

SKYGRID

APP Disruptive Technology lunch series

Thursday 23 February

Rory Gleeson

CEO / co-founder
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ERICSSON

15 years



My first app



Big Data

Then along came IoT





Let's start an IoT company!

Co-founders



CTO

Brendan Myers
2 years Ericsson
Winner Ericsson global innovation

CEO

Rory Gleeson
15 years Ericsson
Lead Architect

COO

Luke Taylor
2 years Ericsson
Neural Networks / A.I.

SKYGRID



on a mission to connect everything

Connecting everything



SKYGRID



New Opportunities



sensors
monitor
things



faults
are
detected



this
opens new
revenue streams



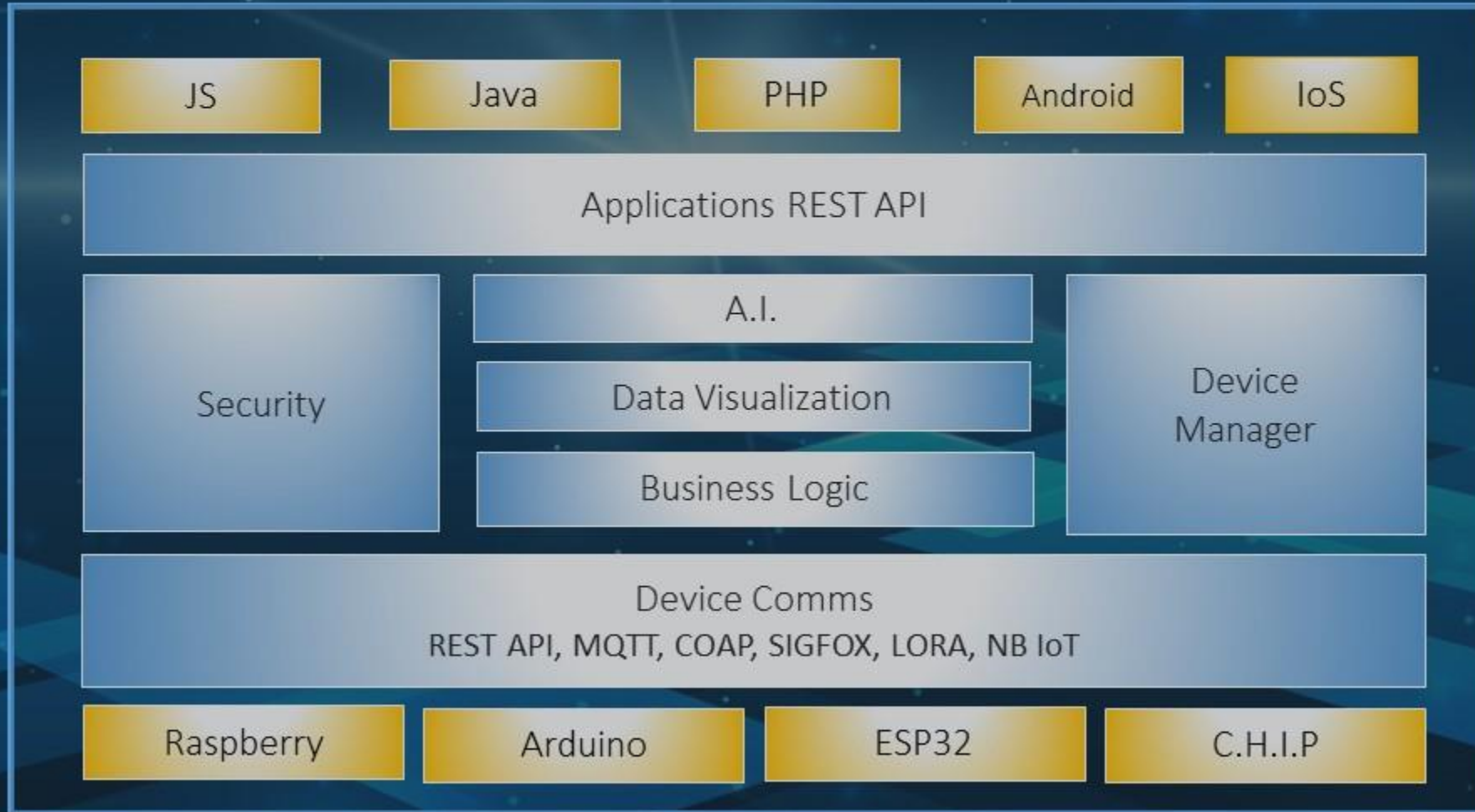
+ new
business
models



+ new
customer
engagement

Product

Platform as a Service



Accelerate



muru

POWERED BY 

The IoT challenge



Many verticals (How to focus?)



