



# The LoRa<sup>®</sup> Alliance

“ENABLING THINGS TO HAVE A GLOBAL VOICE”

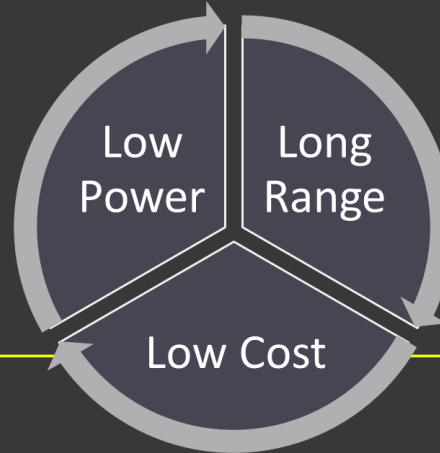
Dr. Thierry LESTABLE, Vice-Chair

# Our Vision and Mission

## The LoRa<sup>®</sup> Alliance

“ENABLING **THINGS** TO HAVE A GLOBAL VOICE”

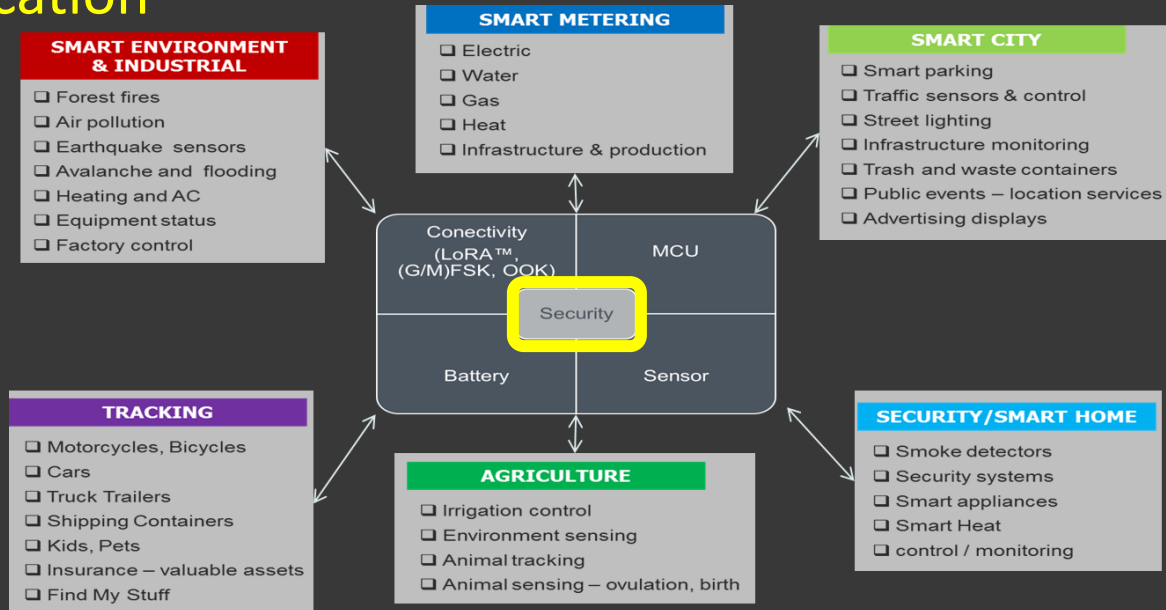
An open, non-profit association of Members who believe that the internet of things era is **HERE & NOW!**





