

FIA Internet of Things Presentation Template

What will you get from presenting?

This idea was generated at the FIA IoT SIG on April 26th. It was brought up in relation to the barrier of customers not being aware of IoT and their benefits.

We aim for these presentations to have a set template; this will help us transfer the presentation into a written format that can then be circulated through FIA media channels.

After a presentation is given to the SIG, we will offer to work with the presenters to turn their presentation into a news story that highlights IoT in the fire industry, this will then be held on a continuing thread on our website (perhaps located on the main page).

Over time we will collate the new stories into one comprehensive FIA rubber stamped document that can be used to explain to end users how IoT can help and more importantly how it can be safe to use. In an ideal world the news stories would be accompanied by relevant fact files and best practise guides that our SIG have made.

Through promoting the work of those who are willing to present on our website, social media and e-communication (which is worth around £1350) we hope it encourages members of the SIG to talk about IoT which could help others in the SIG; or highlight further areas of concern that our SIG could investigate together; finally, the continued promotion of IoT related new stories will play a significant role in helping educate customers.

Presentation Rules:

- The presentation will last 20-minute total: 10/15 mins for presentation and 5/10 mins for question-and-answer session.
- Always be respectful of other users, the system, and the Moderator.
- It will be an open forum so do not add any information that you consider confidential and we will be monitoring it closely to ensure it is being used correctly.
- We will withdraw access to any user at any time should the FIA feel it is being used inappropriately (e.g., selling, promoting, personal comments, criticising other users etc).
- The Moderator's decision is always final.

Questions that should be addressed:

- Introduction.
- Why are you using IoT? / Why is it better than an alternative solution?
- Why did you do this?
 - New product/service
 - Improve existing?
 - Customer need?
- Who are your target customers?
- Where is this product/service sold?
- Questions to address barriers highlighted in report:
- What barriers did you face -> Were they external or internal? / How did you resolve them?
- What was the customers initial reaction to the solution? Did you have to persuade them, if so, how?
- What standards did you consider? What standards were problematic?
- What were the biggest things you learnt that you could tell us? / What advice would you give others thinking of innovating or struggling?
- How could the FIA have helped or help moving forward?