Hardware / Sensor problems



Connectivity



Find a paying customer -> PoolBuddy

Eureka!



The Problem



Things Break



Servicing is inefficient and costly



Downtime results in lost revenue

1 in 3 field service trips is a waste of time

Engineers arrive onsite without correct tools

267K people in Australia are servicing equipment daily

In the USA **\$38 Billion a year** is wasted waiting for the cable guy!

The Solution

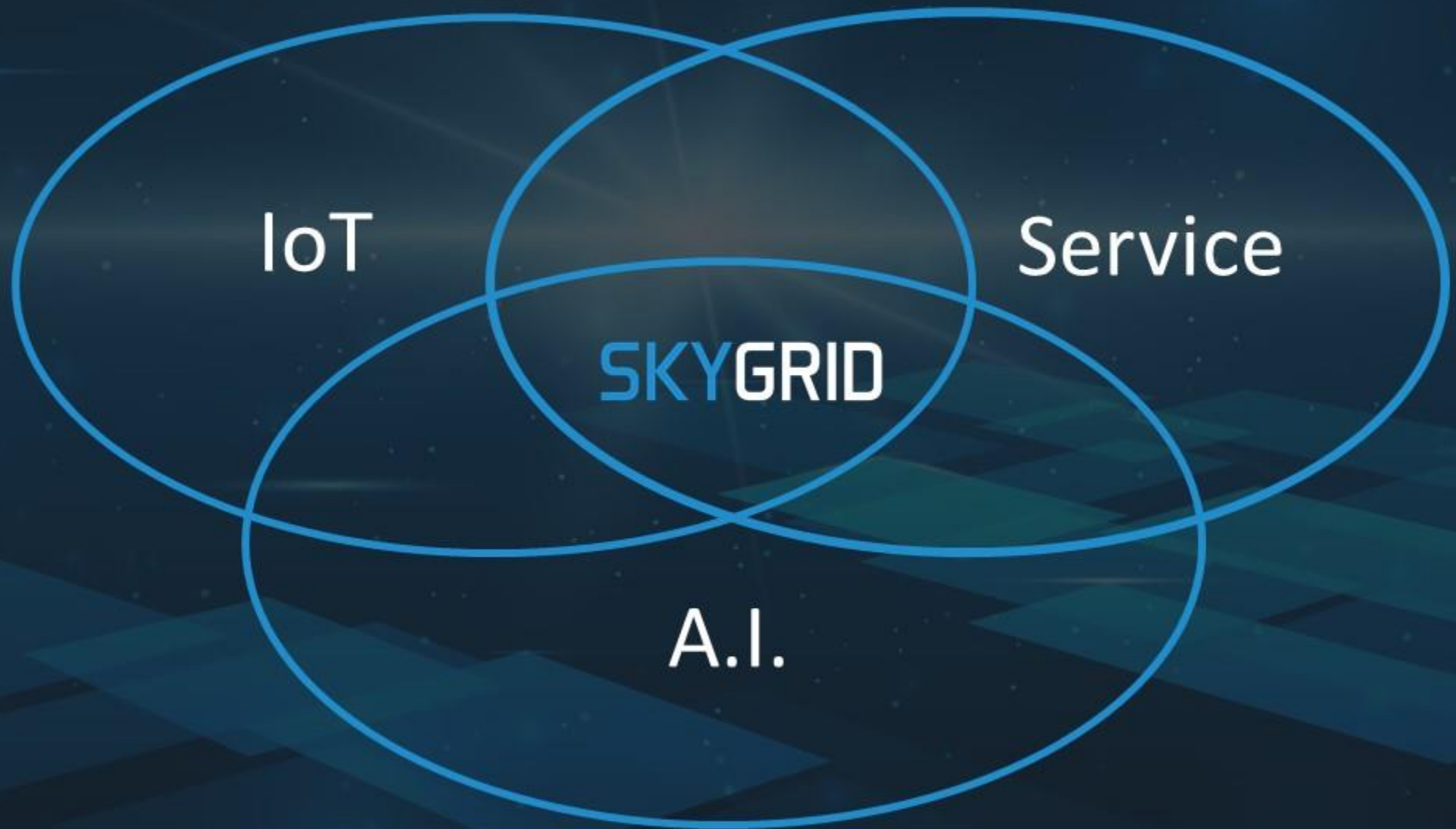
a platform that automates

field service

with

Internet of Things and Artificial Intelligence

A True Platform



New Business Models



Our Solutions



PoolBuddy.co



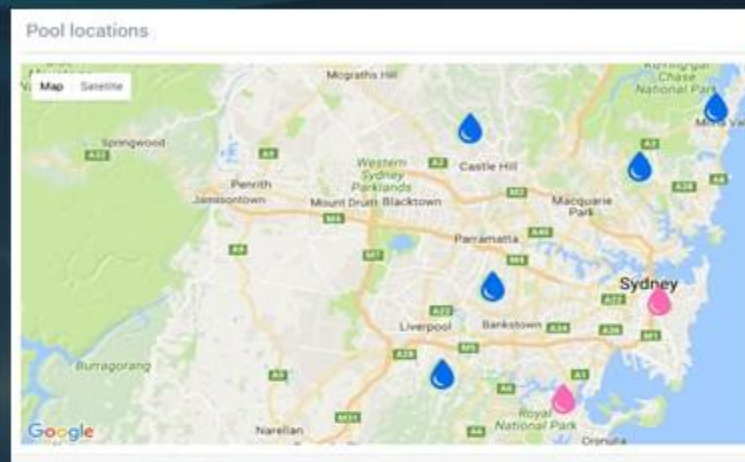
POOL CARE MADE EASY
DESIGNED FOR POOL SHOPS