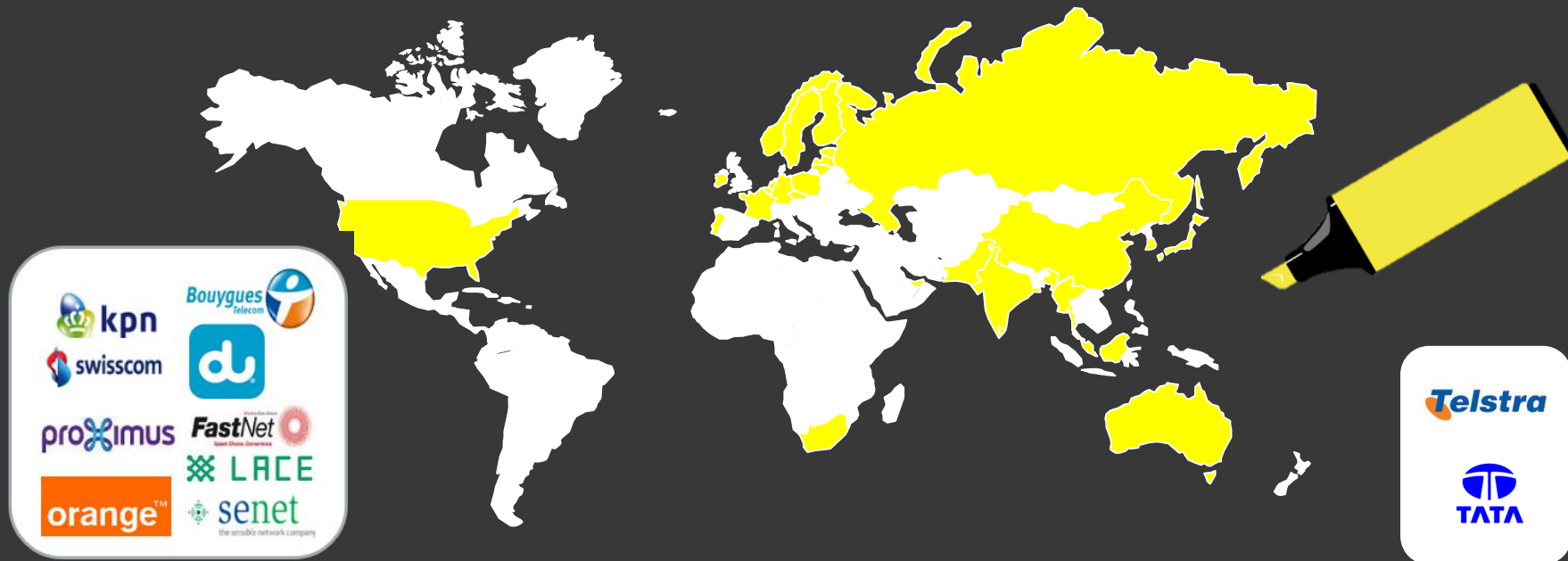
# IoT LoRaWAN™: OPEN for Business NOW

- Openly available Specification
- Based on Open Standards
- Based on 3<sup>rd</sup> party Certification
- Secure
- Open Business Model





