

IoT M2M Council

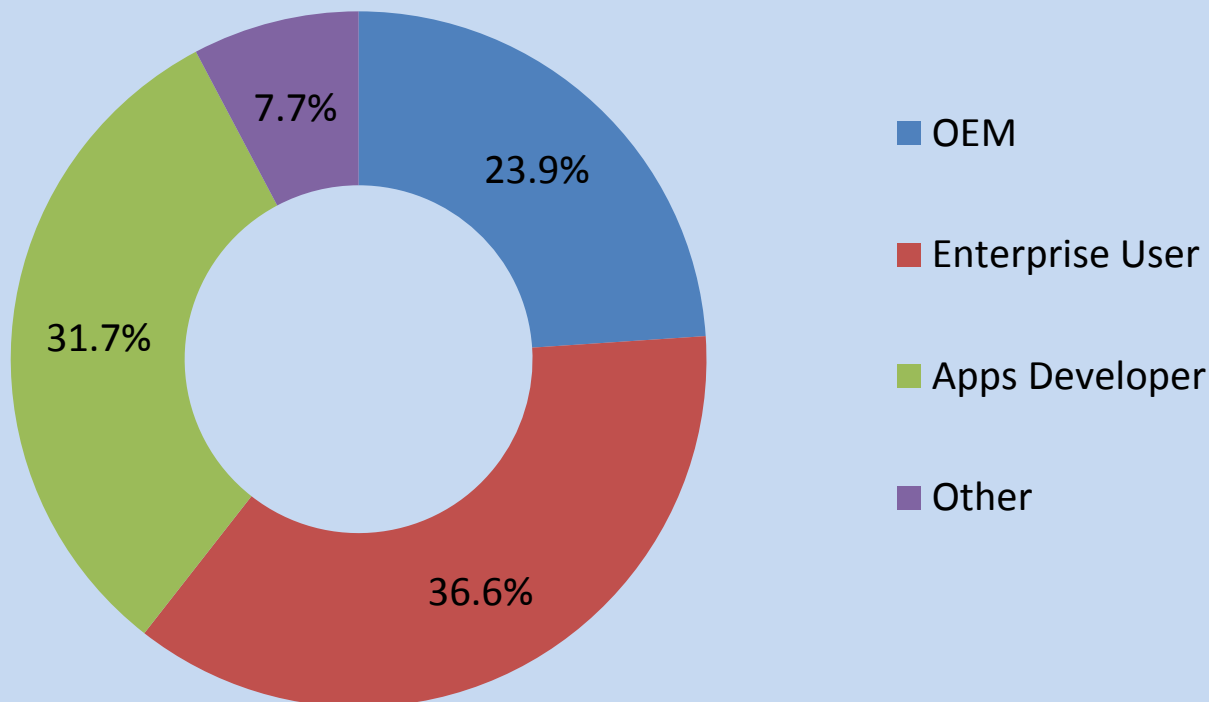
**Quarterly
IoT Buyer's Index**

Quarter 2 2019 Survey



IMC Adopter Survey – Total

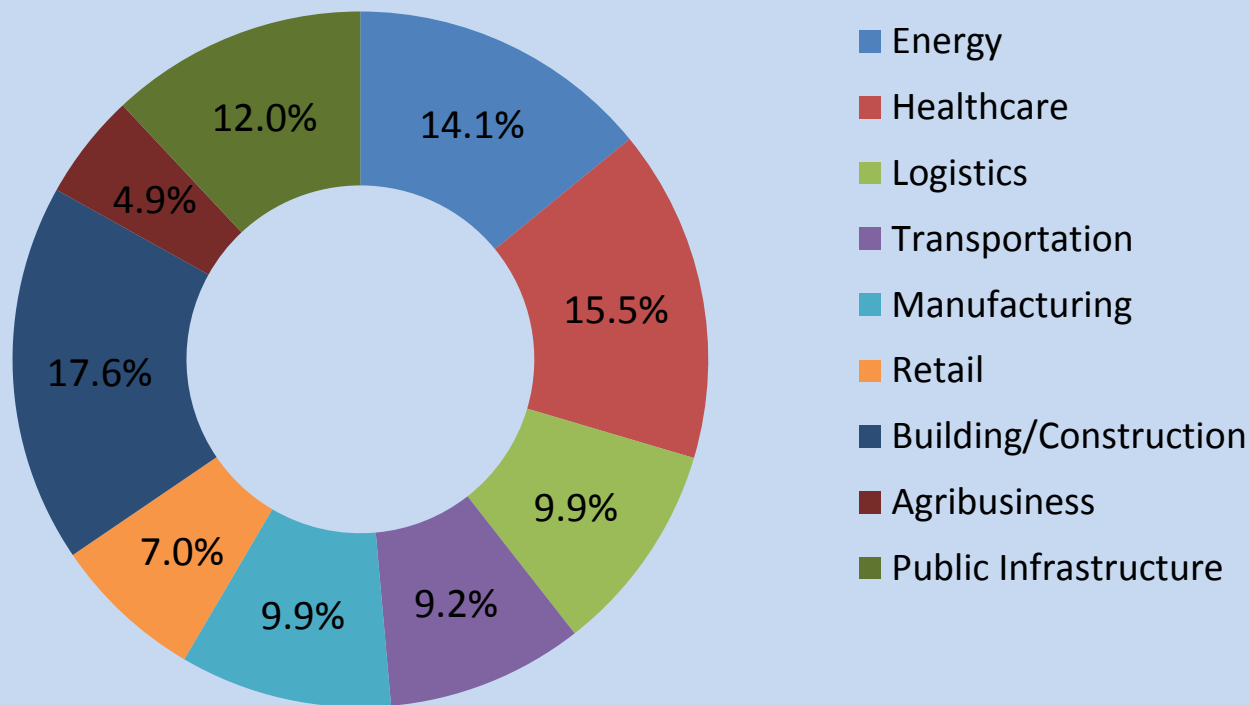
Q1. What is the primary focus of your company or business unit in regards to deploying your own IoT solutions? (choose one)