REGISTER

LEARN MORE







Disrupt



The Pool Shop, The Pool Guy



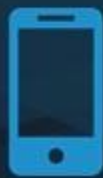
Pool equipment manufacturers



Chemical companies



Online stores



The Pool App

The Internet of Heaters



Be proactive, not reactive

Reduce Carbon

Offer S.L.A

Control

Value in the data

New customer engagement

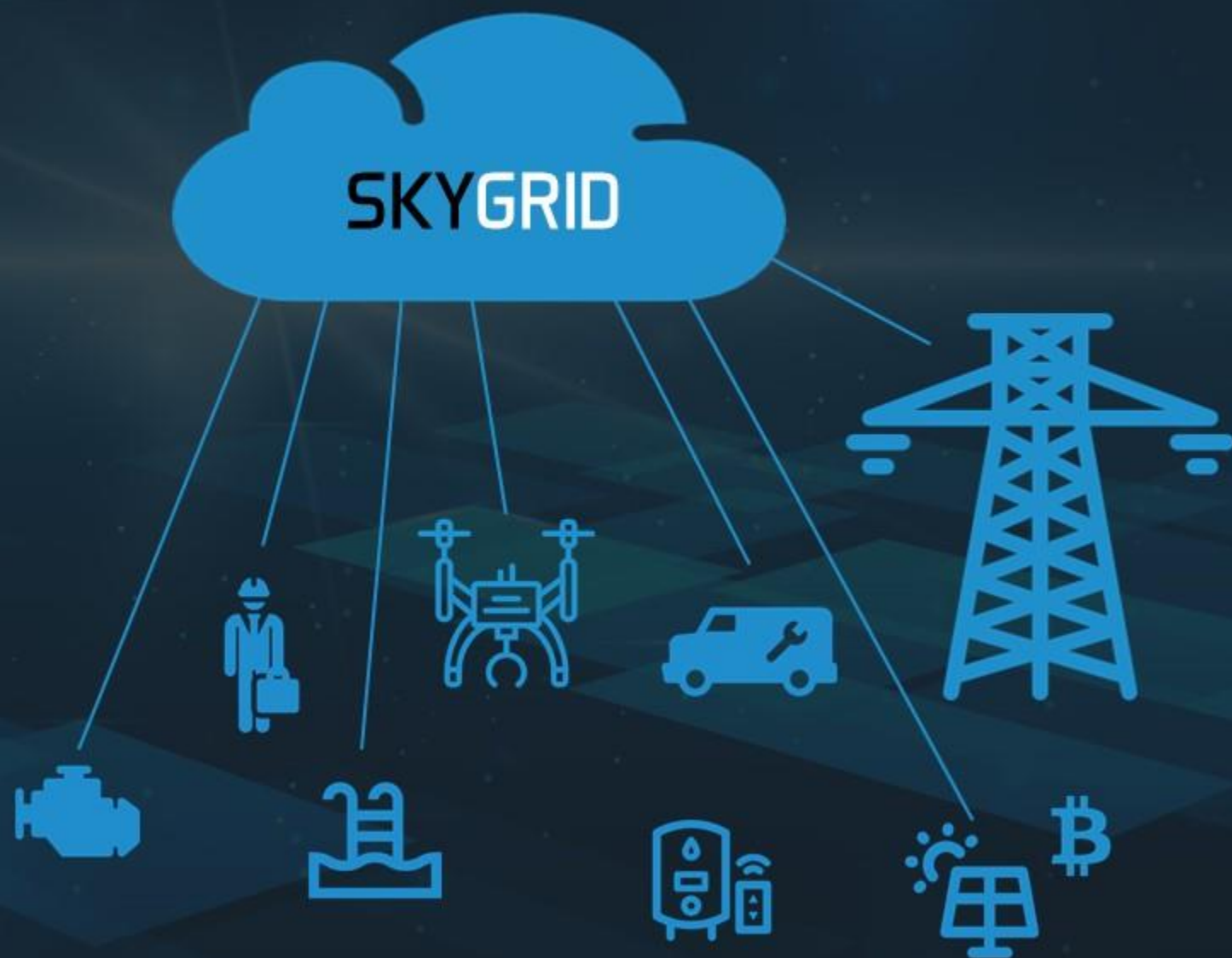
Hot Water as a Service

Bitcoin



