

# JARVIS

YOUR SMARTHOME IN A SINGLE APP

powered by **IOOOTA** S.r.l.  
**iooota.com**



Luci



Porte



Termostati



Sicurezza



Prese elettriche



Sensori

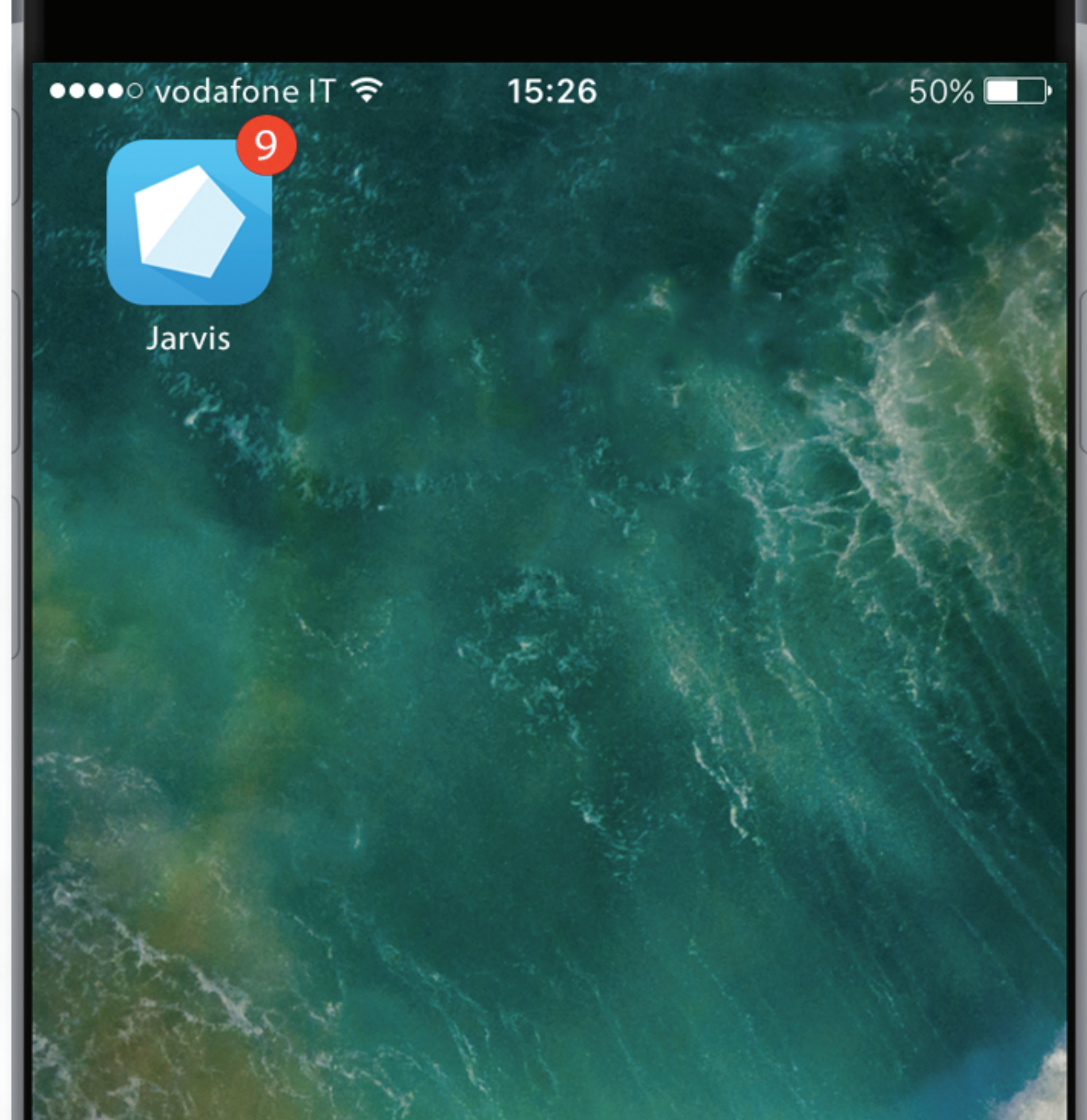


# Problem





# Solution



# Hi, I'm Jarvis



## Jarvis HUB

Based on SAMSUNG  ARTIK™

### Base for EMEA

- Wi-Fi [802.11n]
- BLE 4.1
- Thread
- ZigBee
- Z-Wave
- enOcean
- HDMI 1.4a
- Micro SD