# Turning the World YELLOW, where next?



9 announced IoT deployments, 56 on-going Operator Trials

# New LoRa® Alliance Members since June 2015



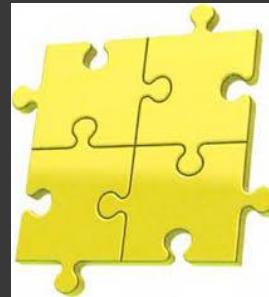
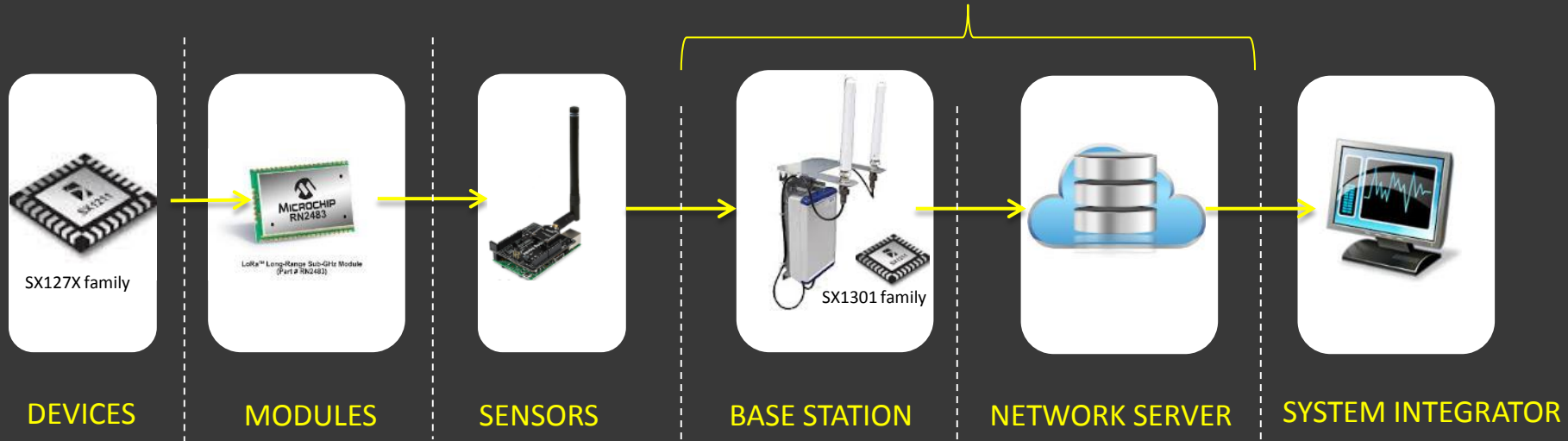


# LoRaWAN becoming the Carrier defacto LPWAN standard



# LoRaWAN™ IoT ECOSYSTEM –We are ALL better together!

LoRaWAN™ Network Operator



Multi-source/Multi-Vendor



## Interoperability – the key to global scalability

# LoRa® Alliance Certified

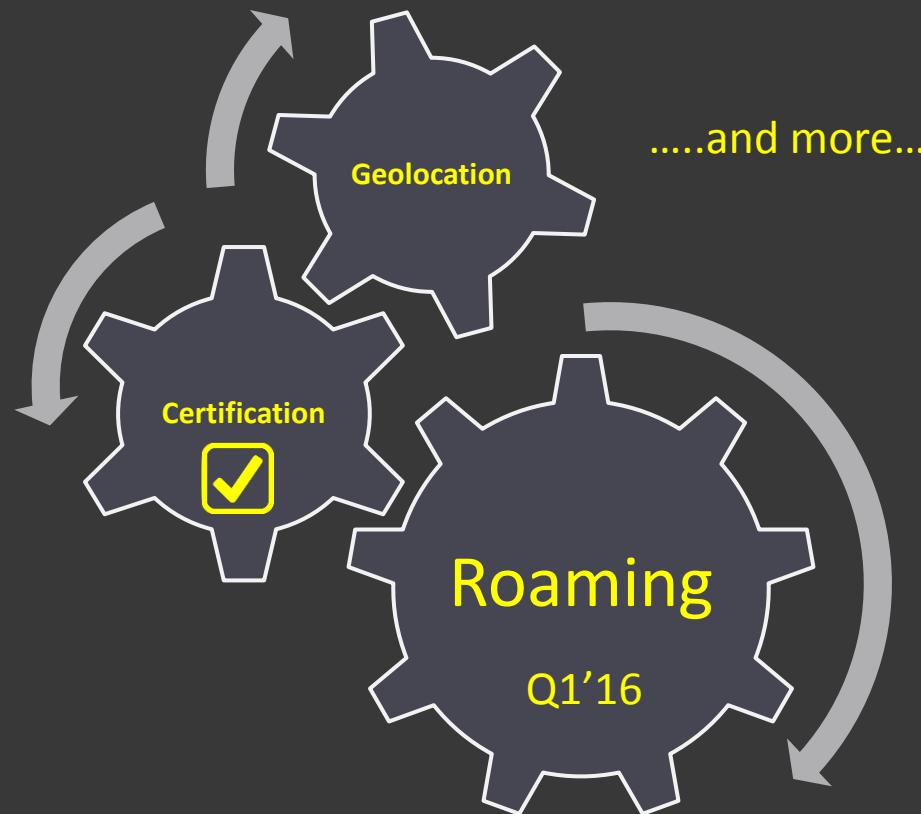
- The Launch of the **CERTIFICATION PROGRAM** provides guaranteed **interoperability**
- Engages a new category of partner into the **LoRaWAN™** Eco-system
- Espotel and IMST already Alliance accredited Test Facilities – more to follow...
- Demonstrates the power of an **OPEN** standard – The complete IoT **VALUE CHAIN**



