

List of Questions asked through SLI.DO at the 2018 Rural Connectivity Symposium, 26th June.

Asked during the presentation of Garth Spencer

Question	Score	Answer
How many IoT networks do we need? Are Vianet going to try & cut their current customers lunch?	3	I think we need to look beyond waiting for the MNO's to provide this service. Ultimately they will and are, but with the low-cost availability of these networks nothing is stopping us from deploying these where the need exists. For Ventia, the deep, narrow coverage requirements of the typical use-cases we see in the Utility Services and Asset and Infrastructure management space often require bespoke solutions. Our business decided to invest in this because we need this to add value to our existing field-services works.
Interesting point Garth, Spark also sees the opportunity in LoRaWAN, so we've already got 80 gateways deployed on a public network, open to all, not proprietary	1	Acknowledged, and very interested to keep working with Spark and any other providers to leverage this technology in our field services space.
How is visionstream using IOT in your own business?	0	Currently Visionstream/Ventia use IoT to add value with our customers in Field Services. For example, leveraging our experience in the Utilities and Telco sectors we have successfully taken this technology to our existing customer Chorus, and partnered with them in providing this service to utility providers where this makes sense.