### Addons

- UMTS / LoRa / NFC / ...
- Backup Battery

### Apps for



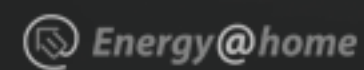
Android



iOS



### IOT ASSOCIATIONS





# What can I do





# What can I do



Products

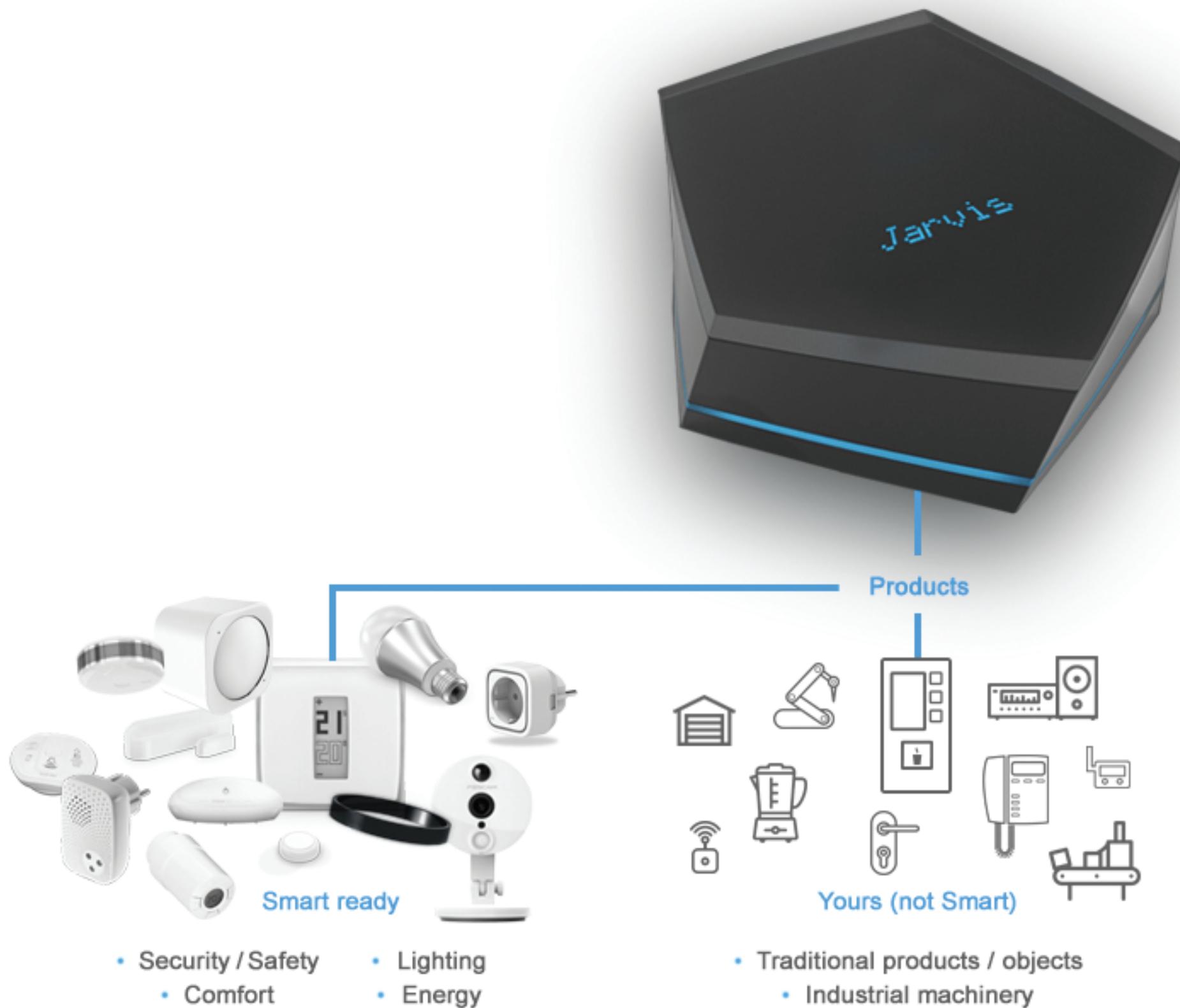


Smart ready

- Security / Safety
- Comfort
- Lighting
- Energy



# What can I do





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## Services

- **Integration**  
third party services  
(ex: API, CRM..)
- **Inside Store**  
Downloads of extra services  
(ex: remote maintenance, cleaning,  
energy monitoring, babysitting,  
network of professionals,  
delivery, surveillance, yours, ...)