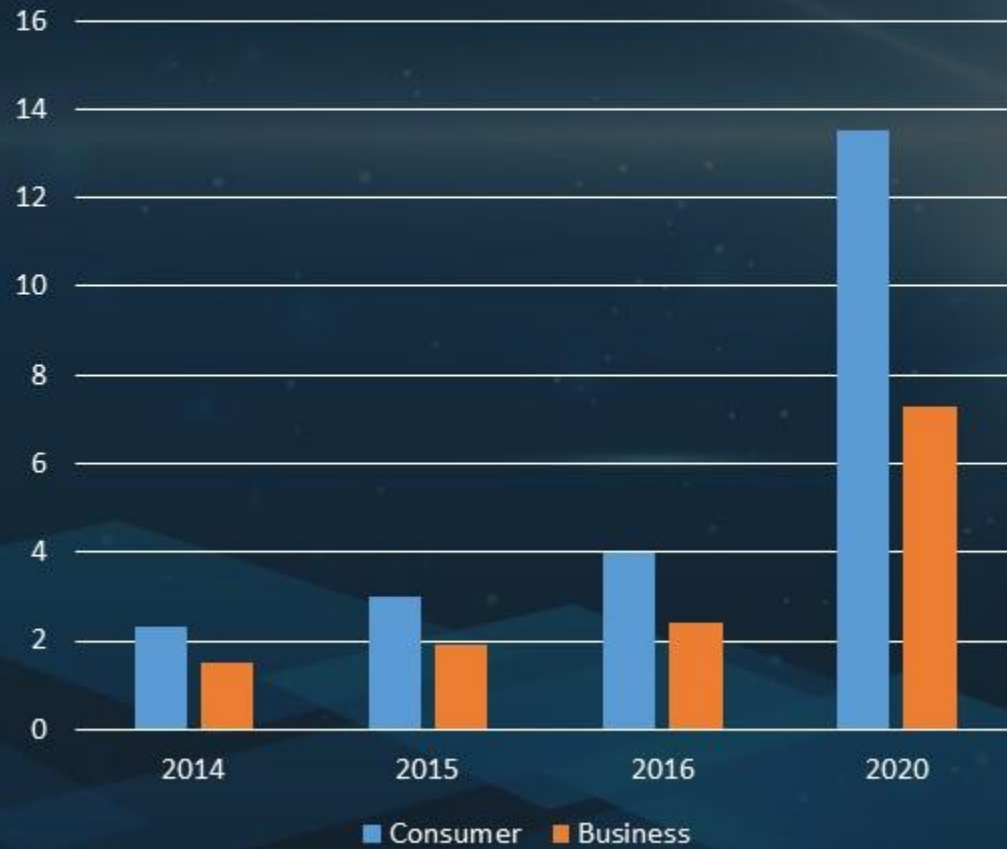
The future is SkyGrid

Monitor
Track
Learn
Automate

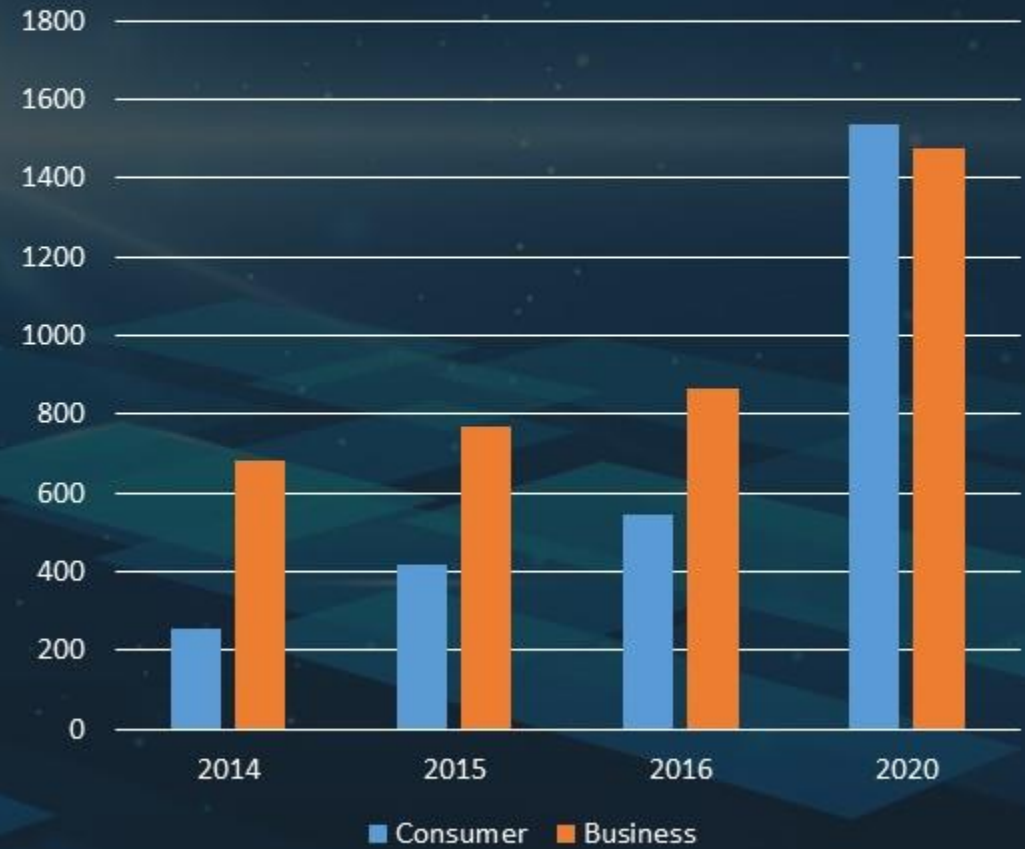


Market Validation

IoT Connected Devices (Billion)



IoT Spend (Billion USD)



