ed vehicles nt and near technologies IoT ombining re data nclude l, public and icles ilidation in way and sites w cost connectivity in services ss models oproach to domain T and ITS rivacy and	Customer relationships	Customer segmentsImage: Segment
Cost structure Personnel costs (expertise) Costs related to adaptation, integration, innovation Marketing and branding costs Communication services and related infrastructure Third parties involvement			Revenue streams Value add service/product on new vehicles Mobility as a service solutions Reduced cost in controlled site operation (port, parking) Increased existing revenue streams via innovation Commercialisation of federated IoT ecosystems Software licenses and integration services		



Market players in the consortium

Diversity of the consortium members matching all the business opportunities and market needs





Thank you for your attention

Francois Fischer, ERTICO – AUTOPILOT coordinator







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