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We are still looking for: IoT/M2M platform service provider (maybe the champion), IoT vertical service provider
Problem Statement (one-liners)

- As a..... Telecom Operator

- I need to... become and IoT enabler platform, monetize and protect my network and infrastructure investments

- So that I can.... collaborate to create value and compete within the digital ecosystem

- To do this, I need to... Open my network and IT capabilities, while assuring on demand monetization (both sides CSP and IoT SP) and overuse protection

- I know I am successful when... I can enable on demand and automatic monetization for all the variations of utilization of my Telco Platform
Why is this an important problem to solve?

- Because the future of the telecom industry is on IoT and IoT will develop over Platform based business models and On-demand Networks and IT services.
- Operators need to get the most of their infrastructure investments by enabling the reefs where rich IoT ecosystems will develop.
- For that they need to transform their customers and providers databases in communities of producers and consumers and use wealth of information and connectivity to create the valuable integration and interoperability needed for the development of the IoT business.
- On-demand Monetization is an essential component on the CSP IoT strategy to enable platform and on-demand networks based business models.
What new areas do you plan to explore?

- **APIs that let us…** Automate the service creation and service delivery using platform based business models enabled by on-demand networks

- **Best practices to help get services to market faster** communities of consumers and producers and the building blocks to enable the development of rich IoT ecosystems

- **New technology for…** On-Demand monetization (service creation, billing, charging and policy management)