Building an IoT ecosystem that solves real-life business challenges

Setting the scene
Vodafone has been a leading global telecommunication provider for decades. A rapidly developing portfolio of Internet of Things services provides them with new opportunities to support customers in solving business challenges. Vodafone looked for a partner to help them drive their claim as leader in the IoT tech ecosystem.

Program goals
We developed a one-of-a-kind program, called the Vodafone TNW IoT challenge, delivering the following: solving real-life IoT challenges for Vodafone corporate partners, leading brand positioning on IoT, develop a startup/scale-up IoT ecosystem and identifying IoT proposition development opportunities.

The support and guidance from TNW was extremely valuable in accomplishing such a constructive cooperation. They challenged us to make a plan and to make it work – all in an intense period of ten weeks. It has even led to spin-off projects that we are working on together.

Solco Reijnders - DAMEN Program Manager, Innovation
“How can we harness Smart Technologies to globally provide insights in the location and fill levels of our gas cylinders?”

SHV Energy is looking for smart technologies that support monitoring the location and/or fill levels of gas cylinders around the globe. This would enable SHV to expand its services to data driven usage analysis for stock management and predictive gas delivery. SHV is open for innovative solutions, for any type of cylinder, that either directly attach on cylinders, the pallets they are transported on or new disruptive technologies.

SHV Energy is a leading global LPG distributor that continuously aims to break new ground in developing the market for LPG around the world through effective innovation, education and promotion strategies. The company operates in over 20 countries, where it provides energy sources LPG, LNG and biomass to tens of millions of customers.
TNW X specializes in understanding corporate innovation challenges. We co-created with 10 Vodafone partners and defined 11 IoT-challenges.

Index, our AI driven database, provides a rich source of information with profiles of 200,000+ startup/scale-ups. Combined with TNW X’s professional global sourcing capabilities, we found an average of 25 tech solutions answering the big challenges on offer.

Creating meaningful connections in the tech ecosystem is our DNA. We developed an event format at TQ and invited the top 30 startups to pitch their solutions. We supported the 10 partners in the selection process via intimate 30-minute one-on-one conversations facilitated by TNW and Vodafone.

TNW X led ten full-day workshops pilot shaping workshops. We succeeded in 9 cases to define a ten week pilot including key milestones.

After shaping a pilot collaboration the intense execution phase starts. TNW X supported the collaborations, key activities included progress updates, liaison activities, monitoring milestones and ideation support.

Celebrating success and failure is the key final step. We invited all participants to TNW’s home, TNW Spaces, and brought together the established Vodafone IoT ecosystem to celebrate the program!

90% SUCCESS RATE!