

Critical Operations Transformation

Bry Dillon

VP of Cloud, Channels and Community



Who I am

- Invested in the East Bay community

Where I've been

- 20 years in tech sales in Silicon Valley
- 5 years as Western Regional Manager

Last 18 months

- Sr. Director of Cloud, Edge & Analytics

Currently

- VP of Cloud, Channels & Community



A powerful volcanic eruption is shown, with several large, billowing plumes of dark grey and black smoke rising into the sky. Interspersed among the smoke are bright, glowing orange and yellow lava flows. The scene is dramatic and intense, capturing the raw power of the volcano.

If somebody screws up your
home thermostat,
nobody dies

The pundits say the world is changing



IoT

IIoT

Big Data

Deep Learning

Data Science

Trends and KPIs

Data Lake

IT/OT Convergence

Open source

Time series databases

Artificial Intelligence

Analytics

Digital Transformation

Machine Learning

Defining IoT

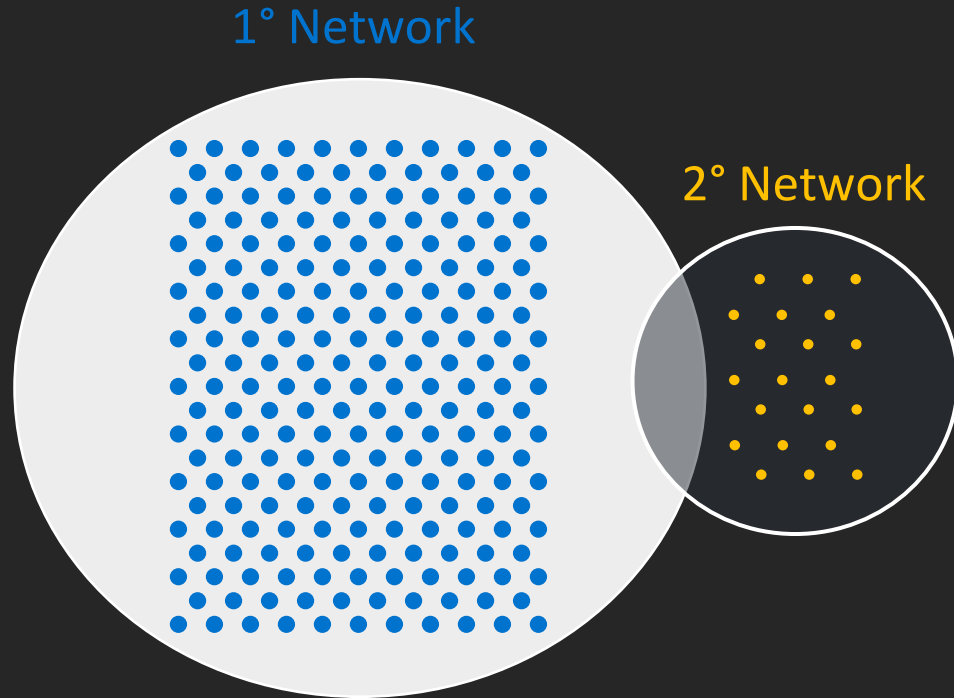
Primary Network

Plant,
Control & SCADA
Systems

Secondary Network

IoT

The reality of new sensors today

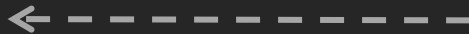


The promise of data science and AI

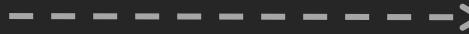
Operations



Insights



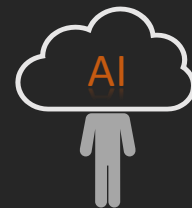
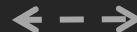
Expertise



IT



Data
Scientists



Reality of data science today







Global risks

FUKUSHIMA NUCLEAR SITUATION STILL 'VERY



USA TODAY

Harvey to be costliest natural disaster in U.S. history
estimated cost of \$100 billion

The Mercury News

New scale to rank atmospheric river storms like hurricanes

By **PAUL ROGERS** | progers@bayareanewsgroup.com | Bay Area News Group

PUBLISHED: February 5, 2019 at 9:00 am | UPDATED: February 5, 2019 at 1:32 pm

Here's when a storm reaches 'bomb' status.

By **Russ Schumacher**

March 13

As we envision our future together

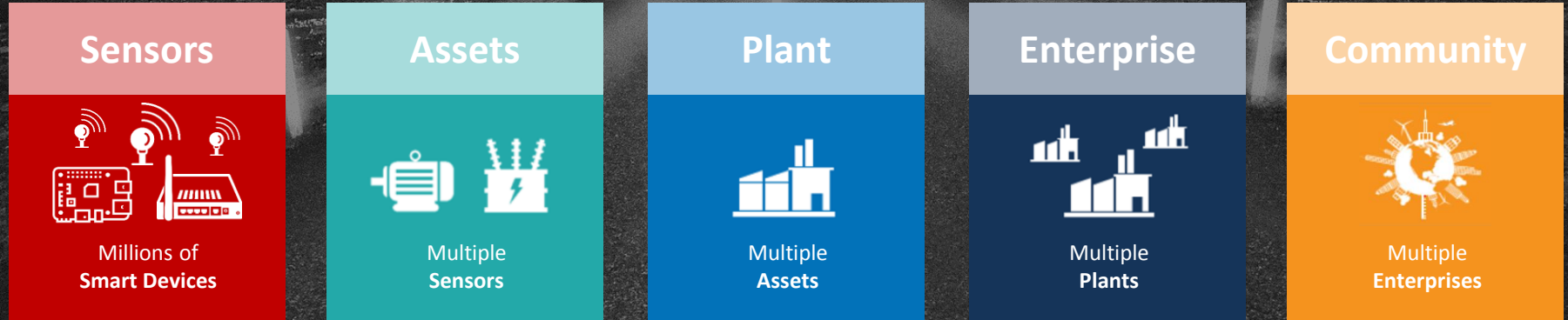


Is the road to the future

A black and white photograph of a long, straight road stretching into the distance. The road is flanked by low hills or dunes on both sides. The sky is a clear, light blue. The road has a dashed white line down the center and solid white lines on the edges. The overall mood is one of a journey or a path leading forward.

a Revolution or an Evolution?

Data Infrastructure from sensors to community



Critical Operations

Sensors

Millions of
Smart Devices

Assets

Multiple
Sensors

Plant

Multiple
Assets

Enterprise

Multiple
Plants

Community

Multiple
Enterprises

What are **We** truly capable of?

THANK YOU