Results for each quarterly survey tabulated separately as percent-of-total responses

IMC Adopter Survey – Total

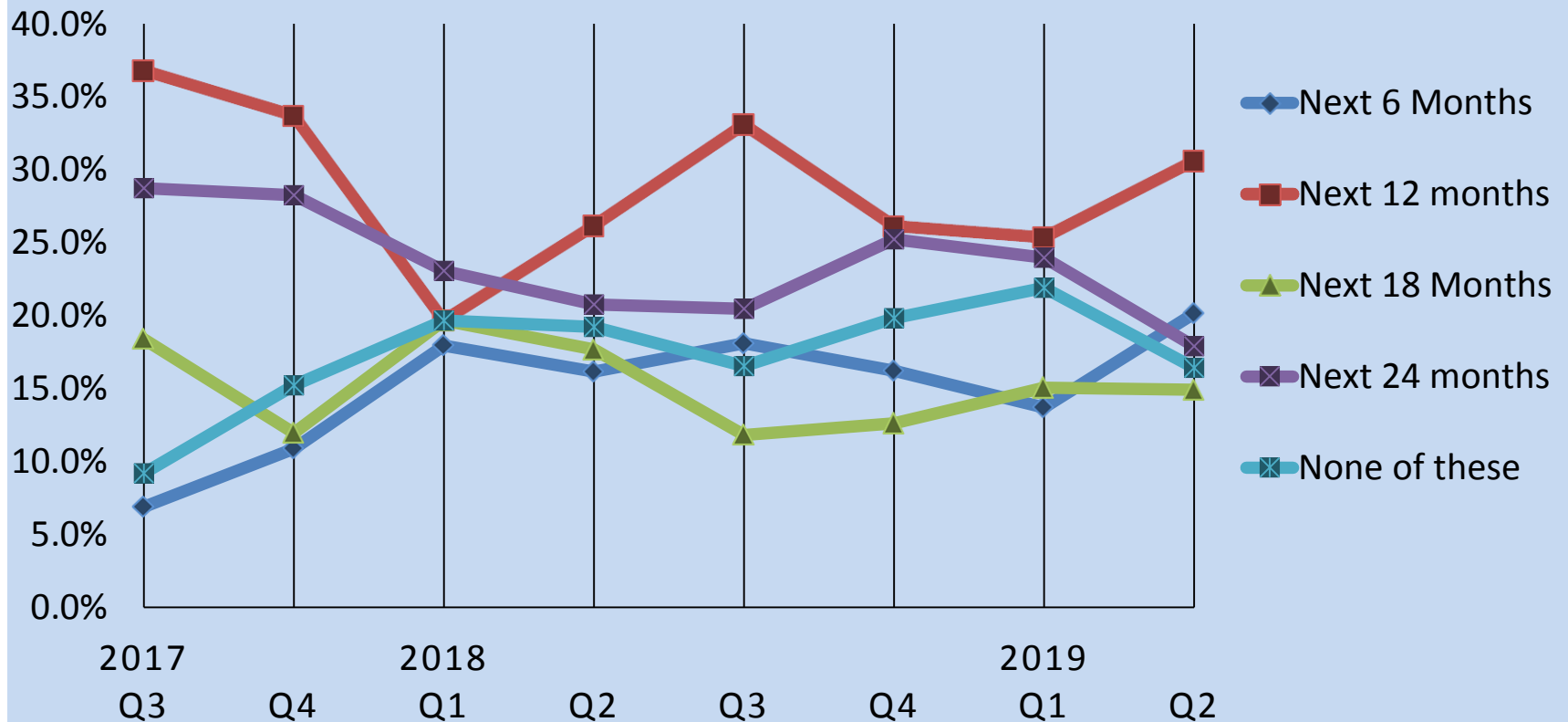
Q2. What is the primary selling market of your company or business unit? (choose one)



