

A person is running on a brick-paved path. The image is overlaid with a blue digital aesthetic, including a smartwatch on the runner's left wrist, a bar chart on the left side, and a circular digital interface on the ground around the runner's foot. The overall color palette is dominated by blue and purple tones.

BearingPoint®

# Accelerate your IoT projects projects with BearingPoint

A yellow circular logo containing the text 'IoT Business Hub'. The 'IoT' is in a large, bold, black font, and 'Business Hub' is in a smaller, black font below it.

**IoT**  
Business Hub

# Rely on our expertise for your IoT projects

By leveraging its IoT center of excellence of 30+ consultants in France, and its data/field feedback from the IoT Business Hub ecosystem, BearingPoint successfully supports you in your IoT transformations

## You are an IoT solutions provider

### Define a market strategy

- IoT strategy definition and positioning
- Market research / international benchmarks
- Opportunity/feasibility studies for IoT solutions

### Transform the internal organization

- Development of an IoT Business Unit
- Skills assessment / transformation
- Process optimization: launch of offers, deployment of solutions...
- Industrialization / Digitalization quote to bill

### Design and improve the service offering

- Design and launch of IoT services/solutions
- Identification of partners/acquisitions to extend value proposition
- IoT chain blueprint (objects, connectivity, platform)

## You are a user of IoT solutions

### Assess and test opportunities

- Business executives update on key IoT dimensions
- Identification and prioritization of use cases
- Technical and economic feasibility studies
- POC design, launch and management

### Industrialize IoT use cases

- Identification, evaluation and selection of technology partners (object, connectivity, platform, etc.)
- Framework, management of IoT transformation programs and business support for implementation

### Improve performance

- Audit and optimization of organizations, processes and tools
- Design of management dashboards
- Design and implementation of optimization plans

# Join our IoT Business Hub community

BearingPoint offers a broad ecosystem of sharing IoT experiments across all sectors, sizes and positions in the value chain. BearingPoint consultants consolidate members' expertise and results to deepen their analyses.



**1200+**  
IoT professionals in France



**15+** business sectors represented  
**40%** startups / SMEs



**400+** member organizations



**200+** projects analyzed and  
**60+** conducted by BearingPoint



**30+** consultants in our IoT center of excellence



**15** events with  
**600+** participants  
**100+** publications

## Take part in our events



BearingPoint honors the most successful IoT transformations at a major annual event open to members:

- IoT market trends and challenges
- Analysis of the ecosystem projects
- Awards ceremony
- A networking cocktail

Thematic sessions for sharing and feedback on :

- Industry trends
- Business challenges
- Technological solutions
- Project results

# Find out more about our IoT publications

Every year, BearingPoint analyzes the IoT market and the players transforming the ecosystem. This new edition brings you numerous insights on the application of IoT in sports, based on field data from IoT Business Hub members and analyses carried by BearingPoint consultants.

## Download our white paper 2023: IoT for sport

- Highlights 2023
- Analysis of 100+ private and public organizations that have implemented IoT projects with a sports-related component
- The IoT market for sport :
  - A high-value market driven by wearables
  - IoT becoming essential to professional sports
  - Sporting events, a growing and transforming market



# BearingPoint®

BearingPoint is an independent management and technology consulting firm with European roots and global coverage. The firm is structured around three entities. The first covers consulting activities, with a clear focus on the firm's key areas of expertise to be developed worldwide. The second provides advanced technological solutions combining consulting and software, and offers high value-added managed services to customers. The third focuses on innovative investments; for example, in highly specific software solutions to meet regulatory requirements or support digital transformation. It also aims to explore innovative business models with customers and partners, promoting the creation of ecosystems and the financing and development of start-ups. BearingPoint's clients include some of the world's largest public and private organizations. With an international network of over 10,000 employees, BearingPoint supports its clients in more than 75 countries, helping them to achieve measurable and sustainable results.

## Your IoT Advisors



**Sylvain Chevallier**

Telecoms & IoT Partner  
sylvain.chevallier@bearingpoint.com  
+33 6 21 01 02 08



Sylvain Chevallier is a partner in charge of the Telecoms and Media sector. For over 20 years, he has been supporting major telecoms operators in their transformation, particularly in the areas of fixed and mobile broadband, convergence and IoT. He has developed particular expertise in strategy, marketing, business planning, customer relationship management, performance management, organization and IT transformation (CRM and Billing). He founded the IoT Business Hub, France's leading think tank on IoT.



**Ouassim Driouchi**

Telecoms & IoT Partner  
ouassim.driouchi@bearingpoint.com  
+33 6 13 68 21 92



Ouassim Driouchi is a partner in charge of telecoms and IoT activities. A graduate of Télécom Paris, he has been supporting telecom operators in their transformation for over 15 years, focusing on strategic marketing, product marketing, customer experience and operational excellence. Since 2018, Ouassim has also been supporting public and private organizations in Europe and Africa to help them take advantage of the transformation opportunities offered by IoT. He founded and pilots the IoT Business Hub, a leading think tank on IoT, made up of 800+ IoT professionals representing 15+ business sectors.

**Join the IoT Business Hub  
and benefit from all our news,  
events and studies**



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