

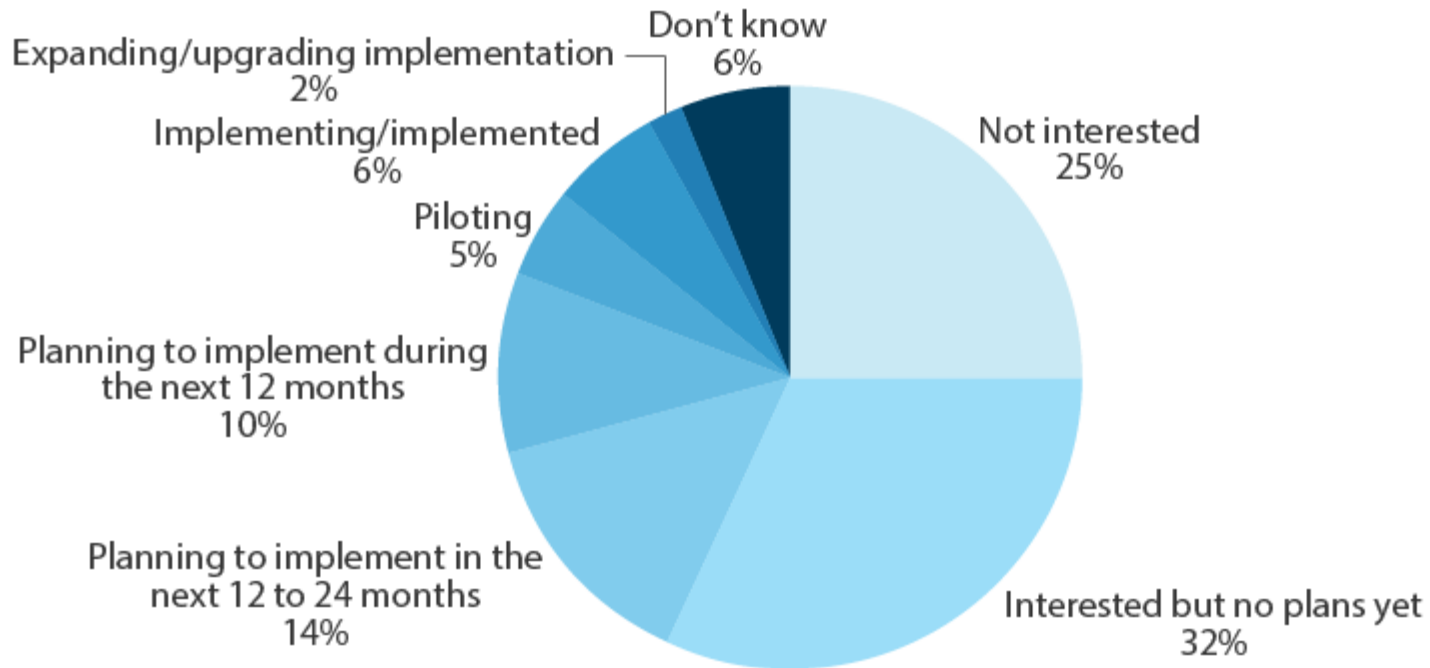
Connected World Adoption Among Enterprises

FORRESTER

October 2013 “Mapping The Connected World”

3-1 Current adoption is low

“What are your firm’s plans to adopt M2M/‘Internet of Things’ solutions or applications?”