Results for each quarterly survey tabulated separately as percent-of-total responses

IMC Adopter Survey – Total

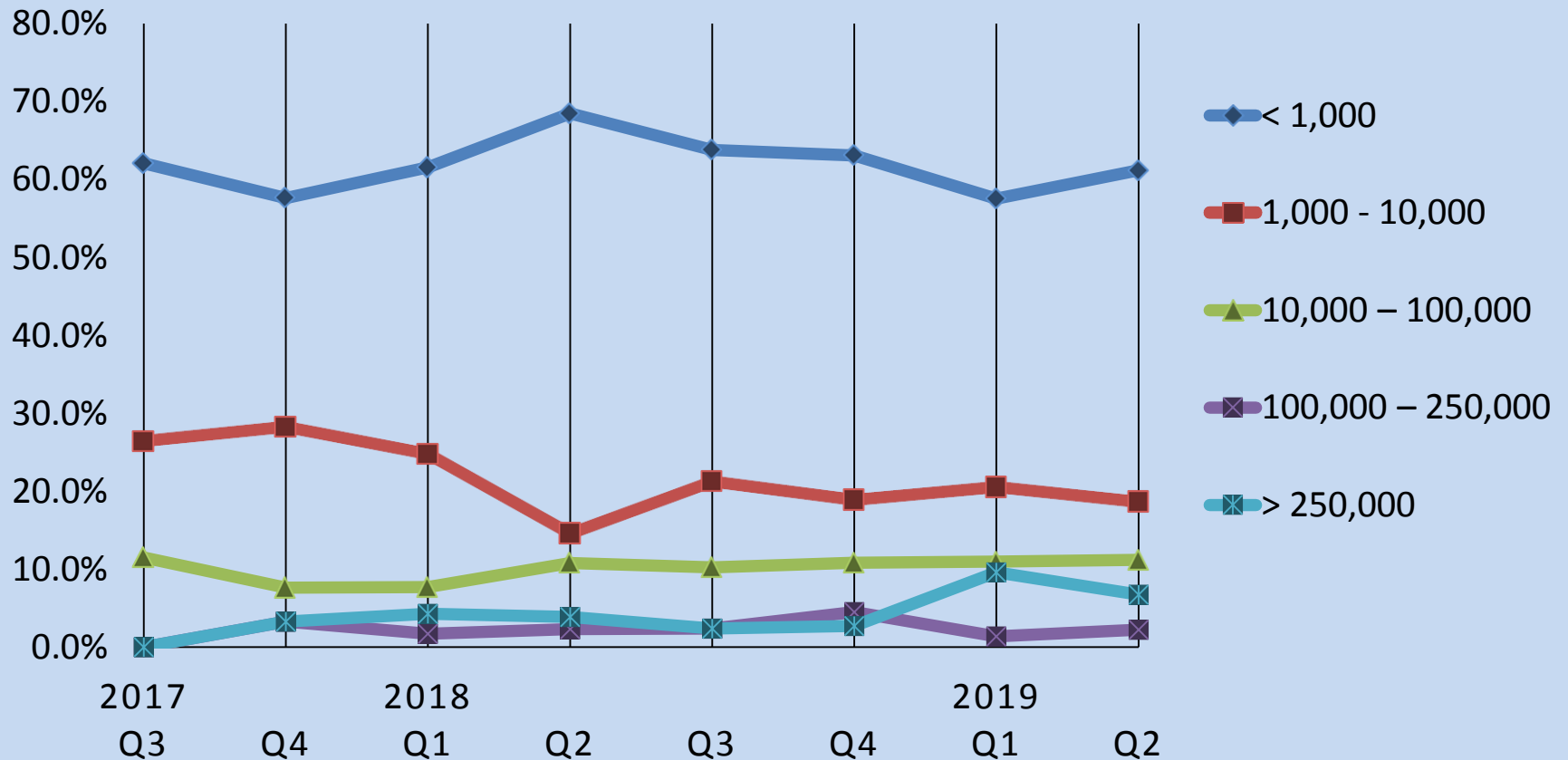
Q3. Will you make a significant investment in IoT technology/connectivity in this time frame? (choose one)