Market Validation

“ IoT will create \$2 trillion in new value during the next five years and much of the value creation will be spurred by [predictive maintenance](#). ”¹

tellmeplus 

(predictive maintenance)
raised \$4.70m
@ valuation \$31.33m

ThingWorx
A PTC Business

PTC acquires Internet of
things startup ThingWorx
for \$112M

 servicemax

GE Digital snags
ServiceMax for \$915
million

Customer



Don't manufacture hardware

Embed SkyGrid at factory

Annual fee per device

100% annual revenue growth

Online PaaS (annual license)

Competition

IoT Platforms

+ A.I

+ Service

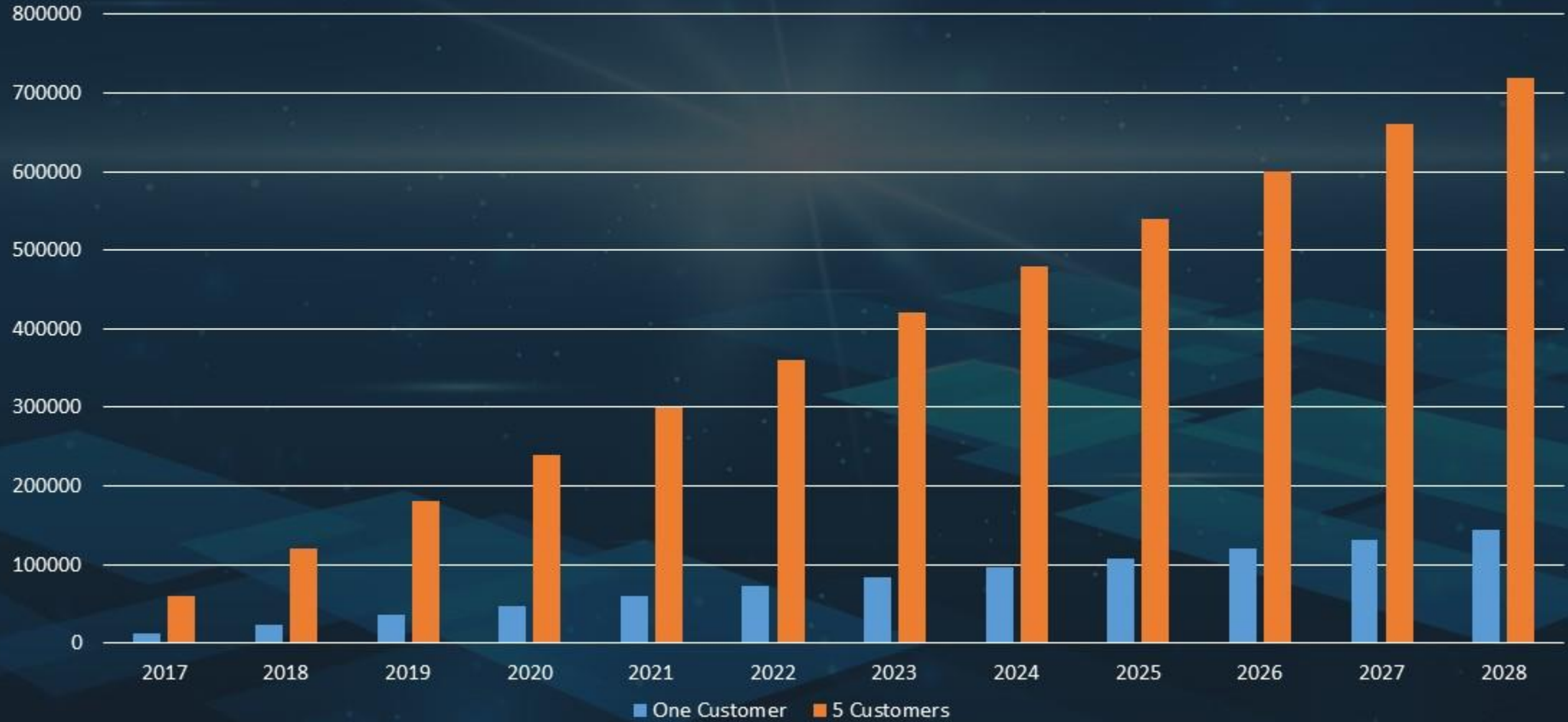
200 - 400

< 50

< 10



Recurring Revenue



SKYGRID



www.skygrid.io



[skygridio](https://twitter.com/skygridio)



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