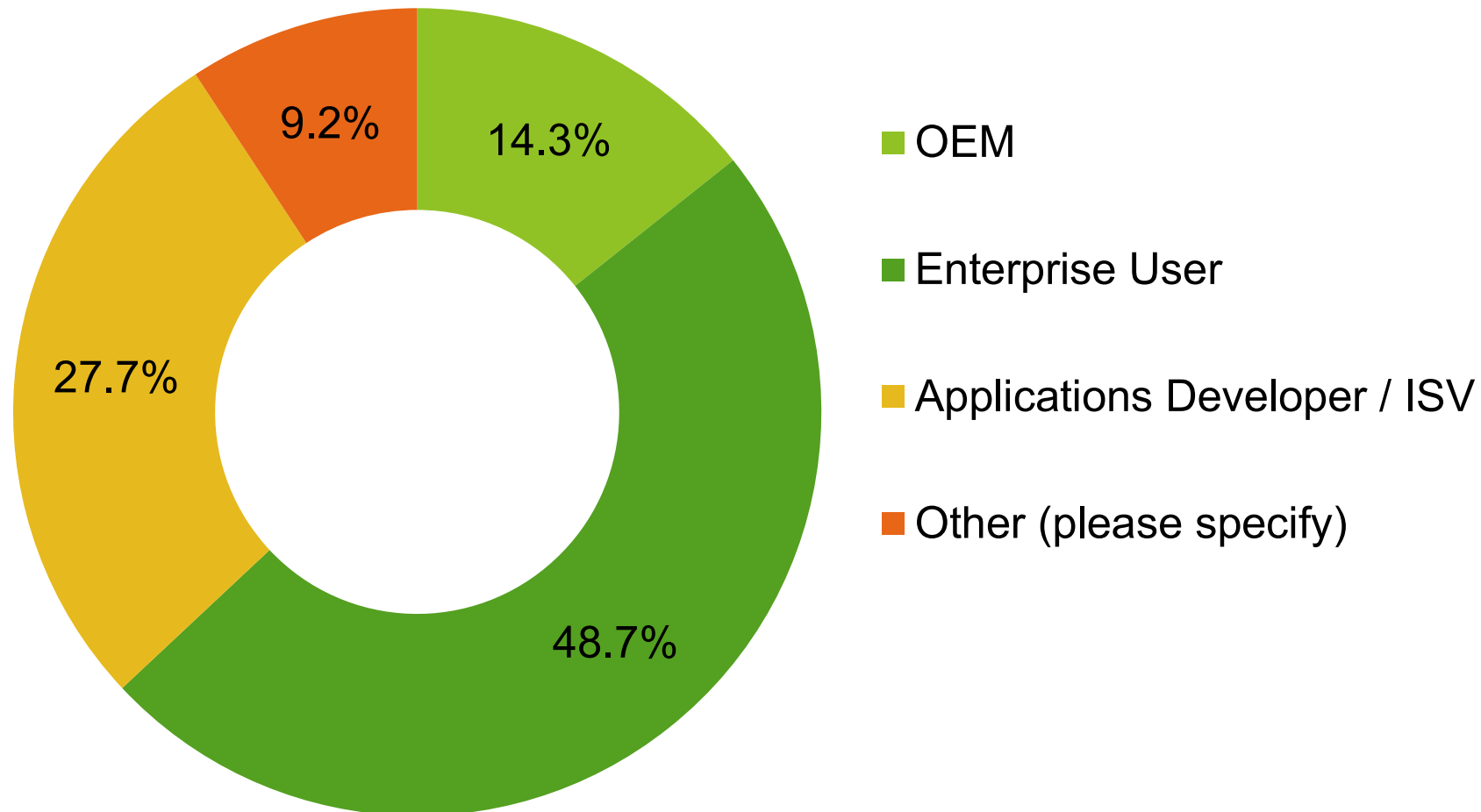




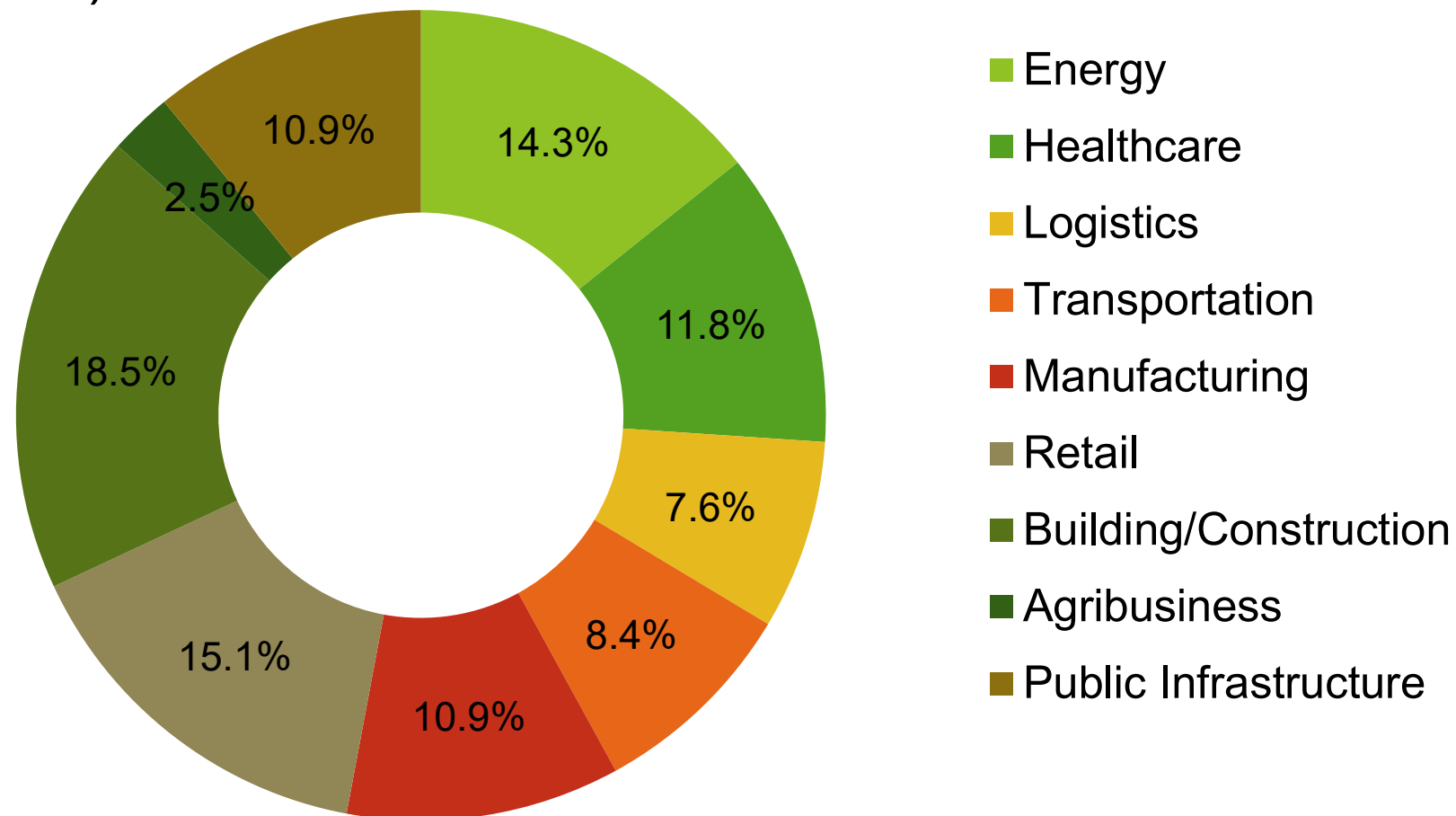
IoT Buyer's Index

Quarter 4 2019 Survey

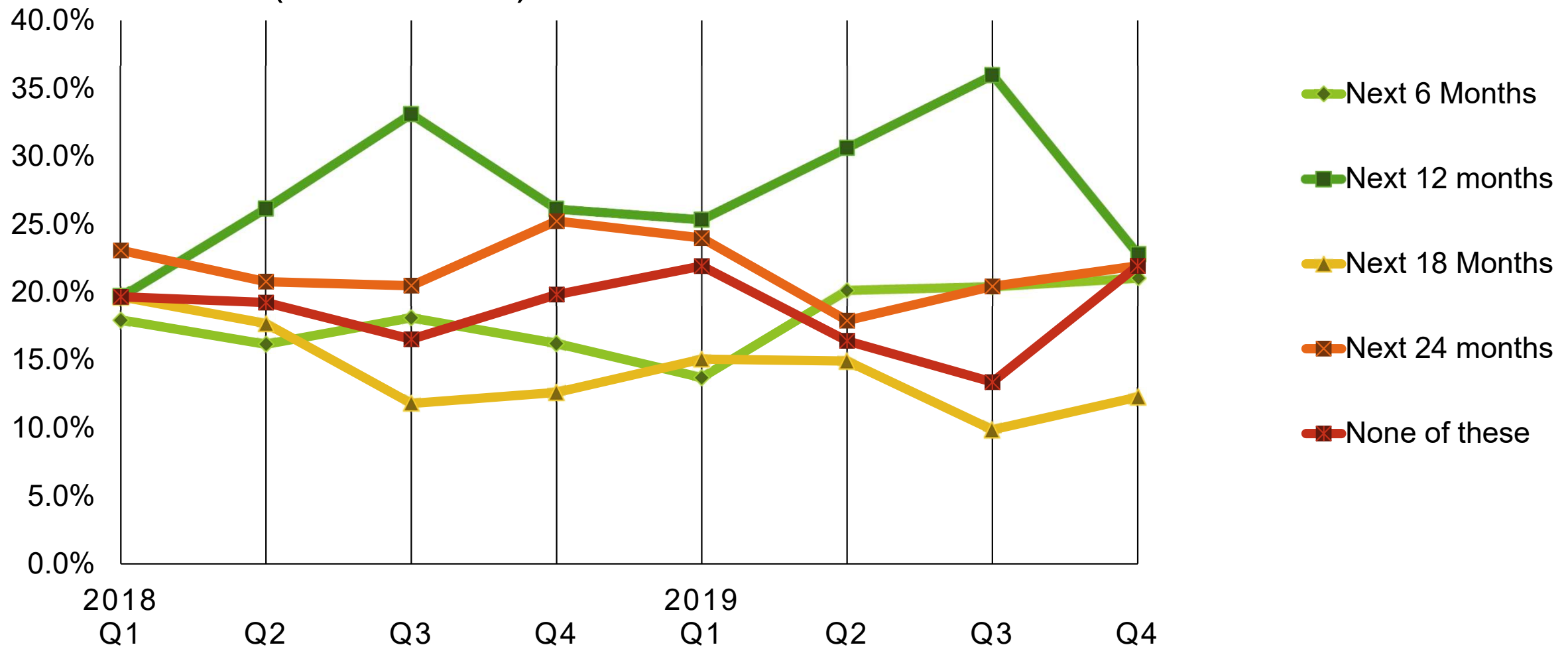