Results for each quarterly survey tabulated separately as percent-of-total responses

IMC Adopter Survey – Total

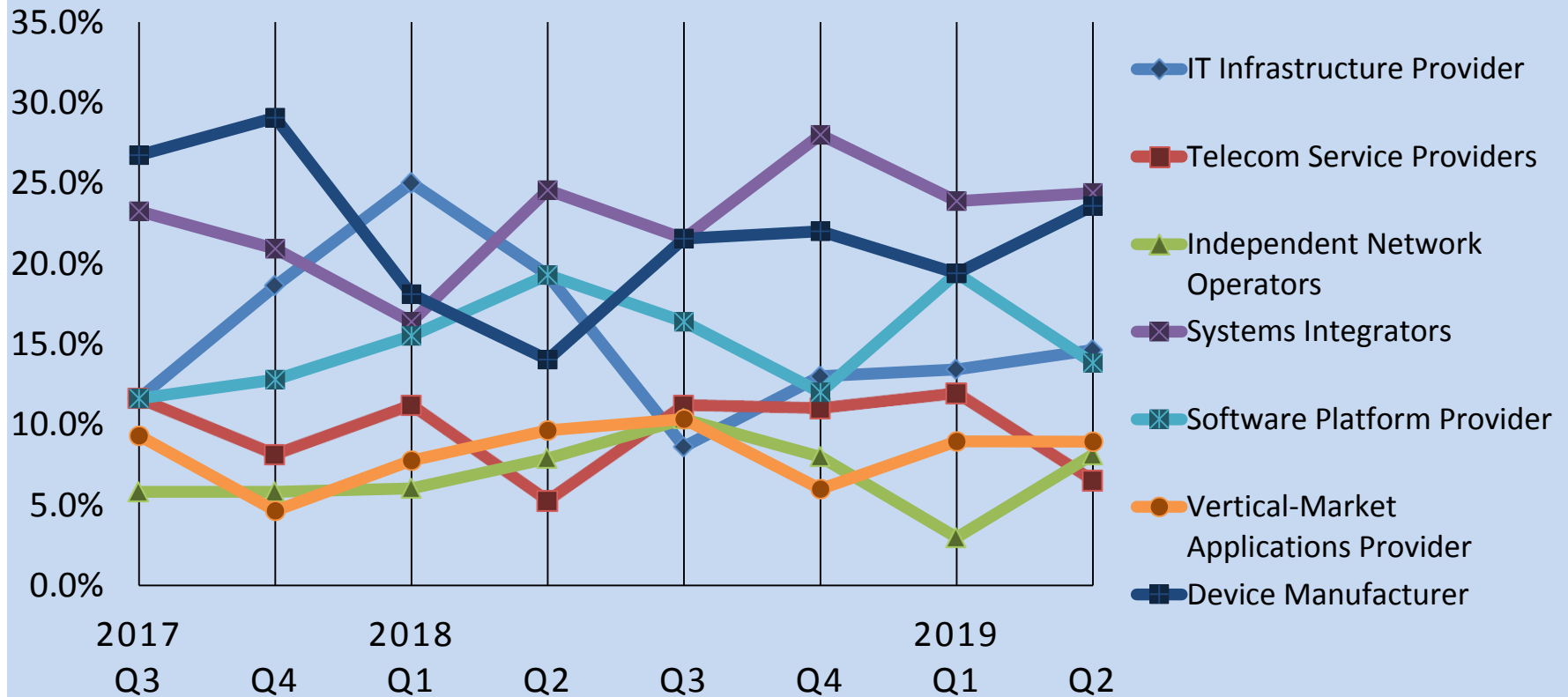
Q4. How many connected devices will your planned project deploy? (choose one)