# Few announcements coming in near future...

The **Strategy, Marketing, Technical & Certification**

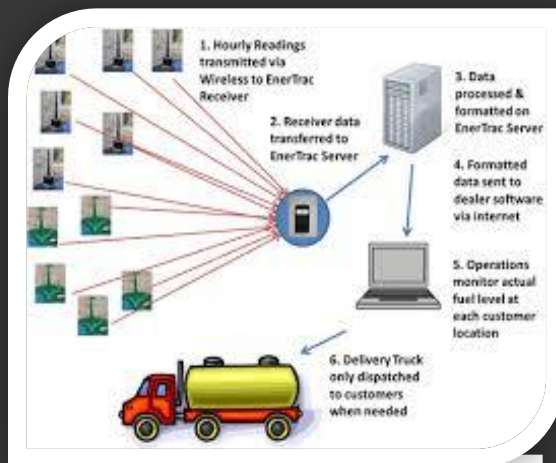
Committees are working hard for months to address jointly focused & prioritized **Business/Market Needs.**



# Tank monitoring & Delivery Optimization, By SENET



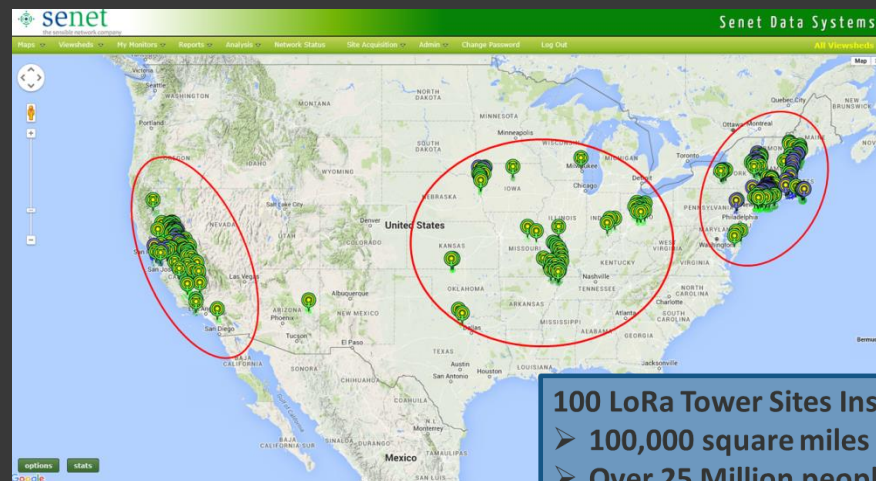
US



*Propane, Heating oil, Water, Farming coop....*

## Network as a Service (NaaS)

- Wireless Network roll-out (150 Rx GW)
- Data Aggregation platform
- Network Resource Tools



