EXHIBITION – ROUNDTABLES – WORKSHOPS – BUSINESS MEETINGS

ioT world + MtoM Embedded

DESIGNING A CONNECTED WORLD

#Connected Objects #IoT #Security #Plateforms
#Big data #5G #AI #Networks #Cloud #Edge

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PARIS EXPO
PORTE DE VERSAILLES

www.salon-iot-mtom.com

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Editorial

2021: Dissemination of IoTs and advent of novel applicative industries!

You never can tell in these unpredictable as well as disrupted times, and even less so about what the new year could be for IoTs.
And yet one thing is certain: Everything related to this field and to technologies associated with connected objects keeps going without hesitation or lack of prospects. One technology and application, both electronic and software, follows another in ceaseless waves; communications standards, protocols and networks provide novel performance; use cases and implementations are multiplying; and historic players are growing bigger, consolidating or being taken over.

IoTs are all the more essential where human action is prevented

It must be said that command of IoT design and implementation projects is now acknowledged by the market as a priority value – still rare, thus expensive. And this is so because consulting, engineering and/or systems integration firms will be able to quickly contribute to the dissemination of IoTs wherever – in products, equipment, networks, and services – one wishes to measure, control, check, warn, correct, or command in real time ay action, behaviour, event or condition. Potential prospects are breathtaking and all the more safe that human intervention is impossible, over-costly or even prevented.

Like Asset Tracking Systems, applicative industries will be on the increase

Because they provide both a new understanding of system behaviour and novel services IoTs will offer – per applicative fields – multiple specialisation possibilities, and help aggregate pioneering companies' know-how, specialities, and offerings.

Just look at how fast an expertise industry is building, both in France and for the international market, around asset tracking/monitoring/management needs, for static and dynamic systems, both indoor and outdoor. The need, massive ad protean, is there; IoTs provide technological solutions; and players are pooling to offer their services – some in the cold chain (e.g. vaccine transport), others in the sensitive values chain (gems, weapons, radioactive material etc.), and still others in capital goods tracking.

Similarly, industrialisation of IoT-based offerings is going to happen with as much strength for Industry 4.0 and predictive maintenance, for optimisation of wide-spectrum management of energies and other utilities, for smart cities, for new generation buildings etc.
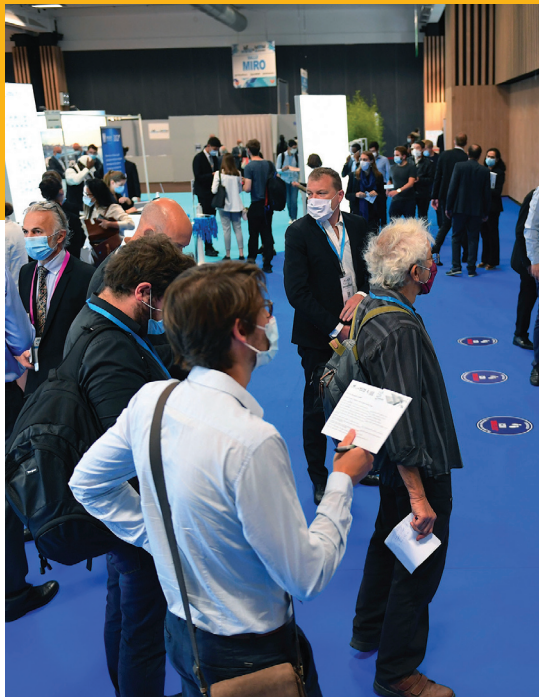
IoT World + MtoM 2021: An exciting key edition!

As a unique event of national dimensions entirely dedicated to IoT technologies and their applications, the 2021 edition of IoT World + MtoM promises to be exciting, both in the aisles of the venue and in conference rooms, in terms of what professional visitors will discover, discuss, flush out, and meet.

Welcome by our sides to turn IoT World + MtoM 2021 into a key event!

Florence de Courtenay et
Guillaume Courcelle, *Trade Show Managers*

Philippe Grange
Conference Manager

2020 Results

IoT World – MtoM & Connected Objects - Embedded Systems

IoT World and MtoM & Connected Objects - Embedded Systems have been held concurrently for 4 years now, within a single venue, to provide a winning synergy!

