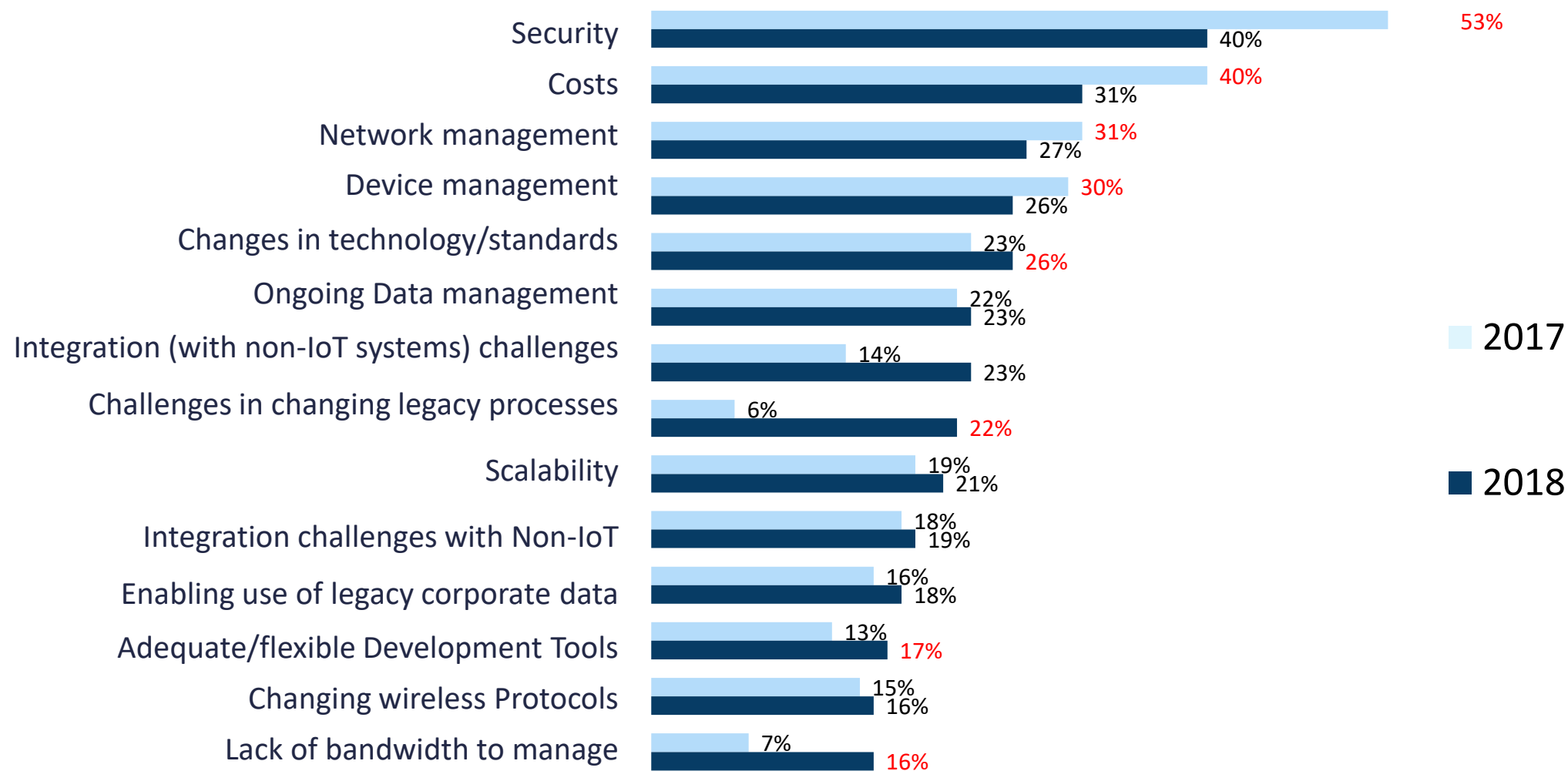




Company challenges are changing!

What are the biggest future hurdles you expect to face as you build your company's portfolio of IoT applications?