**100 LoRa Tower Sites Installed**

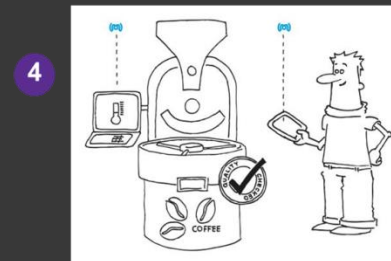
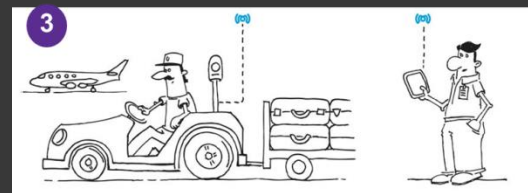
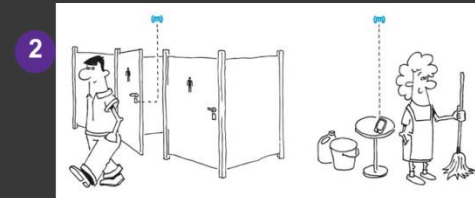
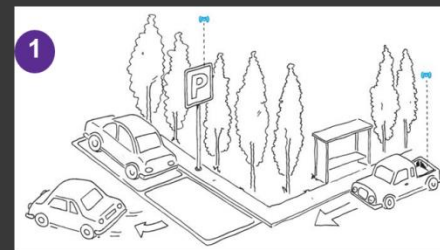
- 100,000 square miles coverage
- Over 25 Million people covered

# Commercial Launch in Belgium, by PROXIMUS



- Smart Parking
- Door/motion detections
- Airport Cargo
- Temperature

in 5 months (GO),  
+50% population  
~ 5.5M ppl



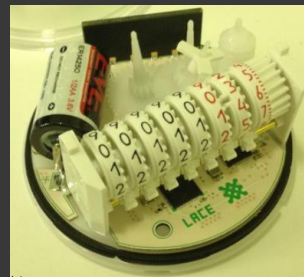
# Russian Market, by LACE



## LOESK (Leningrad): 400K Electricity Meters



## Innopolis City: Water Meters



## Lensvet (St.Petersburg): Street Lighting



15 major Cities  
+11M Households  
+30M people



# Fire/CO2 Detection & Alarms, by FINSECUR

FINSECUR



10 years battery life  
Up to 10 'DAAF' (Detectors) interconnected  
Std: EN 14604

HQ Nanterre, FR

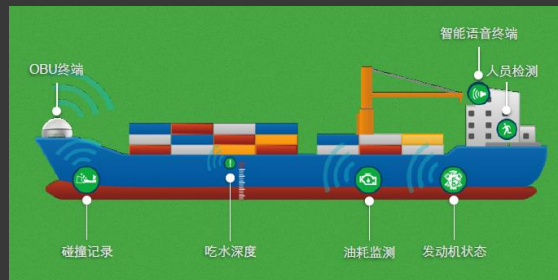
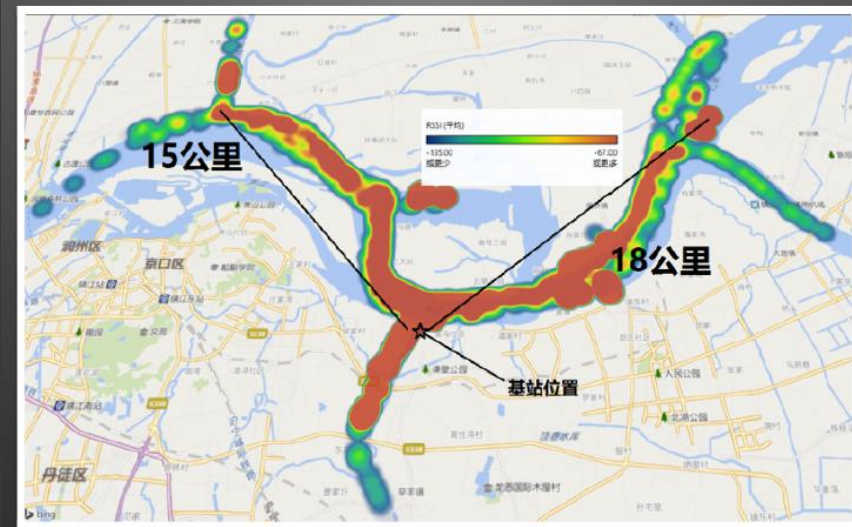