Q1. What is the primary focus of your company or business unit in regards to deploying your own IoT solutions? (choose one)



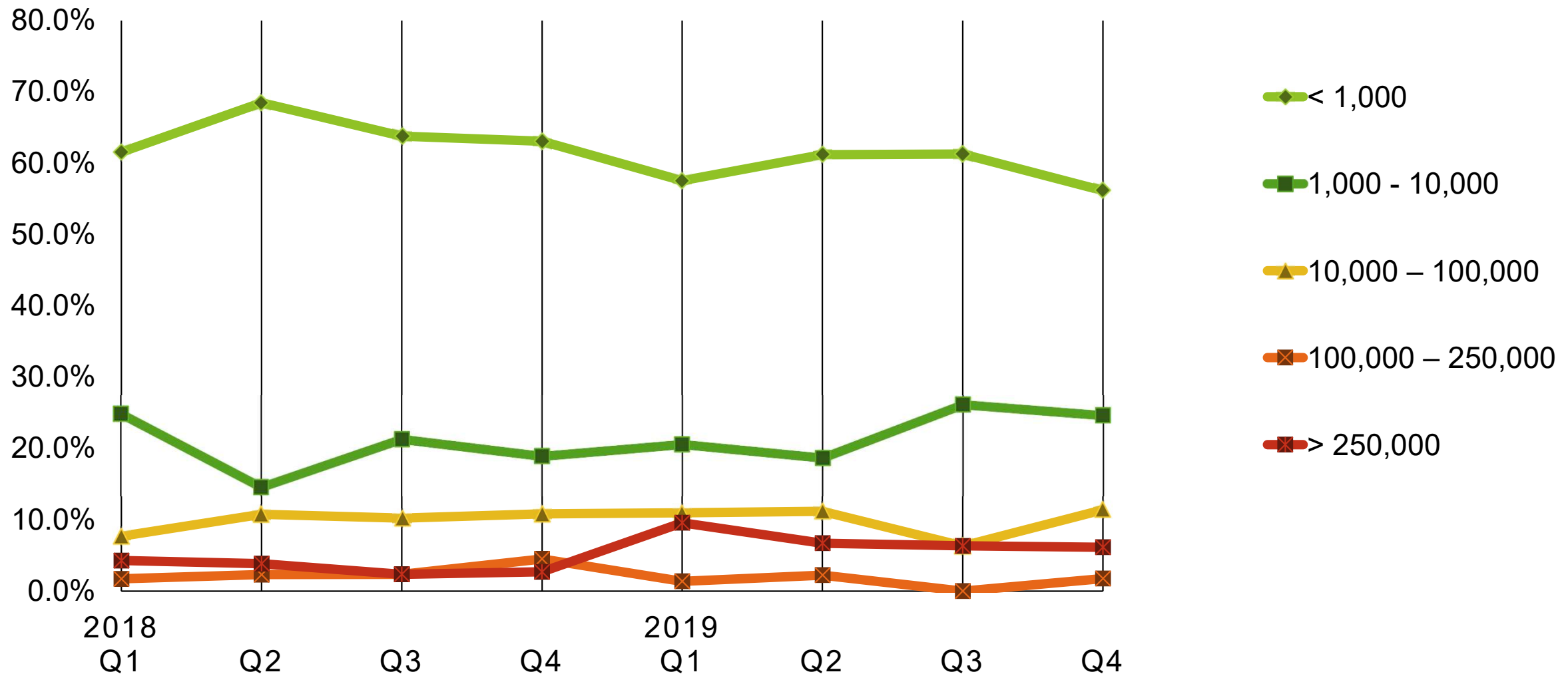
