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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** |