

475Mcellular M2M module
shipments in 2021**4B**IoT devices to rely on LPWAN
technologies by 2025**64M**

IoT gateway shipments in 2021

\$30B USDof global revenues from integration,
storage, analysis, and presentation
of IoT data by 2021

ABI Research's M2M, IoT & IoE market intelligence provides a 360-degree view of the IoT value chain across devices, connectivity, and services. Our extensive research, which includes data, trend, and forecast reports, uncovers emerging trends and predictions for market growth across connections (fixed, satellite, cellular, short-range wireless), connection management, IoT platforms, data and analytics, security, and professional services. We explore go-to-market strategies and leading business models expected to transform IoT product and service consumptions, as well as internal organizational structures and partner relationships, to help technology implementers best navigate the connected world.

TOP QUESTIONS WE RECEIVE FROM INDUSTRY INNOVATORS

- How can we improve our go-to-market plan for our IoE initiatives?
- What is the end-to-end value chain view of the connections and revenues generated by suppliers in the IoT value chain?
- Where does my company fit on the IoT value chain?
- How can my company better bridge the OT/IT divide with our IoT solutions?
- How does my company utilize big data and analytics services? Where is there room for improvement?
- Do my company's current and upcoming products fit into the IoE ecosystem?
- Should my company be engaging in an IoT partner program?
- What companies should we consider acquiring with superior or complementary IoE technologies?
- Which companies would offer my organization the best benefits in an IoT partner program?
- Benchmarking: Where do I sit relative to other competitors in my application segment, industry vertical or service market?
- Partnerships: Who are the IoT leaders in each value chain segment; who are IoT leaders in each vertical market?
- Should my company use an IoT platform to build applications, or should my company DIY the applications by leveraging our local system integrators (SIs) and value-added-resellers (VARs)?
- What are the key differentiators for suppliers offering IoT analytics services?
- What organizational challenges should my company expect when switching from a product-led to a service-led model?
- What IoT application segments should my company target?
- How should my organization assess IoT opportunities? How can we build an IoT strategy aligning internal resources, suppliers, and customers?
- Should my company use cellular or LoRA wireless connectivity, or should we wait until 5G instead?

COVERAGE AREAS

- IoT Market Tracker
- IoT gateways
- IoT ecosystem
- IoT data services
- IoT data governance
- IoT marketplaces
- IoT cellular module vendors
- Big data and IoT analytics
- Cloud services
- Industrial Internet
- IoT SIs, VARs and partner programs
- IoT partner programs
- Sensor network platforms and services
- M2M
- Edge analytics
- IoT application markets
- IoT business models and best practices

KEYWORDS

- IoT
- IoT gateways
- IoT ecosystem
- IoT data services
- IoE
- Industrial Internet
- M2M
- Cellular module
- Partner program
- Thing identity
- IoT Platforms
- Sensor networks
- Big data
- IoT analytics
- Cloud services
- IoT data ingestion
- IoT data streaming
- IoT integration
- IoT visualization
- Edge analytics
- Predictive analytics
- Prescriptive analytics
- SI/VAR
- Mobile operators
- Enterprise software vendors
- Enterprise service vendors
- Application enablement services
- Internet of digital
- Predictive maintenance
- Operational awareness
- Contextual awareness