Q2. What is the primary selling market of your company or business unit?
(choose one)



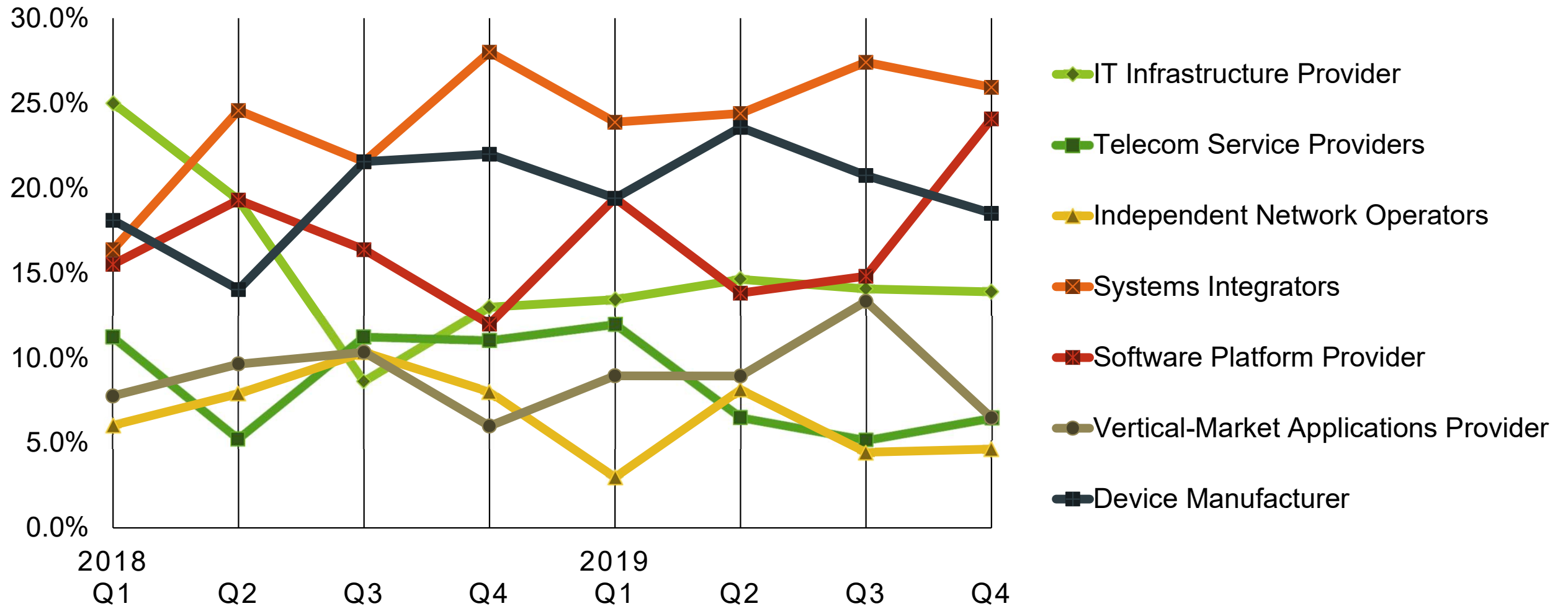
Q3. Will you make a significant investment