

Challenge Up! start-ups: use cases

Three parents: Three start-ups

1. N-Join
 2. Senic
 3. Proglove
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N-Join (Cisco & DT & Intel) - Israel

n-Join leverages the rapid advancements in the Internet of Things to make production facilities/factories more flexible, maximise their output and reduce their environmental signature. (Autonomous data-analytic system for manufacturing plants)

Use cases:

N-Join system – **an integrated solution with Cisco, Intel and DT**; while N-Join is providing the software (including integration and design), **Cisco will support with hardware and Deutsche Telekom the cloud** infrastructure: the N-Join software was integrated with Cisco UCS server and installed at client site. The data is stored and analysed both on premise and on DT's cloud environment, and can be easily accessed through the cloud. Alongside this, **Intel** is committed to do a Proof of Concept with N-Join in factories.

Customer: The system is installed at **Strauss Dairy** in northern Israel, one of the largest dairy products manufacturers in Israel

Senic (DT & Cisco & Intel) – Germany

A universal dial for the Internet of Things, able to control smart lights, locks, thermostats or speakers with simple gestures rather than browsing through apps on a smartphone. Senic creates Natural User Interfaces (NUI) to make the interaction with technology seamless and smart at home and work. Senic's first product is Nuimo, a universal controller for the Internet of Things.

Use case:

Smart Office Proof of concept – jointly with Cisco, Intel and Deutsche Telekom.

Intel will integrate Senic in their Intel-chip based computers, Cisco in Collaboration Systems (e.g. MX300) and Deutsche Telekom will have Senic integrated in their Smart Home platform Qivicon.

ProGlove (DT & Intel & Cisco) – Germany

ProGlove is a smart glove that enables its users to scan hands-free and provides them with an instant feedback. The device unlocks a new level of business intelligence through additional data point. Combining wearable technology with IoT for industry.

Use case: (DT & Intel & Cisco)

Creating a smart supply chain: accelerating the handling of packages and goods through faster and more ergonomic picking. Seamless integration of ProGlove into Supply Chain Monitoring (SMC) solutions of e.g. warehouses, logistic and transportation companies. PoC with selected customers from **Cisco, Intel and DTAG.**

Use case: Cisco

Direct network connection of ProGlove via Cisco 829 router. Integration of the gateway functionality into the Cisco 829 router. Router makes a separate gateway obsolete.

Two parents: Six start-ups

1. Semseye
 2. Admetsys
 3. ComfyLight
 4. Waylay
 5. Hi-Park
 6. DeviceHub
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SEMSEYE (DT & Intel) - Lithuania

SEMSEYE is Google Analytics for Retailers and shopping malls. It is a unique solution for monitoring people flows. It is built on the most advanced algorithms for intelligent video processing and can be used, among others, in retail areas.

Use case:

Intel runs a pilot using SEMSEYE in the Dublin Croke Park Sports stadium and also for the Dublin City Project 'Smart Cities' (museums and libraries), where SEMSEYE will be used to monitor visitor flows. **Deutsche Telekom** installed SEMSEYE in five flagship stores in Romania, and in two flagship stores in Poland. Also Telecom Romania is promoting SEMSEYE to their customers (retail, e.g. Penny store).

Admetsys (Intel & Cisco) – Denmark

Admetsys develops connected healthcare solutions for diabetic care in hospitals. Admetsys developed Smart Pancreas™, a solution that measures and helps maintain blood sugar levels of diabetic patients. The Admetsys Smart Pancreas™ attached to a patient's intravenous line automatically measures blood glucose concentration in real time with no blood loss - improving health outcomes and health economics through high-tech automation.

Use case:

First-of-its-kind automated diabetic control system, **powered by Intel chipsets, tested and certified for Cisco advanced wireless infrastructure**. Information-driven medicine: Highest precision care available, full automation for unparalleled cost control, and pervasive data availability and integration.

