

# Build

# or

# Buy





**I can build that  
contraption  
for 10 USD**





**Hardware  
development?**

**Certification?**

**Firmware?**

**Risk?**

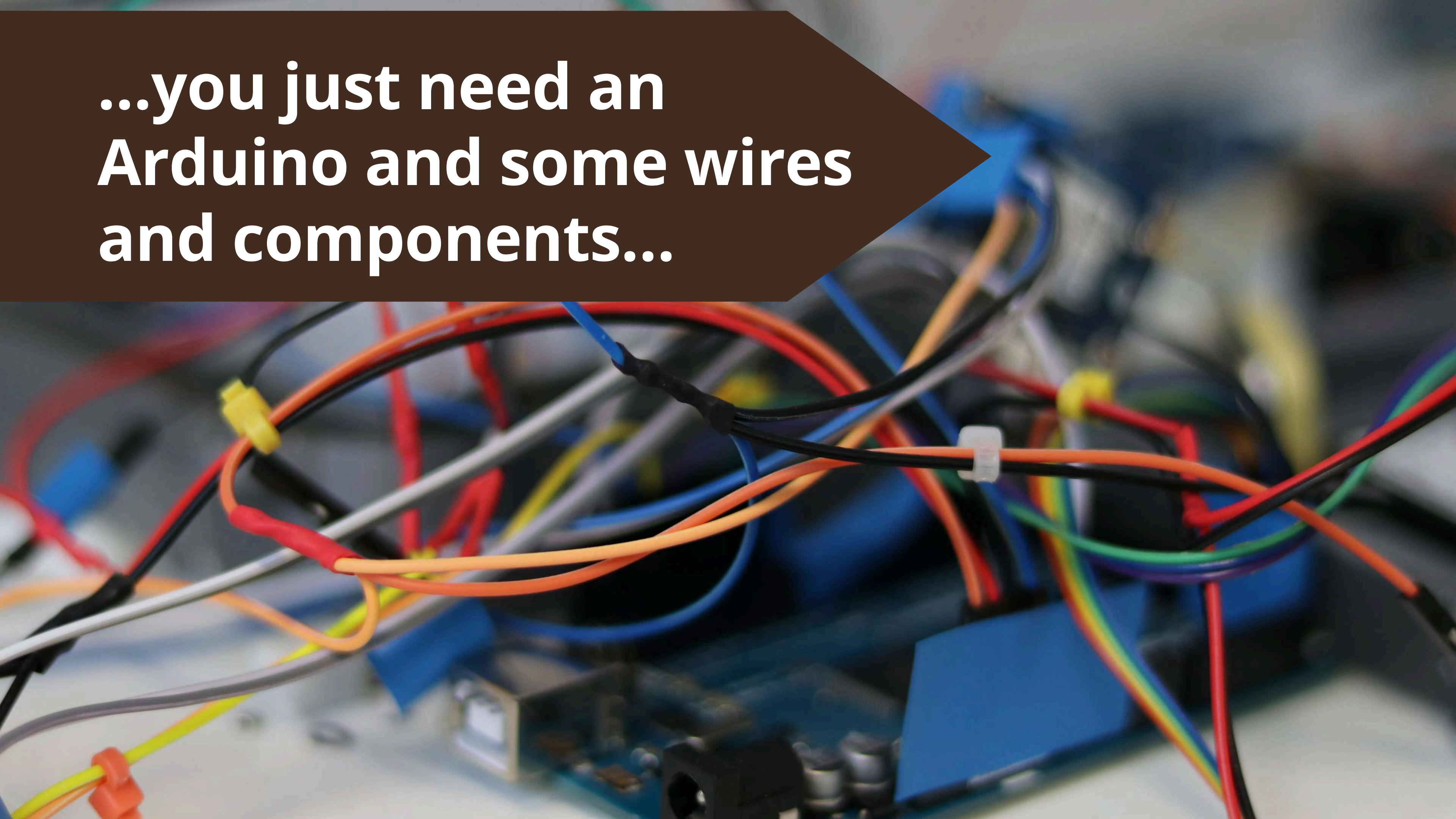




**Myth: build your own  
hardware, it is cheap  
and easy**

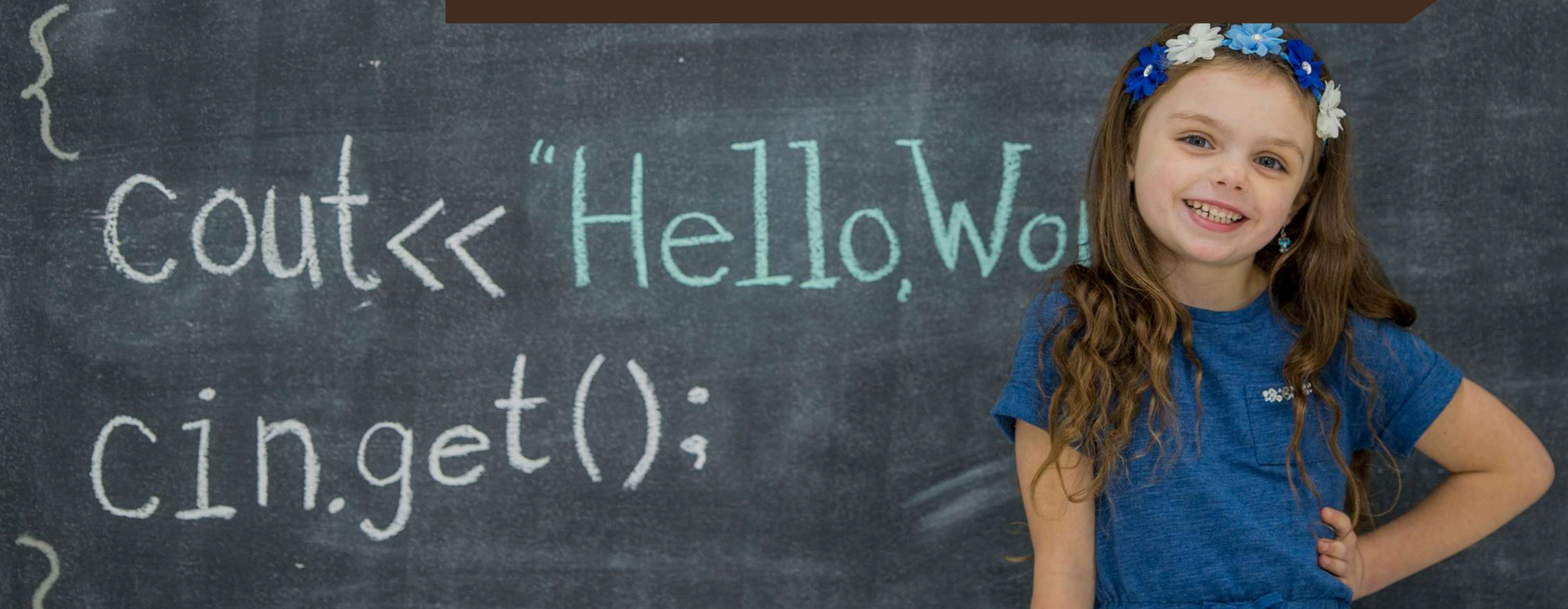


**...you just need an  
Arduino and some wires  
and components...**





**...and some basic code  
from the internet**





# DON'T FORGET YOUR HOMEWORK

HOMEWORK

I WILL DO MY HOMEWORK

HOMEWORK

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HOMEWORK

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HOMEWORK

