

# MIT Startup Exchange Workshop: Real world IoT & edge computing

September 10, 2019 8:30 am - 12:15 pm

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8:30 Coffee & Registration

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8:55 **Welcome**  
James Gado

Senior Director, MIT Corporate Relations



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James E. Gado manages relations with US, European, and Middle Eastern companies with a focus on developing a broader MIT presence in the MENA region. Gado has oversight responsibility for the MIT Startup Exchange program and managers.

Gado comes to MIT after more than 25 years in the specialty materials and chemical industry. His experience spans the sectors of construction, microelectronics, automotive, and food/beverage packaging all on a global basis. The majority of his career was spent at W.R. Grace & Co., with positions also at American Cyanamid Company and Teradyne, Inc.

Gado has held leadership positions at the director level for mergers and acquisitions, strategic planning, marketing, and research and development management. He has developed new business, both organically and via acquisition, across the globe including the emerging markets of China and India. His domestic investment experience includes collaboration with Grace/Horn Venture Partners.



9:00 **MIT Startup Exchange - How we connect 1800+ MIT startups & corporates**

Rebecca Xiong  
Program Director  
[MIT Startup Exchange](#)

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9:05 **Real-world IoT: IoT in practice**

From implementing mission critical IoT to trailblazing detection-as-service, our industry speaker brings 20+ years of experience in IT to redefine how businesses operate and to reimagine how products and services can be delivered.

With IoT, the line between IT and “the business” has become quite blurry, as it represents the collision and intersection of Information Technology and Operational Technology. This increases the role and value of IT but also magnifies the importance and need for strong IT leadership. Now more than ever, IT leaders face a plethora of opportunities, challenges, solutions, platforms, and partners. Connectivity has become ubiquitous, and there is no shortage of data. Cloud platform providers offer low-risk consumption-based opportunities to accelerate powerful solutions that weren’t previously possible. Navigating this landscape can be daunting, so how can your organization more effectively utilize IoT to solve real world problems?

David DiLeo  
Chief Information Officer  
[Industrial Scientific Corp.](#)

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9:25

### Nonintrusive Sensors

When did it become normal for our personal data to automatically become the property of others? Why have we returned to a "server" model of information exchange for many of our data services, where "someone else" is responsible for data security and service availability? As an alternative, nonintrusive sensors could offer several potential advantages, including central installation with the ability to monitor the aggregate behavior of a collection of devices. The behavior of individual devices could be diagggregated, and the data from these sensors would be inherently collated. This talk will review three different examples of nonintrusive sensors and will examine approaches for deploying and coordinating the operation of these sensors to secure data, minimize the need for communication bandwidth, and ensure the presentation of actionable information for enhancing system operation.

Steven Leeb  
Professor of Mechanical and Electrical Engineering and Computer Science  
[MIT Department of Electrical Engineering and Computer Science](#)

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9:45

### Startup Lightning Talks

John Greenfield  
Director, Business Development & Partnerships  
[Everactive](#)

Ashish Yadav  
Director of Software  
[Prescient Devices](#)

Cody Falcon  
Vice President of Product  
[Arundo](#)

Ryan Davis  
CEO  
[Secure AI Labs \(SAIL\)](#)

Jana Eggers  
CEO  
[Nara Logics](#)

Harrison Bralower  
Cofounder & CEO  
[Taktile](#)

Chris Aden  
Founder & CEO  
[fringeAI](#)

Tony Coufal  
CTO  
[IIoT-OXYS](#)

Elliott Gould  
Director of Data Operations & Analytics  
[LineVision](#)

Sébastien Mannai  
Founder & CEO  
[Acoustic Wells](#)

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10:20

### Networking Break

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10:50

### Corporate Investor Talk

Bimal Mehta  
VP, Startups Partner, Global Innovation  
[Schneider Electric Ventures](#)

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11:10

### Startup Journey

Mike Phillips  
Cofounder & CEO  
[Sense](#)

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11:25

### Panel Discussion

Panel discussion will explore topics, such as :

- As many companies are dealing with old legacy systems, how can new tech actually be used to solve problems and create efficiencies for the customer?
- How can experience with system-thinking be helpful and applied to the new IoT system domain?
- In regards to human capital, do we need more digital skills in the operational world? How do we bridge tech and operations?
- How do consumer IoT applications affect expectations for industrial IoT?

John Carrier  
Senior Lecturer, System Dynamics  
[MIT Sloan School of Management](#)

Muhammad Asif  
Manufacturing Industry Subject Matter Expert  
[Hitachi America, Ltd.](#)

Will Koffel  
Head of Startup Ecosystem  
[Google Cloud](#)

Mike Phillips  
Cofounder & CEO  
[Sense](#)

David Wentzloff  
Cofounder & Co-CTO  
[Everactive](#)

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12:15

### Networking & Adjournment