

# Innovations From the Lab: The Future of EOT

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**EMPOWERING THE SECURELY  
CONNECTED WORKFORCE**

*BlackBerry® Secure™*

**WORLD  
TOUR**



# Platform of Today

## Enterprise Mobility Management

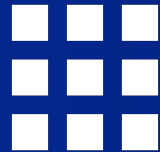
### Managing



Devices



Policies



Apps

# Platform of Tomorrow

## Enterprise of Things

### Connecting



Organizations



Things

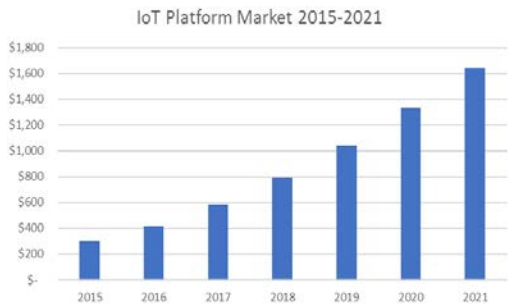


People

# EoT PaaS opens **\$4B+** new market opportunity

## IoT PaaS

**33%**  
CAGR



BBRY Security + IoT Driven Workstreams + Mass Alerting + Real-time Communications

## IoT Security

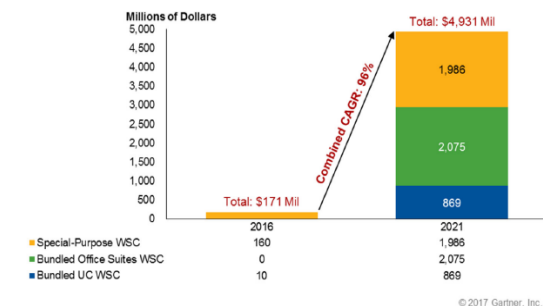
**25%**  
CAGR



Connectivity + Device & Identity Management + Analytics + QNX + OS/Device Agnostic

## IoT Driven Workstreams

**100%**  
CAGR



Vertical Solution Focus + Secure Connectivity of Organizations, Things, People and Processes

# BlackBerry EoT PaaS

## Applications



UEM



Partner / ISV



Vertical Solutions



## Business Services



Cloud



Back-End

- Secure End Point Management
- Secure Connectivity
- Organizational Connectivity
- Secure Collaboration
- Identity Management
- Intelligent Security

## IoT Platforms



Azure



AWS



Google



Samsung



radar

# Use Cases – Focus on 3 Categories



## Management & Control



Focus on control of end-points by business process and users

- General management, firmware update, command and control from consoles and/or companion App
- Example: Avis (ABG) Rental car Privacy Wipe



## Identity Security & Analytics



Focus focus on value from digital identity

- Continuous, contextual authentication and security scoring that exposes Identity to EoT and Services to increase security, usability and enable automatic authentication and authorization
- Example: Workplace of Tomorrow



## EoT Driven Workstreams



Focus on value from connecting & digitally enabling business process

- Combines events and data from multiple sources and EoT end points to automate and enhance workflow and collaboration
- May include any mix of “machine to human”, “human to machine” and “machine to machine”

# ➤ IoT Driven Workstream



**Demo: Transportation of the Future**



# Secure. Open. Agnostic.

*The BlackBerry Platform Advantage:*

1. End to end Security leveraging ML & AI
2. Universal Identity across multiple systems
3. Open Architecture - support for the major IoT Platforms