



### Deep industry perspective

These days a good idea isn't enough. You need to know how to put it to work in the real world. And that takes knowing industries inside and out.

Deloitte has built dedicated teams around each industry we serve, tapping professionals who have spent years in senior positions with leading companies. Their experience brings a strategic and practical perspective on what can work — and what may not. Our teams include many high-profile luminaries who are widely recognized as leaders in their industries, bringing the profound knowledge and cutting-edge insight required to meet today's biggest challenges.

### Practical applications for the Internet of Everything

There are endless ways to utilize the Internet of Everything as a platform to build smart applications that can change the way you do business. Here are some sample use cases that may serve as food for thought for applying IoE to your business:



- **Smart retail** — Retailers can connect in-store customers to an immersive digital experience on their smart phones to guide them through in-store purchases. Purchasing behaviors of both online and in-store visitors can also be monitored and special offers generated to maximize conversion and increase basket size.



- **Connected manufacturing** — Connected manufacturing and supply chains enable a manufacturer to respond intelligently to last-minute changes in supplier delivery schedules and meet changing customer demand, while improving build quality and increasing operator efficiency.



- **Connected cities/airports/railways** — Public facilities can use sensors and smart applications to enhance user experience by making it easier to find parking spaces, navigate around traffic jams, pick the shortest queues, and pay for services.



- **Connected car** — The connected car monitors everything from tire pressure and engine wear to special offers in nearby shops. It can communicate with the driver to warn of upcoming changes in speed limits or traffic patterns as well as offer recommendations for dining or shopping needs.



- **Remote workers with centralized experts** — Workers use gesture control to pull up information about the machinery in front of them on their smart glasses as well as call in expert assistance when required. Experts can see what the remote worker sees, speak with them and highlight where to look next.

### Deloitte at a Glance

- Cisco Systems recognized Deloitte as the winner of its prestigious 2014 Partnership Award.
- Largest privately held professional services organization in the world based on headcount and breadth of capability, delivering audit, enterprise risk, tax, finance, strategy and operations, human capital, and technology services.
- Ranked #1 globally in Consulting based on revenue by Gartner.<sup>1</sup>
- Named a worldwide leader in Business Consulting Services based on capability and strategy by IDC.<sup>2</sup>
- Named a worldwide leader, ranked #1 in Strategy Consulting based on capability and strategy by IDC.<sup>3</sup>
- Named a global leader in Digital Strategy Consulting based on capabilities by Kennedy.<sup>4</sup>
- Ranked #1 globally in Security Consulting, based on revenue by Gartner.<sup>5</sup>
- Named a global leader in Business Technology Transformation based on capabilities by Forrester.<sup>6</sup>
- Named a global leader in Business Analytics Services based on capabilities by Gartner.<sup>7</sup>
- On Fortune magazine's list of "100 Best Companies to Work For" for the 14th year (Deloitte LLP and its subsidiaries).

<sup>1</sup> Source: Gartner, Market Share Analysis: Consulting Services Worldwide, 2013, Jacqueline Heng, Dean Blackmore, Julie Short, May 8, 2014.

<sup>2</sup> Source: IDC MarketScape: Worldwide Business Consulting Services 2014 Vendor Assessment by Cushing Anderson, February 2014, IDC #246615.

<sup>3</sup> Source: IDC MarketScape: Worldwide Strategy Consulting Services 2014 Vendor Assessment by Cushing Anderson, July 2014, IDC #249462.

<sup>4</sup> Source: Kennedy Consulting Research & Advisory; Digital Strategy Consulting; Kennedy Consulting Research & Advisory estimate © 2013 Kennedy Information, LLC. Reproduced under license.

<sup>5</sup> Source: Gartner, Market Share Analysis: Security Consulting, Worldwide, 2013, Jacqueline Heng, Lawrence Pingree, 15 April, 2014.

<sup>6</sup> Source: Forrester Research, Forrester Wave™: Business Technology Transformation Q3 2012", Stephanie Moore, July 19 2012.

<sup>7</sup> Source: Gartner Magic Quadrant for Business Analytics Services, Worldwide, Alex Soejarto, Neil Chandler, 17 July, 2014.

### Deloitte Greenhouse

Deloitte Greenhouse offers 1-2 day interactive sessions in which immersive experiences are used to promote experimentation in a controlled environment and break down barriers so that you can address specific business challenges and accelerate meaningful results.

### A business value-driven approach

Regardless of how you apply IoE, Deloitte's focus will be on helping you drive business value. It's not enough to simply invest in technology. Only by applying technology in ways that improve your business processes can you create real value. Deloitte's client projects begin with an assessment of business objectives and the overall business strategy so that we can help you align your IT projects with your business processes and business requirements.

### Analytics as a critical success factor in the Internet of Everything

Connected sensors and devices can mean an unprecedented amount of data. Without the know-how to make insightful decisions based on the data, its value will be lost.

Deloitte has been widely recognized as a leader in business analytics (See Deloitte at a Glance sidebar). Our Analytics practice uses a fully integrated approach to analytics that can unlock the value buried deep in your data. We combine the science of business analytics with strategy-level insights and an understanding of how to bring analytics to the front lines of your organization.

### Learn more

To learn more about how Deloitte and Cisco can help you thrive in the Internet of Everything economy, please contact one of the following:

#### **Thomas Galizia**

Global Lead Client Service Principal – Cisco  
Technology Strategy & Architecture US Leader  
Deloitte Consulting LLP  
+1 415 783 5475  
tgalizia@deloitte.com

#### **Al Langhals**

Principal  
Deloitte Consulting LLP  
+1 49 151 5800 2235  
alanghals@deloitte.com

#### **Thomas Beyer**

Principal  
Deloitte Consulting GmbH  
+1 71116554 7085  
tbeyer@deloitte.de

#### **Joseph M. Bradley**

Vice President  
Internet of Everything Practice  
Cisco Consulting  
+1 408 525 1672  
josbradl@cisco.com

“Deloitte” means Deloitte Consulting LLP and Deloitte & Touche LLP, which are separate subsidiaries of Deloitte LLP. Please see [www.deloitte.com/us/](http://www.deloitte.com/us/) about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

This publication contains general information only and is based on the experiences and research of Deloitte practitioners. Deloitte is not, by means of this publication, rendering business, financial, investment, or other professional advice or services. This publication is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte, its affiliates, and related entities shall not be responsible for any loss sustained by any person who relies on this publication.