# Vessel Tracking, & Smart Water Transportation, by AUGTEK

AUGTEK



OBU = On Board Unit



China  
Top 11 IoT Projects

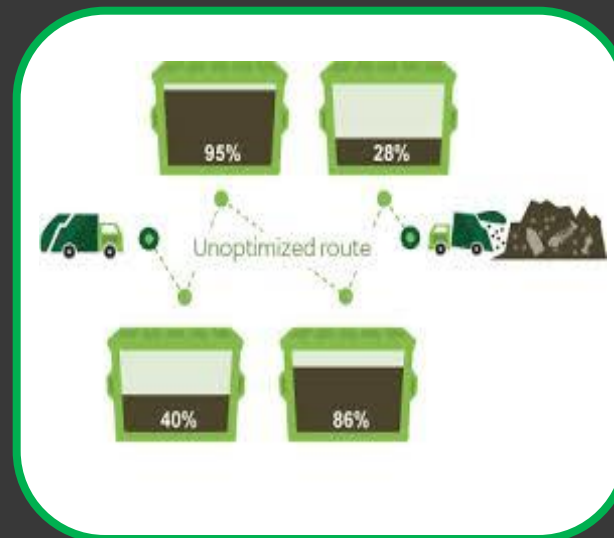
# Waste Collection for Smart Cities, By ENEVO

enevo

Waste Container connected sensor



Waste Collection optimized route



Finland

# Many more IoT Products brought by LoRa™ Adopters...

Smart Locks, Trackers



Trackers



Invenit BV

Street Lighting

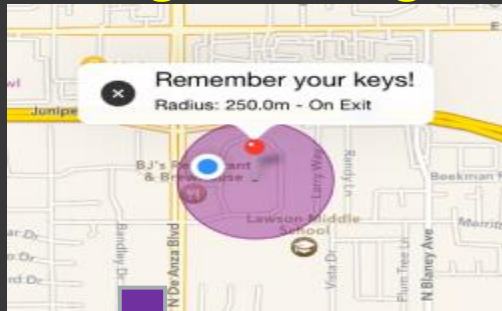


Smart Parking





# GeoFencing, GeoTargeting, GeoPositioning, Tracking...



- “Trigger geofences based on events like**
- entering, dwelling, or leaving a place
  - time of day
  - crossing a speed threshold
  - entering a city, state or country
  - after traveling a given distance



# Agile & collaborative approach: Challenge for Innovation

- The **FIRST** global innovation challenge purely focused on the Internet of Things
- The LoRa Alliance welcomes **REVOLUTIONARY** IOT solutions in the categories of :



Healthcare



Security



Smart Building



Supply Chain



Smart City



Manufacturing



Connected Home



Standardization

- The Board of the LoRa Alliance, consisting of leading international industry experts will select the most **PROMISING** and **INNOVATIVE** products according to criteria such as level of usability, marketability and innovation





# LPWAN IoT Systems – Now & Tomorrow

**LPWAN** are **changing** already the **Market** by proposing **new disruptive business models**, thanks to tailored technology, well dimensioned from the beginning with the true fundamental and simple **primary needs** from major **industrial IoT**:

- **(Very) Low Power**
- **(Very) Long Range**
- **(Very) Low Cost (TCO)**

This allows **new actors** to join the Connected Economy, by adopting **available & affordable** wireless technology, with simple & fast roll-out.

**Innovative & disruptive IoT business**  
is emerging from **ISM bands** technologies  
***Regulators are invited to take it into account...***



# IoT “Where it matters most” – Simplifying Life & Strengthening Economy..

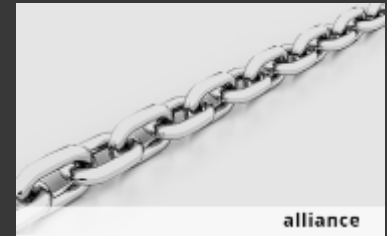
User  
Experience  
is critical !





# LoRa® Alliance

Wide Area Networks for IoT



Thank you ....

The LoRa® Alliance

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