“Playing in the Big League”

or... how we ensure that innovative new technologies can be deployed successfully at scale (broadly deployed across many networks) and... therefore deliver on the promise of Smart Networks for utilities

Simon Bunn (Derceto)
Chris Phillips (i2O)
Moshe Tamir (TaKaDu)
James Dunning (Syrinix)
Pascal Bonnefoi (Schneider Electric)
Playing in the Big League

• Big league means professional: innovation that brings value and that can be deployed efficiently with customers

• Big league means solid champions: this innovation needs to be industrialised (architects, sales, execution centres)

• Big league means clear game rules: water utilities need to understand how these solid champions can play together (common language and interfaces, SWAN)
Innovation Deployed with Value

- Iterative process with water utilities (Chris)
- Identify early adopters amongst utilities’ top management (Moshe)
- Leadership, cultural change, commercial competition or personal commitment (Simon)
Industrialised Innovation

• Innovation of smaller players proposed by larger ones in their services (James)

• Need for local architecture and execution capabilities (Pascal)
Organised Collaboration

- As a SWAN team, approach government and international programs, such as FP7 (Moshe)

- Important to keep the pool open when creating architecture and agreed upon protocols (James)