Base: 1,863 telecom decision-makers with 20 or more employees

Source: Forrsights Networks And Telecommunications Survey, Q1 2013

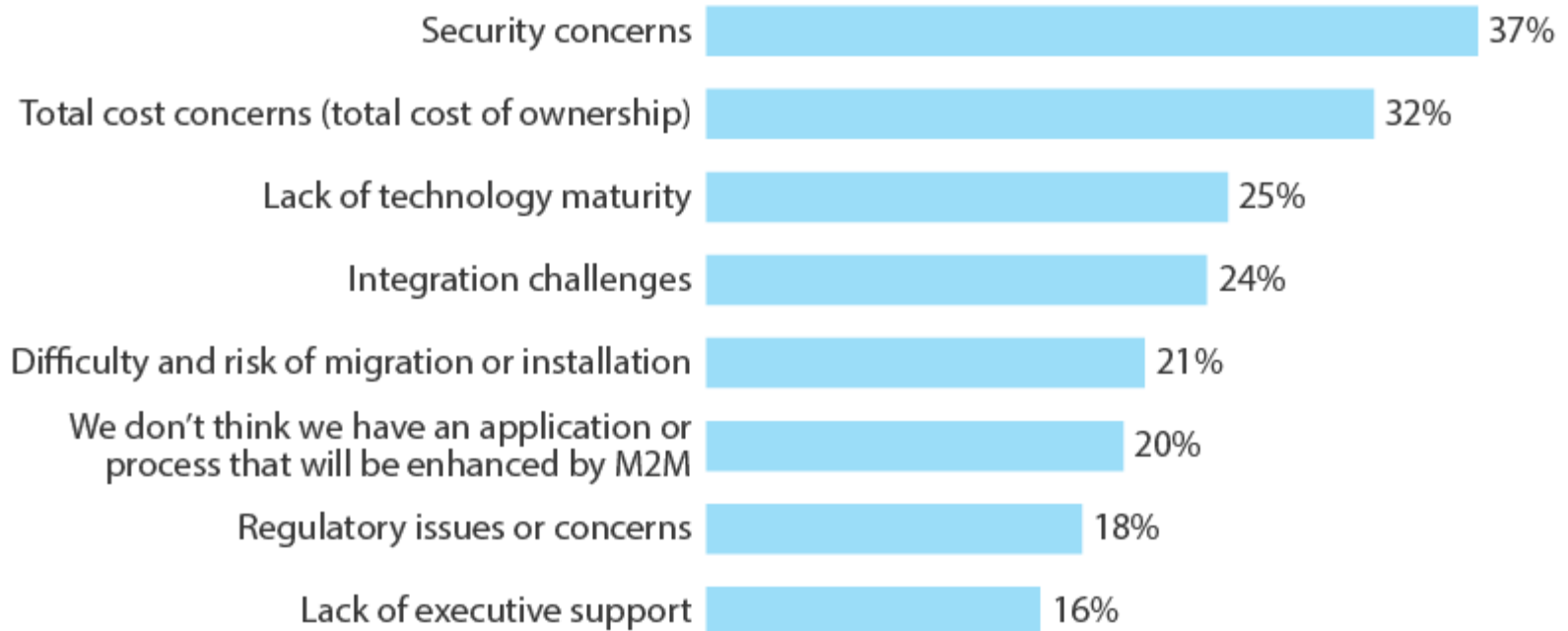
Connected World Adoption Among Enterprises (Cont.)

FORRESTER

October 2013 “Mapping The Connected World”

3-2 Security issues are firms' No. 1 concern in deploying M2M/Internet of Things technologies

“What are your firm's concerns, if any, with deploying M2M/'Internet of Things' technologies?”



Base: 1,863 telecom decision-makers with 20 or more employees

Source: Forrsights Business Decision-Makers Survey, Q4 2012

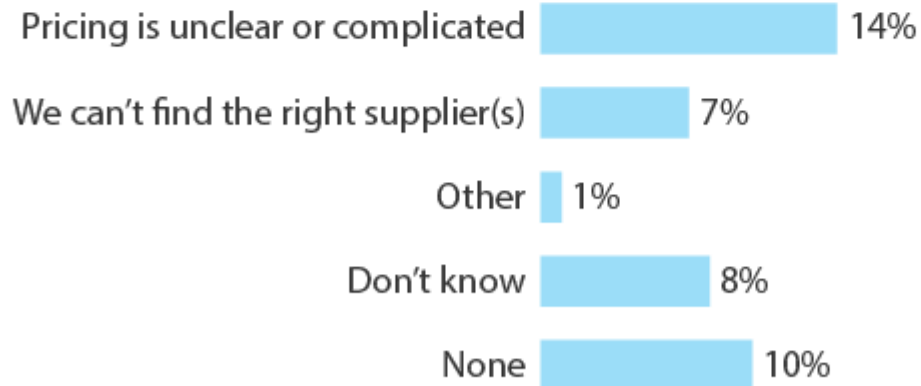
Connected World Adoption Among Enterprises (Cont.)

FORRESTER

October 2013 “Mapping The Connected World”

3-2 Security issues are firms’ No. 1 concern in deploying M2M/Internet of Things technologies

“What are your firm’s concerns, if any, with deploying M2M/Internet of Things’ technologies?”



Base: 1,863 telecom decision-makers with 20 or more employees

Source: Forrsights Business Decision-Makers Survey, Q4 2012