Internet

Jarvis

Interfaces

Lan

Products

2018

Meters (2° gen)

Smart ready

- Security / Safety
- Comfort
- Lighting
- Energy

Yours (not Smart)

- Traditional products / objects
- Industrial machinery



# I'm unique

TODAY

## Customization

I'm white-label, so in addition to the design of case and packaging, you can choose protocols, products, services with whom I can "speak" and integrate only the addons that you need to use.

So, you can save money from now.



\$\$\$\$\$\$\$

(ex. 4 products)





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\$\$\$\$\$\$\$

(ex. 4 products)

TOMORROW

## Modularity

You are free to extend the solution in a way that allows it to "speak" to new protocols, products, services, without changing all Jarvis but only distributing a new addon to add to existing ones.

So, you can save money also tomorrow.



\$\$\$\$\$\$\$

(ex. 7 products)

Diego! Sai che puoi controllare tutti gli oggetti dell'HUB Bologna ovunque tu sia? Per farlo devi registrarti!

REGISTRATI!

Jarvis diventerà il tuo maggiordomo!



Oggi

Ho rilevato fumo in camera da letto e una temperatura oltre i 30°



Adesso

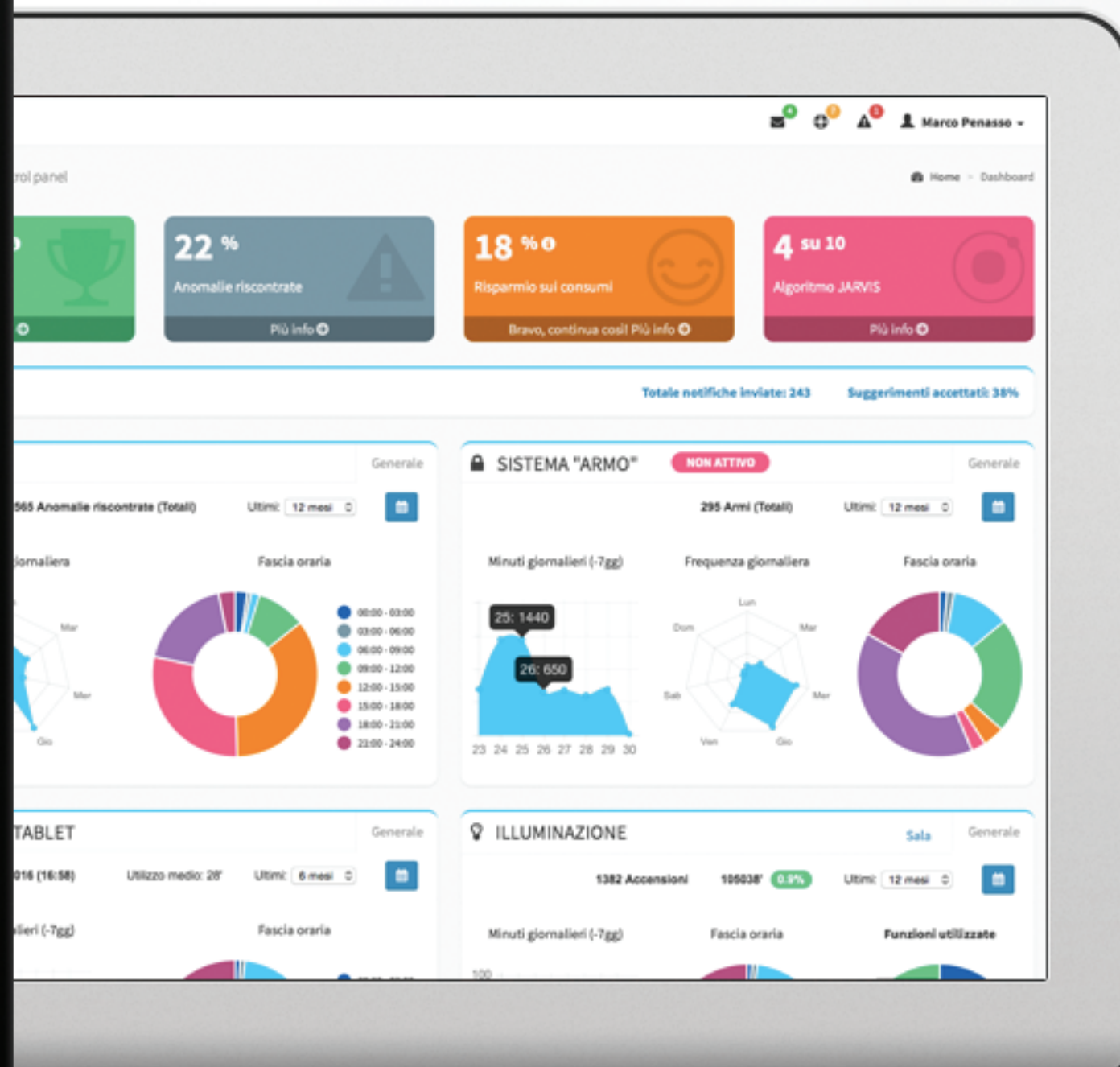
Attiva lavatrice del bagno dell'hub Bologna tutte le sere alle ore 20:00

Fai una richiesta a Jarvis...