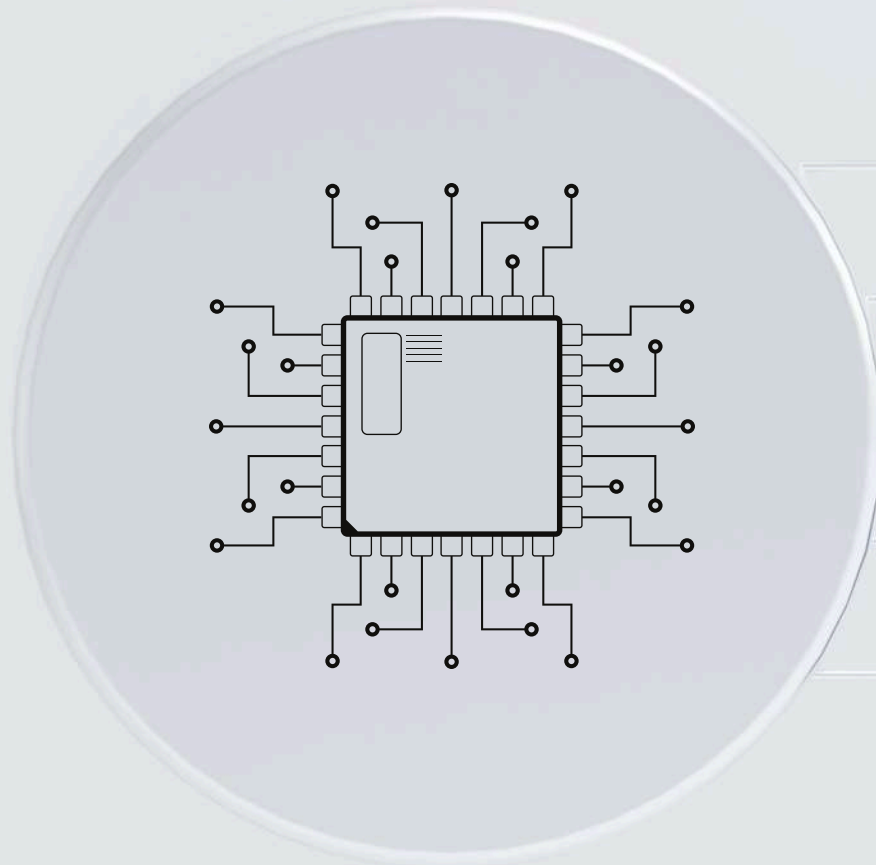
I WILL DO MY HOMEWORK

HOMEWORK

I WILL







**5. Build/buy**

**4. MVP**

**3. PoC**

**2. Need**

**1. Idea**



# IOT HARDWARE CHALLENGES







**Hardware**

**Software**



**Low Power**

**Antennas**

**Connectivity**

**Certifications**

**Sensor implementation**

**Sensor accuracy**

**Legislations**

**Performance**

**Cyber security**





**Device management**

**Update firmware**

**Security patches**

**Future legislations**

**Product lifecycle**





**Build**

**Buy**





**EVALUATE  
YOUR  
OPTIONS  
AND  
WORK  
WITH  
PROFESSI  
ONALS**







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