Both events received in 2020: **6,673 unique visitors.**
The conference and roundtable programme gathered together:
2,733 attendees with 79 roundtables, conferences, and 14 workshops
199 exhibitors, partners and sponsors.
251 Business Appointments scheduled at exhibitors' stands.

IoT Awards

Co-organised with IT for Business, they reward connected object, system or service projects.

2020 winners:
- 'Innovating' Project: ALRENA TECHNOLOGIES for its Medibag project;
- 'High-Tech' Project: KEYPROD for its Keyprod project;
- 'Ambitious' Project: WAVELY for its Wavely Predict project;
- 'Compliant' Project: LEDGER & TRANSATEL for their Certifying the origin of green energy project;
- Jury Prize: SYNOX for its Développement des Territoires Intelligents (Developing smart areas) project.

IoT Financing Desk

Looking for sensible advice to properly finance your IoT project?
Take the opportunity of the show to make an appointment with our expert consultants. The IoT Financial Desk operation makes IoT finance engineering expertise available, free of charge, to businesses to help them identify financing plans and take full advantage thereof in complete safety.

IoT Legal Desk

You have an IoT project? Think 'legal' as early as possible and benefit from a private, free and confidential meeting with a law firm available at the show.

Highlight your Deeptech

You are conducting a project? Or you are helping, hosting, or found, a startup you are proud of, which developed a product or solution related to the IoT, MtoM or Connected Objects? You consider it deserves to be known or acknowledged?

Register it to the 2021 Highlight your Deep Tech operation
We are going to make it visible in two ways:
- At the trade show: Your sponsoree will be allowed a specific keen price for exhibiting in the 'Start-Up Village' located in the heart of the show;
- At Conferences: Sponsoree will be able to present its business, products or services, and sponsor will be given the opportunity to present its favourite startup, display the startup's assets and/or talk, in the form of an elevator speech, about a project jointly conducted with the startup.

NEW!

IoT HR Desk
Looking for an IoT manager, engineer or project manager? Where to find them? How to write a proper job description for successful recruitment?
We've designed for you the IoT HR Desk, a service with high added value led by a firm specialising in recruiting of, and finding employment for, high level IoT experts. You will be welcome at the venue, free of charge, by appointment!

1st WebTV on IoT MtoM.tv,
Live (again) in live stream or replay on the WebTV of iot-mtom.tv the conference and workshop experience which forms an integral part of the show's communications strategy. Web conferencing about trends, news, technologies and their applications, expert opinions governing the rhythm of IoT etc. are organised throughout the year.

2021 Conference Programme
IoT World et MtoM & Objets Connectés (extract)

IoT Executive Track : A programme specifically designed for decision-makers
- IoT use cases (object; object and service networks), benefits and current limits.
- What must be know/understood about the key technologies that shape the very IoT (especially) when one is not an expert.
- IoT's three issues for businesses: (A) New business & business model; (B) How the IoT gives rise to product innovation/process innovation; (C) Organisation, skills, resources, and operation: Giving oneself all chances of successfully answering the IoT challenge.
- Investment, development/manufacturing costs & carrying cost, data valorisation and ROI: Cost and yield of the IoT!
- Properly training oneself and one's colleagues in IoT issues (without becoming experts though): A comprehensive overview of offerings.

'5G & IoT' Forum - 2nd édition
- 5G & IoT: Fundamentals, requirements, and usefulness for connected objects in networks.
- Reviewing use cases requiring 5G
- What should be done to (properly) test out 5G: Procedures, partners, case selection, POC, expenses to be incurred etc.?
- Let's talk about money: What price should reasonably be paid for connecting IoT in 5G? What pricing models?
- Performance for performance, what are the alternatives to 5G?

'Asset Tracking Systems' Symposium - 2nd édition
- What types of IoT devices (sensors, technologies etc.) are stakeholders in Asset Tracking Systems?
- ATS – A rapidly structuring 'French industry': Offerings and key players.
- Tracking data ownership, processing, valorisation, operational use, and (re)location: A real treasure! How to protect it efficiently and make it profitable?
- Reviewing use cases of Asset Tracking systems, from the simplest to the most advanced.