New interaction

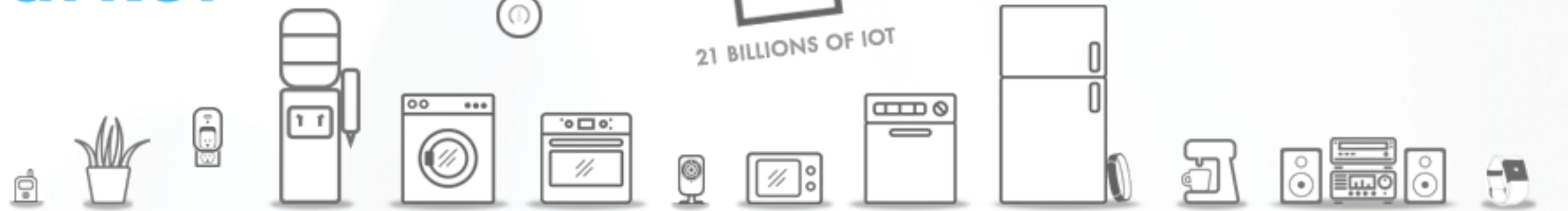
I'm unique



Analytics & BI



# Market



2020  
21 BILLIONS OF IOT

## TAM

Gartner  
Nov '15

3010MLD \$

## SAM

Gartner  
Nov '15

38%  
HOME

1143MLD \$

## SOM

Statista.com  
Oct '16



1.12MLD \$



Osservatori.net

IOT 30% CAGR **2MLD \$**

HOME 25% **500M \$**

USERS 79% Products / Services

USERS 25% by April 2017

## Our channels

**MULTI-UTILITY**  
(water/energy/gas)

**INSURANCE / BANKS**  
(family/office)

**TELCOs**

**APPLIANCE MANUFACTURERS**  
(white goods/small)

**TRADITIONAL HOME-AUTOMATION**  
(security/climate/lighting/sound)

**ACCOMMODATION FACILITIES**  
(b&b, hotels, spa, cruises)

# Our Business Model

## B2B2C



### Kit

Bundle  
(Jarvis Hub + Kits of products)



### Apps

Mobile / Web  
(in-app extra services)



### Analytics

Data monitoring  
(monthly fee)



### Custom

Custom HW, SW Functions  
& Dashboard



"We are making agreements with companies providing products & services to propose Jarvis as an option in a bundle of services, offering benefits to customer who joins **advanced integrated customer care plans.**"



# Jarvis Kit

Some examples



## Security

Motion sensor

Door/Window sensor

Siren

Flood sensor

Smoke sensor

CO detector

Video-cam HD



## Energy

Smart plug

Thermostat

Thermostatic Radiator Valve

Energy Driven Switch

Dimmable LED light



## Comfort

Temperature sensor

Humidity sensor

Light sensor

Door lock



## Automation

Custom rules

Remote control

Sensors monitoring

Custom scenarios

Real-time notifications

# What I offer to your company.



## Analytics

Platform to collect aggregate data, customers profiling, monitoring functions, parameters, services, etc.





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Prescriptive and predictive assistance for your smart ready products/machinery, or integration to make smart your traditional products.

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*What else?*

**Let's talk.**



IoT System Integrator [from 2015, @ Bologna]. The first product is Jarvis, a PaaS [Platform as a Service] for the smarthome, office and industry.

PM / Software Development / Apps Mobile



Luke



Robi



Riki



Alan



Fab



Mark



Gab

Hardware / Firmware



Certified Samsung Partner  
+26 years of experience

Industrial Partner



ACANTHO

Member

Analytics / BI / BigData



+1500 B2B customers

Member

UX / UI



+12 years of experience  
+200 projects  
+10 startups

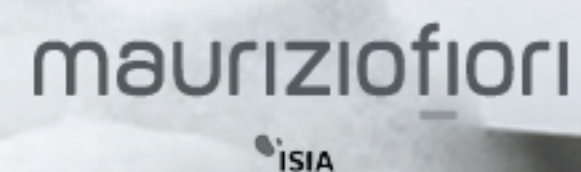
IT Security



Privacy



Hub Designer





Thanks!

Luca Degli Esposti

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Let your things speak