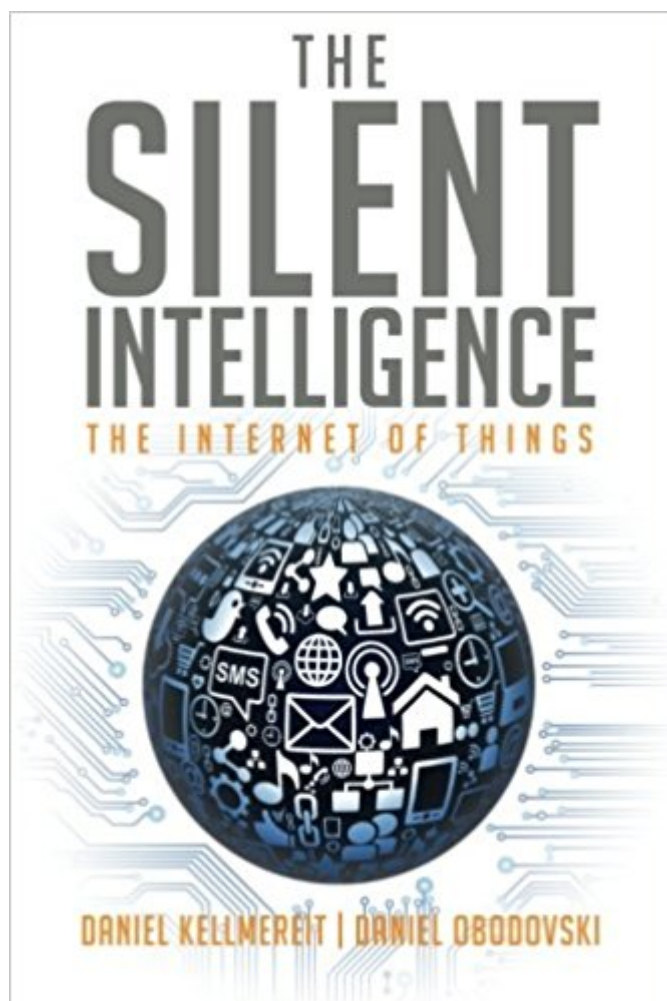


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# The Silent Intelligence: The Internet Of Things



## Synopsis

The Silent Intelligence is a book about the Internet of Things. We talk about the history, trends, technology ecosystem and future of Connected Cities, Connected Homes, Connected Health and Connected Cars. We also discuss the most exciting growth areas for entrepreneurs and venture capital investors. We share exciting stories and unique opinions of more than 30 industry veterans, experts and visionaries from Google, Ericsson, AT&T, Qualcomm, SAP, MIT, Jawbone and many others. We called this book The Silent Intelligence because most of the activity and growth in the space so far has been outside of mainstream visibility. Our aim is to help executives, entrepreneurs, investors and everybody who is interested in this topic, better understand the opportunities and challenges of the Internet of Things. We also hope that the new growth opportunities discussed in this book will be as exciting to you as they are to us.

## Book Information

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## Customer Reviews

Daniel Kellmereit With more than a decade of experience in telecom/mobile, Internet, hardware, software and services industries, Daniel Kellmereit, has assisted large global companies to develop business strategies, shape markets, adopt emerging technologies, design strategic alliances, and launch new products and services. He has also worked with early-stage companies to build compelling products, grow their businesses, and raise capital. In his current position as CEO of Detecon, Inc., he is responsible for the North American and Latin American regions. He holds an MBA from Northwestern University's Kellogg School of Management. Daniel Obodovski With

nearly 20 years of experience in the wireless and high-tech sectors, Daniel Obodovskiâ€™s passion is helping companies go to market with connected devices and machine-to-machine (M2M) technologies. Most recently, Daniel was Director of Business Development at Qualcomm, where he led the commercial launch of multiple M2M products and businesses. In 2011 Daniel co-founded, and currently co-chairs, M2M SIG at CommNexus San Diego. Daniel holds an MBA from the University of South Carolina and Vienna University of Economics and Business Administration.