"US, UK, France, Germany, China

Base: 2017/ 2018 Those who spent on IOT: Overall – 1061/1129/1430, US – 264/273, UK – 272/287, France – 244/269, Germany – 281/300, China - 301

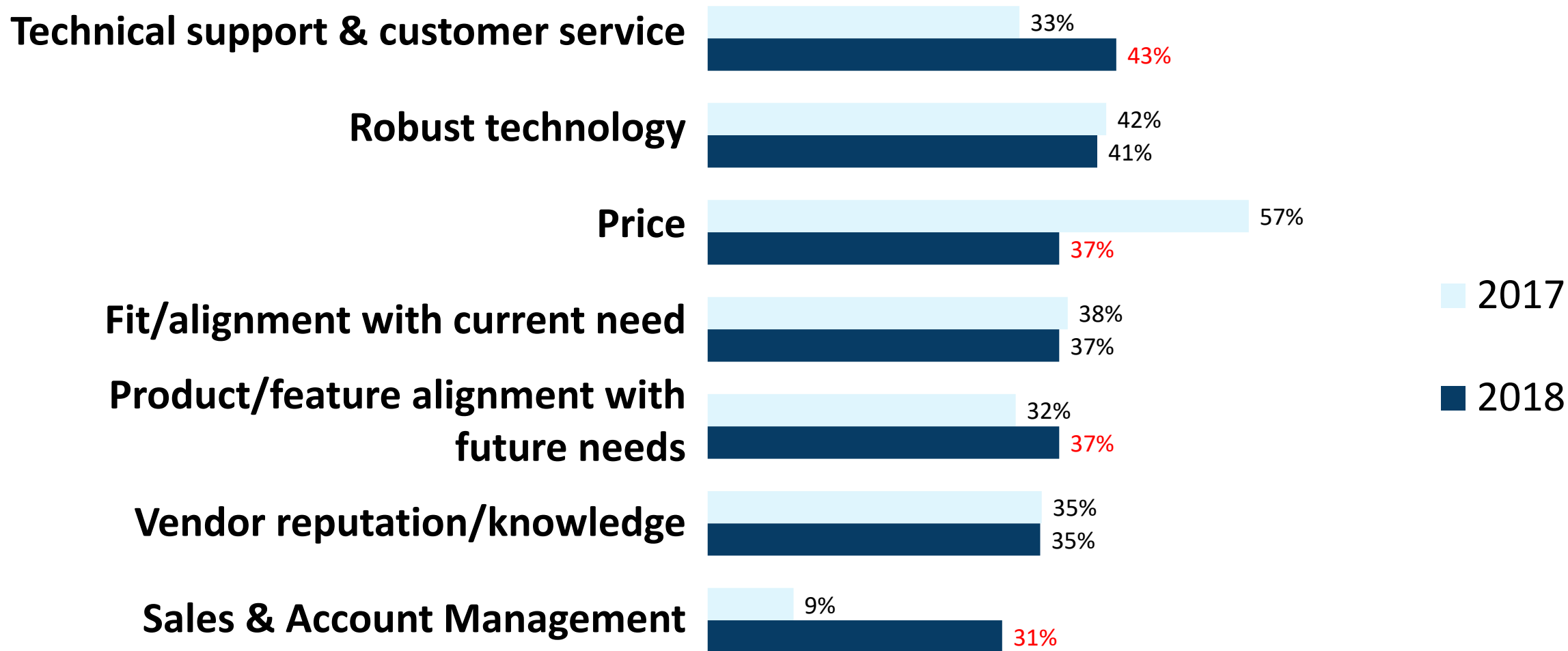
Q32. What are the biggest future hurdles you expect to face as you build your company's portfolio of IoT applications?

Numbers in red indicates the significant higher at 95% CL



Vendor selection criteria is changing!

What are the most important criteria in selecting your IoT solution vendor?



- US, UK, France, Germany, China

Base: 2017 4 countries/ 2018 Those who spent on IOT: Overall – 1061/1129/1430, US – 264/273, UK – 272/287, France – 244/269, Germany – 281/300, China - 301

Q34. What are the most important criteria in selecting your IoT solutions vendor(s)?

Numbers in red indicates the significant higher at 95% CL