

1. Background Information (and review of pre-qual interview information)

- Name
- Company
- Title
- Role and responsibilities
- How long have you been involved with IoT and in what capacity?
- What industries do your IoT solutions serve?
- What markets do your IoT solution serve?

2. Products and Use Cases

3. In thinking about the industry (pick one if they serve multiple industries):

- What IoT or IoT enabled products do you make? What does the solution look like?
- What are some of the top use cases and problems are you solving with IoT? What is the value provided and how significant is that value to customers? To the industry?
- How were these problems solved before?

4. What are some of the top challenges to IoT adoption by your customers?

- Skills
- Interoperability and standards
- Economics
- Infrastructure
- Policies or regulation
- Privacy

5. What are the top technology gaps that (sensors, analytics, etc.)

- affect IoT adoption by your customers?
- Affect or hinder IoT development for the products/solutions that your customers need?

6. Fast forward 10 years. How will IoT be used? (Review the future technologies slide)

7. What are some of the more transformational things IoT should do 10 years from now?

- Business and operating models
- Outcome driven models and what is the value?
- End to end automation and what is the value?
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**8. What are some of the IoT technologies that are required to get us there?
Examples?**

(show the future technologies slide) - connectivity, sensors, AI, analytics, etc.

9. What are the barriers to reach this end state?

- Technology infrastructure
- Policy
- Other

10. What is the role of the federal government in closing these gaps?

- What technology gaps/areas that no one is working on?
- What should the government invest its research resources in? Share specific examples if you can.
- What policy gaps/areas should the government invest its resources in? Share specific examples if you can.