Results for each quarterly survey tabulated separately as percent-of-total responses

IMC Adopter Survey – Total

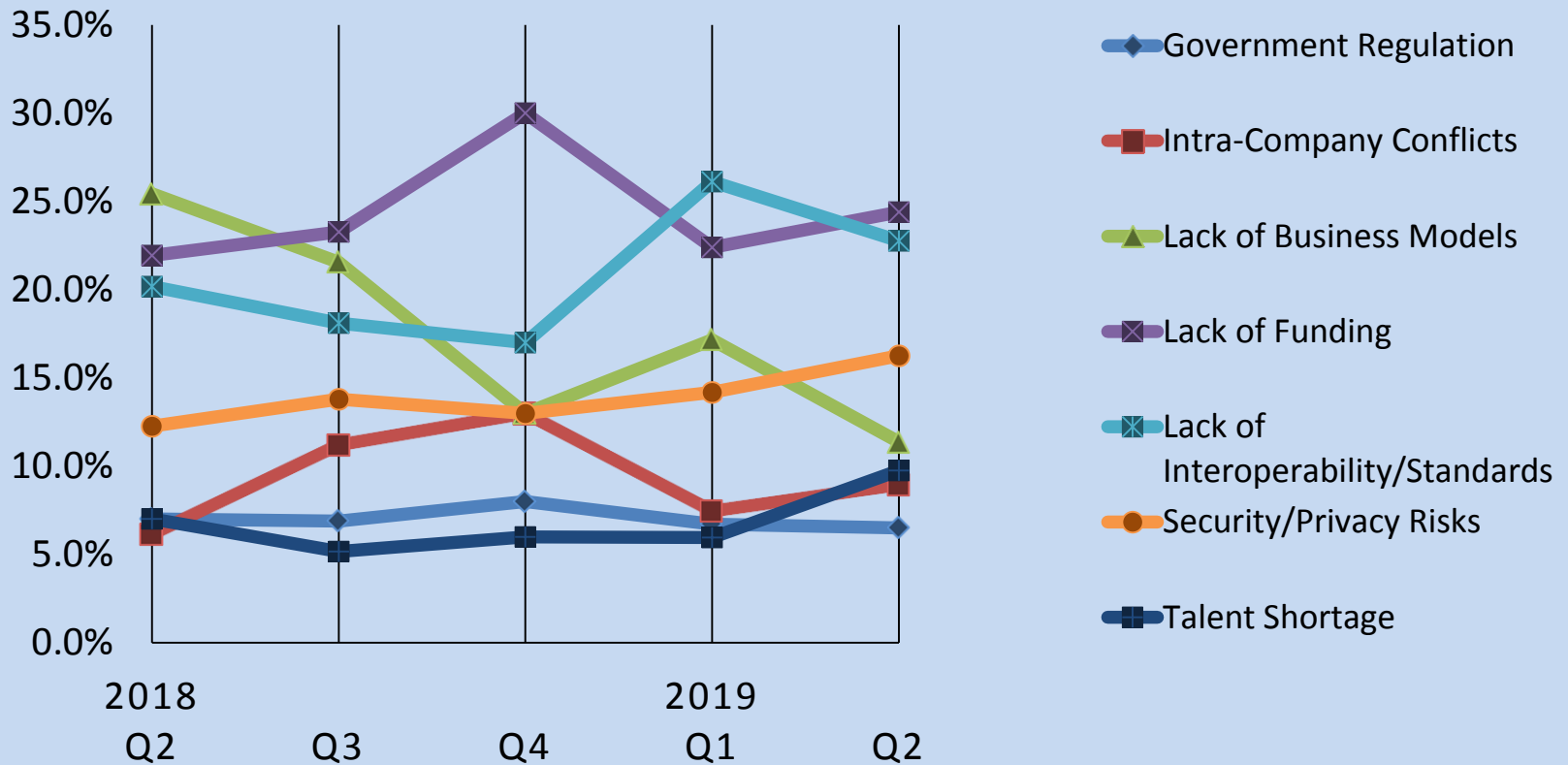
Q5. When starting an IoT deployment project, to which kind of vendor do you turn first? (choose one)