General programme:
- Space IoT – Beyond the fad: Assets, limits, hybridization etc. Should we yield to temptation? In what cases?
- Output, latency, environmental requirements, safety, scalability, interconnectivity, energy, costs etc.: Choosing the right network for one's IoT application.

- Expressing IoT use cases within a business and for its products: creativity, methodology and approval procedure.
- How to prepare an IoT PoC (and make it successful) while anticipating the constraints of scaling up?
- Cybersecurity and digital frugality: Contradictory or complementary? Is it possible to meet such injunctions when designing connected objects? If so, how?
- An IoT platform, what I it actually? Why are there so many of them in the market (over 600 counted worldwide)? How to discriminate among them?
- Local mini-clouds and edge computing: What solutions to provide a connected system with processing capability, intelligence, and responsiveness as close as possible to events?
- What type of Artificial Intelligence (AI) is actually needed for the main use cases of IoT devices? Should processing occur next to connected objects?
- What is IoT data worth? How to protect it, operate it and make it profitable?
- Initiating operational use of a service based on a wide IoT network: Using what skills and tools, for what commitments?

Project-related testimonials:
- A material case is dissected from A to Z, focusing on IoT data value, ROI and/or business or organisational impact.
- 5G & IoT: Testing and initial feedback.
- A 'Deep Indoor' asset tracking project
- Outdoor asset tracking on a large geographical scale.
- IoT & AI for connected or autonomous vehicles r along road infrastructures.
- Processing & valorisation of IoT data of a currently operated service.
- IoT in industry (other than predictive maintenance on equipment).
- Embedded IoT in medical devices.
- IoT applied to vineyards and/or wine
- Connected city and real-time urban management.
- Smart buildings: IoT + digital twin – The winning combination.

This conference programme may be adjusted or altered.

(Re) Experience the conferences and round tables of the 2020 edition on iot-mtom.tv's WebTV
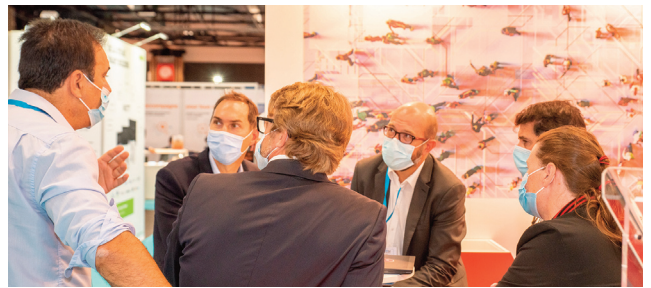
Exhibitor and Partner List