in IoT technology/connectivity in this time frame? (choose one)



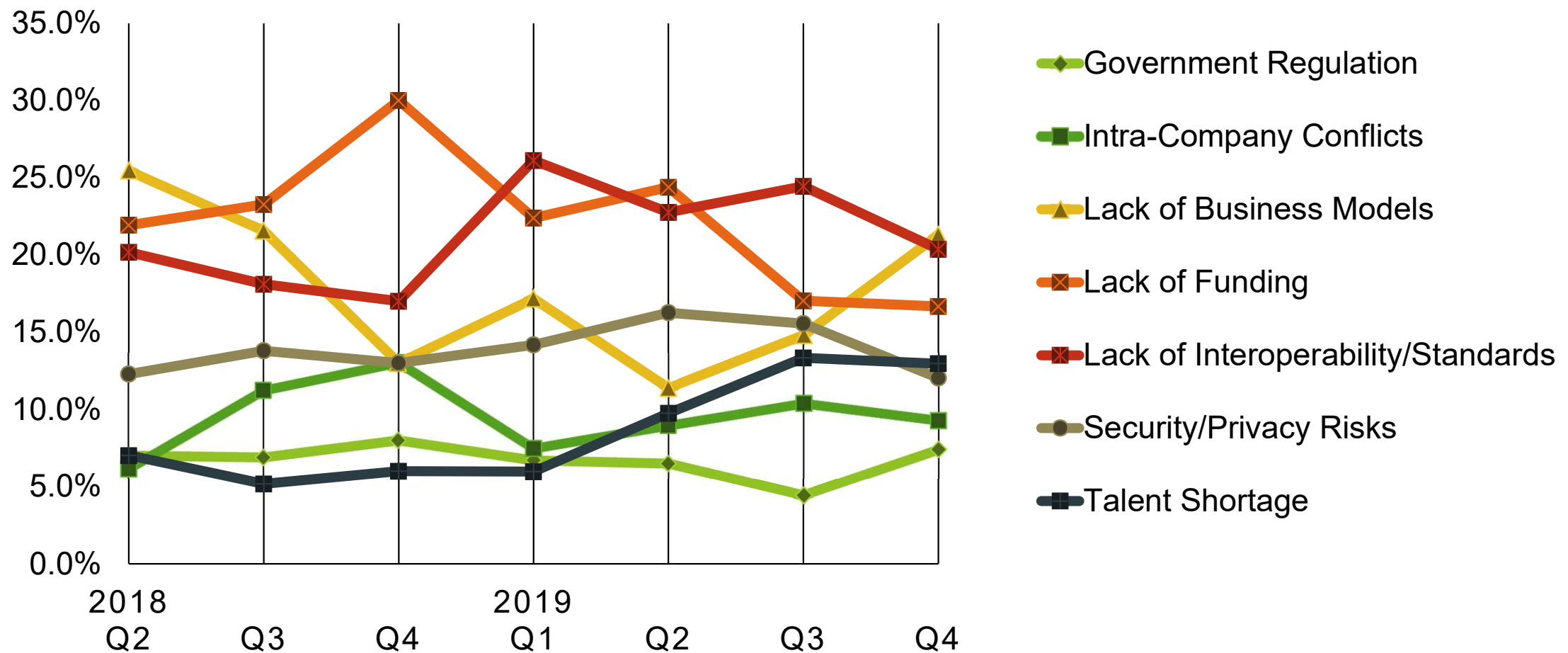
Q4. How many connected devices will your planned project deploy? (choose one)