Results for each quarterly survey tabulated separately as percent-of-total responses

IMC Adopter Survey – Total

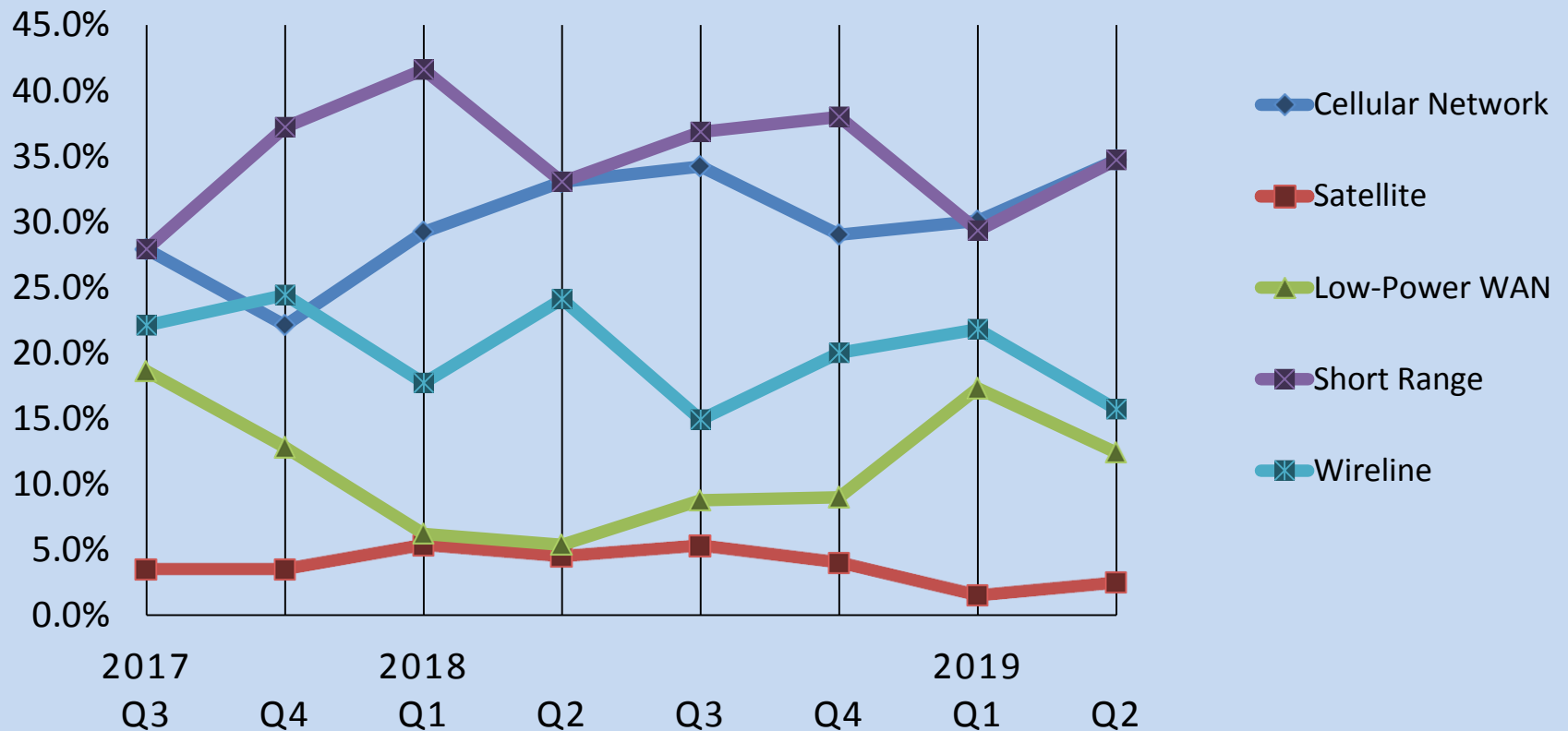
Q6. What is the biggest hurdle to your organization starting a new deployment of connected IoT devices, or increasing the number of devices you currently have in the field?



