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|  | Regional Workshop “Internet of Things (IoT)”**Amman - Jordan, 3 - 4 April 2018** |  C:\Users\juhinah.alkttab.TRCGOV\Desktop\ورشة عمل النفاذ\Capacity Building logo.PNG  |

**Agenda**

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| **Day (1) Tuesday 3rd of April. 2018** |
| **9.30-10.00** | **Registration & Coffee break** |
| **10.00-10.15** | **Welcome and Introductions*** H.E. Dr. Ghazi Al-Jobor

 Chairman of the Board of Commissioners/ CEO – TRC* Mr. Jawad J. Abbassi

 Head of MENA, GSMA |
| **10.15-11.00** | **Session 1: What is IoT?*** A definition of IoT and associated concepts
* Outline of the key differences between IoT and traditional voice and messaging services
* Key drivers for IoT

**By:** Stefano Nicoletti,IoT Policy Director / GSMA |
| **11.00–11.15** | **Coffee break and group photo** |
| **11.15-12.30** | **Session 2: Forecasts on the growth of IoT*** Connections forecasts for IoT
* Revenue forecasts for IoT
* Socio-economic benefits of IoT..

 **By:** Stefano Nicoletti, IoT Policy Director / GSMA |
| **12.30-13.30** | **Session 3: A High Level Technology Overview of Mobile-Enabled IoT*** IoT value chain and connectivity technologies
* Key characteristics of IoT networks
* Embedded SIM
* IoT and spectrum

**By:** Stefano Nicoletti, IoT Policy Director / GSMA |
| **13.30–14.30** | **Lunch break** |
| **14.30-16.00** | **Session 4: Business models of IoT:*** Revenue sharing
* Cost savings sharing
* Product sharing
* Product as a service
* Performance as a product

**By:** Stefano Nicoletti, IoT Policy Director / GSMA |
|  | **End of day one** |

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| **Day (2) Wednesday 4th of April. 2018** |
| **9.30-10.00** | **Session 1: Review of day 1** **By:** Stefano Nicoletti, IoT Policy Director / GSMA |
| **10.00-11.00** | **Session 2: GROUP EXERCISE- Case Studies*** Guided case study – explanation
* Group exercise: class is divided in four groups and work on four different case studies
* Home care, Smart city, Home security, Industrial IoT

 **By:** Stefano Nicoletti, IoT Policy Director / GSMA |
| **11.00– 11.30** | **Coffee break** |
| **11.30-13.00** | **Session 3: GROUP EXERCISE Case Studies (Continued)** **By:** Stefano Nicoletti, IoT Policy Director / GSMA |
| **13.00 – 14.00** | **Lunch break** |
| **14.00 – 15.30** | **Session 4**: **Government strategies for driving IoT adoption*** Global deployment
* Promoting investment
* Building trust
* Interoperability
* Traffic management
* Spectrum
* AOB (time permitting) –vertical specific content :
* Smart cities- recommendations
* Automotive –the role of cellular networks
* Drones- the role of cellular networks

**By:** Stefano Nicoletti, IoT Policy Director / GSMA |
| **15.30 – 15.45** | **Coffee break** |
|  **15.45-16.30** | **Session 5: Q&A and Wrap up****By: Stefano Nicoletti, IoT Policy Director / GSMA** |
| **16.30** | **Close** |