IoT World - MtoM & Objets Connectés - Embedded Systems 2020*

2AR GROUPE • ACAL BFI FRANCE • ACSEL • ACTIA PCS • ADDL / ANSYS • ADEUNIS • ADVANTECH EUROPE BV • AFCEM • AKINEA INTERNET • ALLIANCE GREEN IT • ALTYOR & NODON • AMAZON WEB SERVICES • ANRITSU • ANTELEC • ARC INFORMATIQUE • ASM PROTOPLAST • ASYSTOM • ATIM • ATOS INTERNATIONAL • AVANADE • AXYN ROBOTIQUE • BOSCH MONDEVILLE • BOUYGUES TELECOM -OBJENIOUS • CAP'TRONIC - JESSICA FRANCE • CATS • CD TECH • CEGELEC DEFENSE ACC I&S • CHECK POINT • CIF • CIO APPLICATIONS EUROPE • CLOUDEASIER • CODRA • COMTEST ENGINEERING BV • CONSULTINGIOT • COSERVIT • COVADE • CREATIVE EURECOM • CXR NETWORKS • CYCEO INFORMATIQUE • CYNETIS EMBEDDED • DASSAULT SYSTEMES/DPS/KEONYS • DATACENTER MAGAZINE • DATAPRINT • DATATEGY • DCLOUDNEWS • DECELECT • DECIDEURS MAGAZINE • DEKIMO • DEL - LA DISTRIBUTION ELECTRONIQUE • DFM EUROPE • DICONEX DELTA OHM • DOLPHIN INTERCONNECT • DOMPILOTE • DUST MOBILE • EBDS WIRELESS AND ANTENNAS • EBRC • ECI • ECOMESURE • EDITIONS ALAIN MILARD • EFS • EH EUROPE GMBH – ENERSYS • ELA INNOVATION • ELECTRONIQUE MAG • ELECTRONIQUES • EM TEST FRANCE • EMBEDDED SYSTEM SOLUTION • EMC PARTNER FRANCE • EMSPROTO • EOLANE • ERCOGENER • ESIGELEC • ESSAIS ET SIMULATIONS • ETIC TELECOM • EUROCOMPOSANT • EUROTECH FRANCE • EVERYTHING RF • EXAKIS NELITE SAS • FEDELEC – PEE • FI SCIENCE • FIDENS • FULL ELECTRONIC SYSTEM • GEMALTO – THALES • GIGA CONCEPT • GLOBAL SECURITY MAG • GOCARDLESS • GPO MAGAZINE • GRDF • GTID • HIBOO • IFTEC • INEO-SENSE • INFRAOPS • INNES • INOVEOS • INVIRTUS TECHNOLOGIES • IOT THING • IOTIZE • IP SYSTEMES • IT FOR BUSINESS • ITNUMERIC • ITRUST • J3E • JAUCH QUARTZ FRANCE • JRI • KAIROS • KEMTRON • KERLINK • KEYSIGHT TECHNOLOGIES • KINEIS • KOHLER-SMDO • KUZZLE IOT • LACROIX GROUP • LAUTERBACH FRANCE • LC ELECTRONIC • LE JOURNAL DU NET • LE NOUVEL ECONOMISTE • LEBIGDATA.FR • L'INFOR-MATICIEN • MERISAC INSTRUMENTS • MESURES • MICROSOFT • MIOS • MISC • MOBIIOT • MODULE FIBRE • MOIZ • MOUSER ELECTRONICS • MST - MICRO SYSTEMS TECHNO • MTOM MAG • MULTITECH • NEW VISION DISPLAY • NEXELEC • NKE WATTECO • NOVATECH INDUSTRIES • OBJETCONNECTE.COM • OPTICON • ORANGE BUSINESS SERVICES • PADOK • PAESSLER AG • PEI • PHYTEC FRANCE • POLYRACK TECH-GROUP • PRO-DUCTION MANTENANCE • QUALITY SOURCE • QUARKSLAB • QUASAR CONCEPT • RED ALERT LABS • RENTALOAD • RF TRACK • ROHDE & SCHWARZ • RO-SENBERGER OSI • RTONE • RUTRONIK • S2P - SMART PLASTIC PRODUCTS • SAVOIR FAIRE LINUX • SCRUM LEAGUE.ORG • SELHA GROUP • SENSING LABS • SERMA GROUP • SIERRA WIRELESS • SILICON EDITIALIS • SILICON LABS • SKAPANE • SMART INSIGHTS • SMARTHOME/ ELECTRICIEN • SMILE • SOFIA EUROPA • SOFTWARE AG • SOLACE • SOLUTIONS NUMERIQUES • SOPRA STERIA • SPECTRUM • SPHINX • STELIAU TECHNOLOGY • SUNBIRD SOFT-WARE • SYNOX • SYSCOM – PROREP • SYSTEMATIC PARIS • TECHNILOG • TECHNIQUE DE L'INGENIEUR • TEKTRONIX • TELEDYNE LECROY • TRESORIO • T-SYSTEMS • TRUST IN SOFT • UBLOX • USE DESIGN • VALUEIN • VEEAM SOFTWARE FRANCE • WAGO CONTACT • WAVELY • WIFIND'IT • WOLFSSL • WURTH ELEKTRONIK FRANCE • …

Business Appointments

For optimising your time and visitors' time, and improving your ROI!

Projects can be identified before the show through our platform where visitors and exhibitors can make contact for effective appointment planning. 30-minute appointments will be scheduled to take place between an exhibitor and a visitor, directly at the booth during the event.

