Investing in Internet of Things

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About me

- Partner at Lightspeed
- Engineer, 2x founder
- Former investor at a16z
About Lightspeed

Early-stage venture firm investing in Enterprise Infrastructure, SaaS and Consumer businesses

- 15 Partners
- 20 total investment professionals
- 150+ Active investments
- Over $4.0B of committed capital
- Seed, A and B rounds
- Global footprint
- Deep expertise in enterprise and consumer
- Operating teams with functional expertise
IoT – macro driving forces

- Exponentially more connected devices
- Exploding data volume
- Smarter “things,” lower cost
- Real-time, M2M, no human in the loop
- Data collection → User experience
IoT ecosystem
CUSTOM, SMARTER THINGS
LOW-COST, SELF-SERVE
Connecting
Managing
Securing
REAL-TIME, STREAMING
EVENT-DRIVEN
RUNNING ON THE EDGE
Risks and challenges

- Monetization
- Fragmented use cases
- Interoperability, legacy “stuff”
- Security, privacy
- Legal and regulatory challenges
Summary

- Early days in a large market
- Real use cases are (finally) emerging
- Technology stack is maturing
- Focus on RoI
- Investors are cautiously optimistic