This book is a good introduction to some of the disruptive technologies for those readers that have not spent time staying current on the progress of driverless cars, artificial general intelligence, smartphone technology, etc. For those readers that are current on these issues there will not be many "oh, wow!" moments in this read. Yes, everyday things have computers built in and those are now being given the ability to communicate to the internet and each other. With the exception of autos and medical monitors, many of these will be as insignificant as my kitchen oven having a digital control on it, I just don't care! I just need to be able to turn it on to 350 degrees and bake my brownies, no timers needed, no auto shutoff, just let me turn it on and off, job done! A lot of this stuff is already quite visible to the general public anyway, just watch the ads on TV for home security systems as an example. People are more aware of rapid tech changes coming at them than they were in the 90's when the PC and the internet first appeared. The book is well written, researched and easy to read and for this I do recommend it for anyone wanting to begin understanding some of the changes headed our way, however they will need to connect to many additional resources in addition to this book in order to have a more comprehensive and current understanding (kurzweilai.net is good source, it has current tech articles, including M2M, and it's free!)

This book is primarily an introduction to the business side of IoT. The field is still very much in flux, so the book is more a rich collection of observations than a well structured overview. Still, the authors have made efforts to organize the observations into themes like history of IoT, the IoT ecosystem, outlook to the future, business cases and investment opportunities. A nice thing about the book is that it discusses mostly very down-to-earth applications rather than the exotic ideas that are so often found in discussions on IoT. This gives the reader a feeling of what IoT really is like and what the limitations and challenges are. I would recommend this book to every entrepreneur and investor who is looking into IoT. The only recommendation that I would have for the authors would be to use less extensive quotes and to strengthen the argumentation.

A Book Telling the Forthcoming of the Emergence of Connected Objects  
Date Published: December 17, 2013  
In December 2013 I met, Daniel Obodovski, one of the authors of the book, The Silent Intelligence - The Internet of Things. He spoke about the subject of his book and I ordered his book a couple days later to gain a better insight to that topic. His co-author is, Daniel Kellmerein, and together they explored what connecting ordinary day items to each other using the Internet might mean to people all over the globe. Their research included interviews of current authors of the same subject and leaders of industries who already are deeply involved with the silent intelligence. They cover a brief history of modern technology in the 20th century and how up until the wireless internet boom, isolated mostly analog objects were not connected nor could we usually communicate with them except perhaps through a proprietary interface attached to the particular object itself. Subsequent chapters deal with the early age of interconnection with some devices conceived by innovative visionaries and those who sought and built emerging markets. Examples of those markets include some that didn't survive their first exposure to the light and those that are today still pivoting and providing new opportunities. This book helps light the path before us whether we are users, innovators, marketers, or just visionaries mapping out new territories. The Internet of Things for all of us is becoming more of a reality each day. In this 21st century: vehicles; personal portable handheld instruments; our appliances; even behind the scenes monitoring of our health, indeed our very whereabouts may be captured for later analysis. Societies change over time and the Internet of Things accelerates that rate of change. I suggest you purchase this book to see what lies ahead for the rest of us. Book Rating: I gave five stars because the authors captured the essence of the book's subject matter. I liked the Chapters 1 through 6 the best. The remaining Chapter 7 was of less interest to me. I recommend this book to all who use the Internet and look for the sign posts as to what may be coming next.

I was looking for a book that tells the story of the future potential for the Internet of Things. Although, this is the best book I have found published on the subject I found it to be very high level. I think it could have provided much more of a vision for the future of the Smart Home and the Industrial Internet. Nonetheless, it is still a good read. The book correctly points out that although the name "Internet of Things" is new the concept of smart devices dates back many years. And the authors provide a nice historical perspective on the evolution from Machine to Machine (M2M) technologies to today's state of affairs. The book appears to be targeted towards technology vendors and venture capitalists that are considering investments in the Internet of Things. Several of the later chapters are focused on how to approach the market.

Maybe my expectations were too high. The Silent Intelligence sounded like it would provide tremendous insight into a huge and rapidly growing industry. The observations were interesting, but not particularly insightful. The authors present some examples of the use of Machine to Machine (M2M) technology and hypothesis on potential future use cases. Far from being insightful, The Silent Intelligence is more of a "arm chair quarterback" account of the M2M game playing out.

Written more from a business perspective than I expected. Other than learning the basic terminology M2M, etc. I did not learn much.

The book arrived as advertised. Good book.

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