



The Internet of Things: Smart Government with Speed

Chris White

Senior Vice President, IoE/IoT Global Sales
GM Sports and Entertainment Solutions Group

cnwhite@cisco.com

 [@cnwusa](https://twitter.com/cnwusa)

Unleash IoT Value with IoE

Networked Connection of People, Process, Data, and Things

People

Connecting People in
More Relevant,
Valuable Ways



Process

Delivering the Right
Information to the Right
Person (or Machine)
at the Right Time



Internet of Things

Connecting Physical Devices
and Objects to the Internet
and Each Other for Intelligent
Decision Making



Data

Using Data for
Decision Making



\$19T



It Starts with the Internet of Things

Connected Trash Can

Connected Bus

Connected Bus Stop

Connected
Parking Meter



Unleash the Value of IoE

Top Care-Abouts

- Politics
- Budgets
- Social Issues
- Environment
- Health Care

\$180B State-Level Value
at Stake next 10 Years



Thank you