Results for each quarterly survey tabulated separately as percent-of-total responses

IMC Adopter Survey – Total

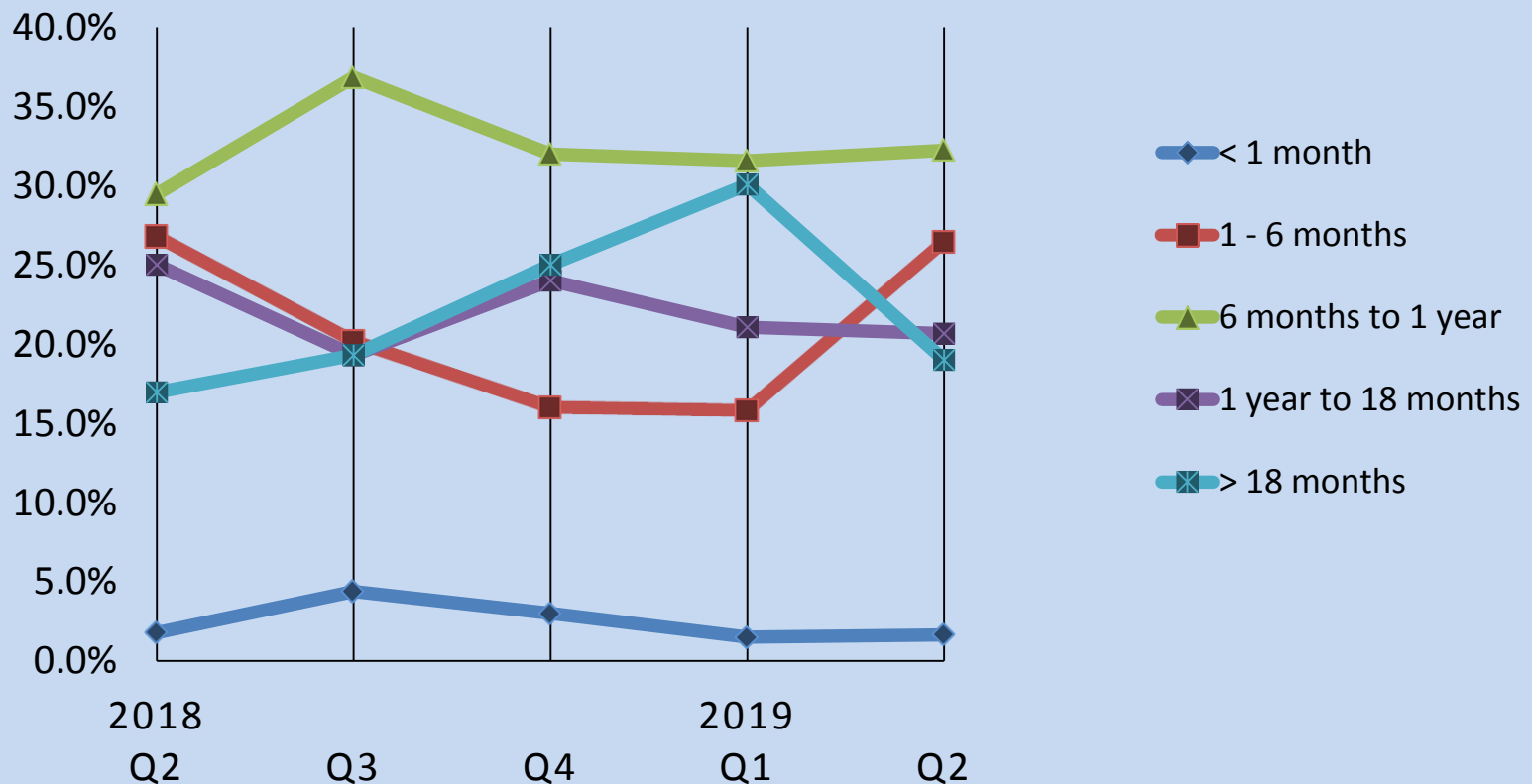
Q7. What is the primary method of connectivity for your connected devices? (choose one)



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IMC Adopter Survey – Total

Q8. How long is the planned timeline for completion of your current or previous IoT deployment, from concept to test bed to full-scale implementation?



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