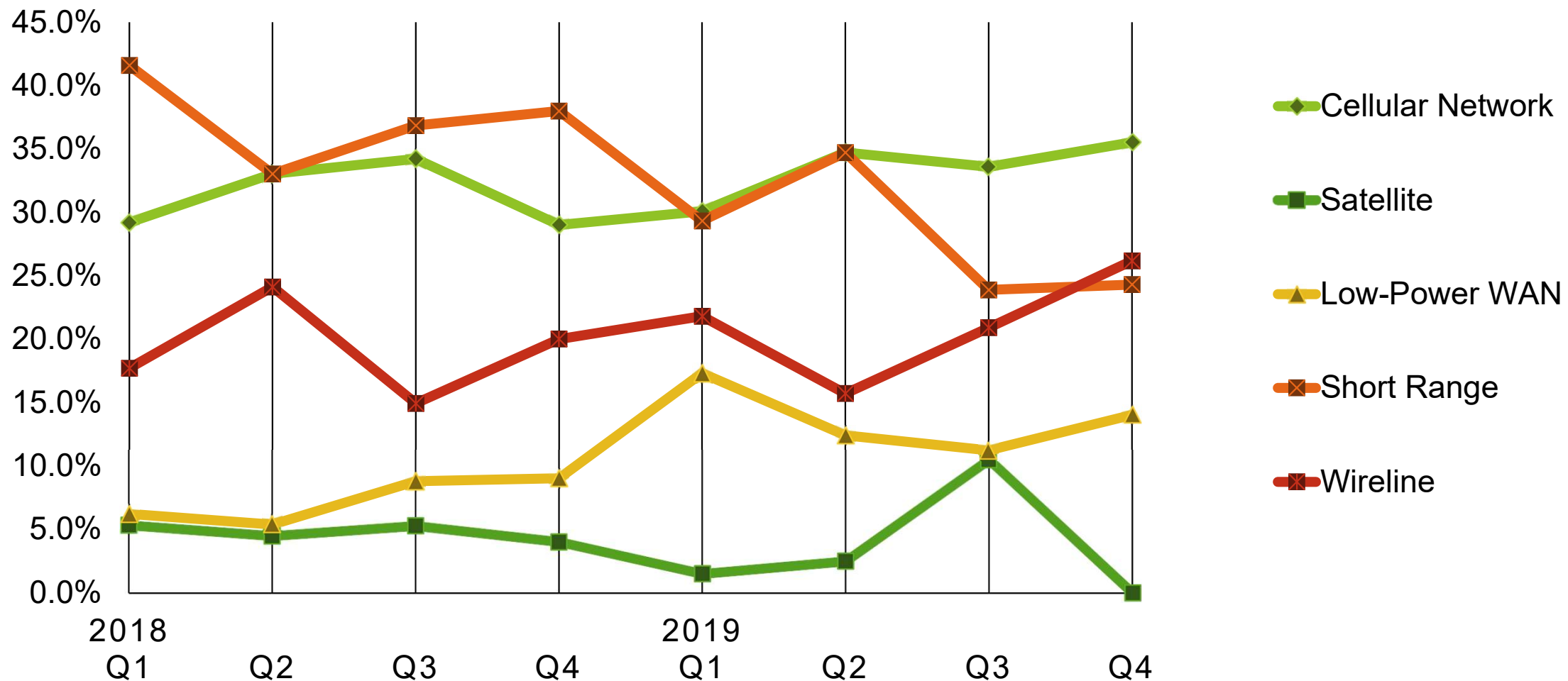
Q5. When starting an IoT deployment project, to which kind of vendor do you turn first? (choose one)



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?



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



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?

