Agenda

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:**
	    o Revenue sharing
	    o Cost savings sharing
	    o Product sharing
	    o Product as a service
	    o Performance as a product
	 By: Stefano Nicoletti, IoT Policy Director / GSMA

	End of day one

Agenda

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 :
	     o Smart cities- recommendations
	     o Automotive –the role of cellular networks
	     o 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**