4ᵗʰ International Conference and Business Expo on

Wireless, Telecommunication & IoT

July 19-20, 2018 | London, UK

Dimitrios Spiliopoulos

O_2 – Telefonica, UK

IE Business School, Spain

Transforming from IoT wireless connectivity provider to an IoT solution provider

Wireless connectivity is critical for the deployment of million connected devices. Telecom providers are playing an important role in the IoT ecosystem and particularly in deploying successful IoT projects. However, while the role of wireless connectivity is increasing, the purchasing of connectivity is commoditised. Similar thing is happening also with the hardware market in the IoT context, where software is becoming more and more valuable. In this context, Telefonica is leading the way to become from an IoT connectivity provider to an IoT solution provider. We have read in the news about recent announcements of new strategic partnerships of Telefonica with cloud providers, hardware manufacturers as well as plans for other innovative initiatives. In the conference, the author who is the IoT Sales Enablement Manager of O_2 – Telefonica will explain in more details how O_2 and Telefonica are transforming from wireless IoT providers to complete IoT solution providers.

Biography

Dimitrios Spiliopoulos has earned an MBA degree from the top-tier IE Business School which is focusing on innovation and entrepreneurship. He is currently working for the IoT team of O_2 (Telefonica UK) in London and he is a mentor of IoT startups, public speaker and writer about IoT subjects. He previously worked for the global IoT team of Vodafone. He has lived in 6 countries and before his MBA he worked in different countries (EMEA and India) and industries doing export business development, marketing and strategy. He helps companies to start their IoT journey and create great value for their customers through new services, business models and connected products.

dimitrios.spiliopoulos@o2.com

Notes:

International Journal of Sensor Networks
and Data Communications

ISSN: 2090-4886

Wireless 2018
July 19-20, 2018

Volume 7

Page 58