



## Synopsis

The Silent Intelligence is a book about the Internet of Things. We talk about the history, trends, technology ecosystem and future of Connected Cities, Connected Homes, Connected Health and Connected Cars. We also discuss the most exciting growth areas for entrepreneurs and venture capital investors. We share exciting stories and unique opinions of more than 30 industry veterans, experts and visionaries from Google, Ericsson, AT&T, Qualcomm, SAP, MIT, Jawbone and many others. We called this book The Silent Intelligence because most of the activity and growth in the space so far has been outside of mainstream visibility. Our aim is to help executives, entrepreneurs, investors and everybody who is interested in this topic, better understand the opportunities and challenges of the Internet of Things. We also hope that the new growth opportunities discussed in this book will be as exciting to you as they are to us.

## Book Information

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## Customer Reviews

This book is a good introduction to some of the disruptive technologies for those readers that have not spent time staying current on the progress of driverless cars, artificial general intelligence, smartphone technology, etc. For those readers that are current on these issues there will not be many "oh, wow!" moments in this read. Yes, everyday things have computers built in and those are now being given the ability to communicate to the internet and each other. With the exception of autos and medical monitors, many of these will be as insignificant as my kitchen oven having a digital control on it, I just don't care! I just need to be able to turn it on to 350 degrees and bake my

brownies, no timers needed, no auto shutoff, just let me turn it on and off, job done! A lot of this stuff is already quite visible to the general public anyway, just watch the ads on TV for home security systems as an example. People are more aware of rapid tech changes coming at them than they were in the 90's when the PC and the internet first appeared. The book is well written, researched and easy to read and for this I do recommend it for anyone wanting to begin understanding some of the changes headed our way, however they will need to connect to many additional resources in addition to this book in order to have a more comprehensive and current understanding (kurzweilai.net is good source, it has current tech articles, including M2M, and it's free!)

Even though I have been involved in the M2M technology world for the last few years, I have found *The Silent Intelligence* to provide me with some new insights. I think the authors did a great job in connecting all the pieces of this complex ecosystem, how it is applied to various vertical markets such as automotive, manufacturing and healthcare, in a compelling, yet easy to comprehend way that anyone can understand. I was especially pleased to see them tackle the topic of the enormous amounts of constantly increasing amounts of data that the IoT world generates and how to make sense of it all. I also appreciate their frank appraisal of some of the issues we still face in the M2M world, such as fragmentation and data sharing. The writing itself is engaging and easy to understand, while very informative. I also enjoyed the way they weaved quotes from industry experts to validate their points. I for one am looking forward to the day when my car drives me autonomously to my office, while my house knows to reduce energy consumption while I'm away and start the dishwasher later in the day, and my watch reminds me it's time to have a solid, carb-full lunch because I'm scheduled for that 30 mile bike ride later in the afternoon! Thank you to both authors for painting that picture of the possibilities with this book.

Maybe my expectations were too high. *The Silent Intelligence* sounded like it would provide tremendous insight into a huge and rapidly growing industry. The observations were interesting, but not particularly insightful. The authors present some examples of the use of Machine to Machine (M2M) technology and hypothesis on potential future use cases. Far from being insightful, *The Silent Intelligence* is more of a "arm chair quarterback" account of the M2M game playing out.

The "two Daniels" have painted a good snapshot of the state of an industry that is finally starting to get some traction in mainstream applications. The idea of millions or billions of "things" reporting their status automatically via wireless means in ways that allow centralized or distributed analysis

and, eventually, response and control actions is just becoming a reality. This book paints a good broad picture of how this (r)evolution may come about and the markets and technology forces that will come together to make this happen. The book reads like a kind of market research report, but without the multitudinous data tables and graphs that are typically found in those kinds of report. Based on a large variety of interviews conducted by the authors, they present an assortment of perspectives on this nascent market provided by a number of industry leaders who have watched the conception and birth of this next phase of interneting. The challenge to any book like this is that technology, markets and economies are moving so fast that the industry status changes very quickly and, thus, any snapshot is rapidly obsolete. Thus, the book does not go into depth about the specific technology challenges or economic drivers as these issues are very fluid and dynamic. The bottom line presented by the authors is that the new "internet of things" is happening now and that major markets are primed for embracing the benefits and values that this new capability provides.

I was looking for a book that tells the story of the future potential for the Internet of Things. Although, this is the best book I have found published on the subject I found it to be very high level. I think it could have provided much more of a vision for the future of the Smart Home and the Industrial Internet. Nonetheless, it is still a good read. The book correctly points out that although the name "Internet of Things" is new the concept of smart devices dates back many years. And the authors provide a nice historical perspective on the evolution from Machine to Machine (M2M) technologies to today's state of affairs. The book appears to be targeted towards technology vendors and venture capitalists that are considering investments in the Internet of Things. Several of the later chapters are focused on how to approach the market.

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