

Role of an IoT Consultant

non-developer/developer perspectives

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Confession...

I'm a **developer**,
always have been,
always will be.

What is the role of an IoT
Consultant?

***) based on my history**

The role* of an IoT Consultant:

- **Developer** writing firmware for devices.
- **Architect** designing cloud backends.
- **Security** auditor.
- **Advisor**.

***) based on my history**

The role* of an IoT Consultant:

- **Developer**
- **Architect**
- **Security**
- **Advisor**

What about business?

Best **business** advisors
are not developers!

***) based on my experience**

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Tricky question

Why is that?

***) based on myself**

Developers:

- **Make** assumptions.
- Think using **abstractions**.
- **Communicate** differently.
- Pay attention to **other concerns**.

Examples?

***) based on myself**

Developers:

- **We can write script to automate this task.**
- **Let's create a generic template for that.**
- **You should use framework % instead.**
- **That is not a function, it's a class!**

“I am confused...”

The Customer

What is the role of an IoT
Consultant?

***) based on my current understanding**

The role* of an IoT Consultant:

- Educate on **capabilities** (not functionalities).
- Define/validate the **business case**.
- Deliver the **business value**.

Deliver the business value:

- Optimize the **running costs**.
- **Security** and **privacy** considerations.
- Design and develop **technical solution**.

How to become* an IoT Consultant?

*) how have you started?

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The **most important***
(non)technical skill?

***) based on your experience?**

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Is it **worth** it?

***) personal opinion!**

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Q&A / Thank you!

Lukasz Malinowski

Internet of Things Advisor and Trainer

Services:

- business case definition
- architecture design/review
- training