251 appointments were scheduled over 2 days in 2020, of which 80% were scheduled at exhibitors' stands. (The 20% appointments that did not take place will be re-scheduled and take place with the exhibitor within 14 days of the end of the show)
• Average number of appointments per visitor: 5.2

Plus points for exhibitors:

• **A project manager dedicated to organising your Business Appointments (personalised e-mailing & phoning action)**
• **Carriers of the most consistent and relevant projects will be identified and then selected to get into the Business Appointments programme (publishing)**
• **Access to each participant's profile so as to pour visualise their project and make an appointment (meeting access platform)**
• **Appointments will be managed by the Show and organised on exhibitors' stands (on-site matching)**

List of Products and Services

displayed at IoT World – MtoM – Embedded

Component, hardware, board and sub-system manufacturers or distributors

• Microprocessors, microcontrollers, DSP
• Processor cores for FPGAs, SoCs etc.
• Bus controllers
• Extension boards for communications, prototyping and evaluation
• Emulators and debug probes
• Boards for VME rack, CompactPCI, ATCA, MicroTCA, and embedded processors
• Modules and processors
• Mezzanine boards and smart cards
• Industrial and/or hardened PCs, monitors and terminals
• Logical analysers and testing systems
• Programmable components (FPGA, CPLD etc.)
• ASICs, SoCs, and specific components
• Sensors (any types and applications)
• Actuators
• Modems, routers and gateways
• Embedded or static computers, servers and HPEC
• Flexible screens, touch screens, and displays
• Identification and tracking operators
• Geolocation components and systems
• Connected subsystems and systems
• Etc.

Network & telecom solution suppliers

• Telecom operators or MVNOs (Mobile Virtual Network Operators)
• Public, private oy hybrid Cloud providers
• Network & telecom equipment manufacturers
• WiFi, Bluetooth, ZigBee & IEEE 802.15.4 etc.
• GSM, GPRS, 3G, 4G, 5 G, Edge etc.
• LPWAN, LTE-M
• Hosted solutions

Software solutions publishers and/or assemblers

• Publishers of IoT systems development, operation and maintenance platforms
• Real-time OS; Linux for embedded systems
• Software testing and validation tools
• Cybersecurity solution publishers
• Publishers of BI, Big Data and IA solutions applied to IoT data
• Software simulators
• SysML, UML and SD tools
• Modeling tools
• Specification analysis and follow-up tools
• Compilers
• Java virtual machines
• Databases (for embedded systems and for Big Data)
• Middleware for embedded systems
• Circuit design tools
• API and specialised application developers
• Publishers of (specialist or general) application solutions based on IoT devices

Digital service providers (DSPs); Consultancy firms or Engineering & design firms

• Consultancy/ideation/ strategy firms specialising in the IoT
• DSPs; integrators
• Engineering & design firms specialising in connected systems, applications and objects
• Specialists in object, network and data security and cybersecurity
• Financial engineering firms specialising in IT and IoT
• Specialised lawyers; insurers
• Standardisation organisations

Increased Communications and Marketing in 2021!

Strength through unity! Combining communications and marketing efforts will mean twice as much visibility for the event in 2021!

- E-badges will be sent to the visitors to the previous editions of both shows.
- **230,000 invitation cards** will be sent to new targets thanks to the lists of our partners and of Groupe Solutions, the organiser of some thirty BtoB trade shows (IBS –Intelligent Business System, Smart Grid + Smart City, Mobility for Business, Solutions trade shows, Human Resources etc.)
- **A joint website** providing full information: Activities, roundtables, workshops, exhibitor list, presentation of trophies and awards, requests for badges etc.
- **Extensive communications in Twitter and LinkedIn social media.**
- Regular circulation of **newsletters** containing all information about development of the show.
- Press releases will be sent to over **300 professional journalists** on a regular basis, so as to keep them informed about development of the event and novelties displayed by exhibitors.

2020 Gold sponsors

2020 Silver Sponsors

2020 Institutional partners

2020 Partners

At the same time :

This exponential mass of data brings new challenges in terms of storage, processing and analysis. It has a profound impact on infrastructure, including server farms and network equipment. The breakthroughs in uses and technologies over the next three years hold our full attention because they strengthen the synergies between our different exhibitions. This is why, keeping their spirit of mutual aid and sharing of experiences, our Cloud + Datacenter 2020 event will be organized in the same hall as the IoT - MtoM fair
www.datacenter-cloud.com

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