ComfyLight (DT & Intel) – Switzerland

ComfyLight is a simple and elegant security solution for home usage: it developed a smart LED light bulb, enhanced with a presence sensor and connectivity which helps to protect homes. The device learns movement schemes and switches the light on and off in a natural rhythm: Simple & Elegant Home Security.

Use cases:

ComfyLight will be integrated into **Deutsche Telekom's Smart Home platform Qivicon (control all your smart devices via one platform: Qivicon)**. Additionally DT Smart Home will help to sell ComfyLight through its own channels.

Intel: inside (Curie Chipset) => the light bulb as form factor for the ultimate smart home platform

Waylay (Cisco & DT) - Belgium

Waylay is a real-time automation platform that integrates the Internet-of-Things (IoT) with enterprise IT systems and online services. Waylay provides seamless integration between devices, software, processes and people.

Use case:

Cisco/ DT Connected Lights: Using 3850 switch (with PoE/CoAP), ICE gateway and waylay. Waylay controls the lights (on/off/dimming) depending on the weather info, motion sensors, calendar etc. This will be used in **smart buildings:** The Waylay platform controls indoor sensors, cameras and lights connected to the switch taking into account external sources such as weather, inside/outside temperature, motion, calendars etc.

Hi-Park (DT/Intel) - Israel

Hi-Park's technology uses crowd-sourced data and images to provide information on parking vacancy. As a result, it significantly reduces the time spent on searching for parking. Efficient on-street parking, using crowd-sourced camera views to dramatically reduce traffic congestion.

Use case: Smart Parking

Hi-Park will be integrated in the **Deutsche Telekom T-Systems MMS Smart Parking** platform; there will be different data sources used for the platform: Hi-Park crowd sourced data, **Video cams from Cisco and Intel**, fixed sensors in streets from different vendors.

Hi-Park helps to find vacant parking spots very efficiently; Open platform avoids vendor lock-in; Reduces cost impact of traffic congestions

DeviceHub.net (DT & Cisco) - Romania

DeviceHub offers a Platform as a Service (PaaS), which users can connect easily and remotely to manage multiple devices and create services on top of them. The platform significantly decreases effort and time to enter the market for IoT services.

Use cases:

Cisco/ DT: Industry 4.0 process analytics, automation & factory control

Cisco: Integration of DeviceHub.net with the new generation of FOG computing ready CISCO products (iOX).

DT: Run the factory management and visualisation dashboard in the Deutsche Telekom cloud

One parent: Three start-ups – listed in order of priority

1. Taggalo
 2. Ifinity
 3. Oort
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Taggalo (Cisco) - Italy

iTunes for real world analytics. Open platform integrating video analytics, Wi-Fi tracking and Beacon, all in a single, plug & play sensor solution. It allows users to collect contextual data (footfall, viewers, dwell time, length of stay, frequency of returns, demographics) accessible directly (custom dashboards) or via APIs in real time. Taggalo is the Game Changer in the collection and management of customer conversion metrics for retail and outdoor advertising.

Use case:

Analysis of footfall and traffic flows in crowded environments (railway station), accurate measure of advertising reach and target audience for outdoor advertising media owners, provide full evidence of a venue commercial value. Rollout to main Italian railway stations, Airports, Train stations, Retail shops. Positioning of Taggalo sensor and **Cisco's Meraki** access points inside digital totems at entrance of railways station.

Ifinity (Cisco) - Poland

Ifinity provides beacons based tailor-made technology to cities, public spaces and commercial clients around the world. The solution lets people digitally interact with reality through their mobiles. Empowering Visually Impaired with IoT (through mobile devices)

Use case:

Citizen service departments (18) in Warsaw for Warsaw City Hall.

OORT (Intel)

OORT is a unique patent-pending technology that allows users to build an open ecosystem consisting of smart devices, sensors, mobile software & cloud platform. The company developed the first Bluetooth smart specialised smart home system that can be controlled via any device connected to the Internet, regardless of its producer and used OS – ultimately, it makes devices smart.

Use case:

Making devices smart – **Intel** will provide chipsets, combining Intel hardware solutions with OORT's software layers.