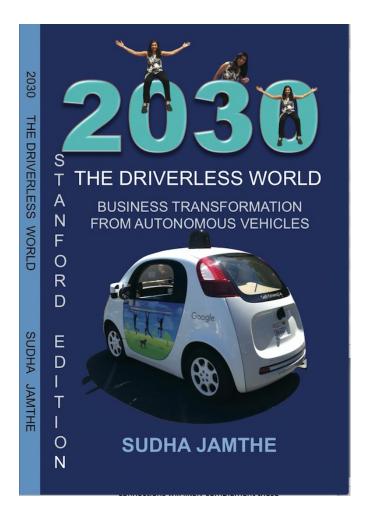


Course: The Business of Self-Driving Cars (BUS174)

SUDHA JAMTHE SESSION 7: Nov 28th, 2017



Today's Topics:

- 1. AV data and AV AI
- 2. Impact of AV on other industries Smart city, InsureTech
- 3. Update on Class Presentations Dec 5/Dec 12th plans.

AV DATA and AV AI

CAR AI – Understanding and Communicating with the human

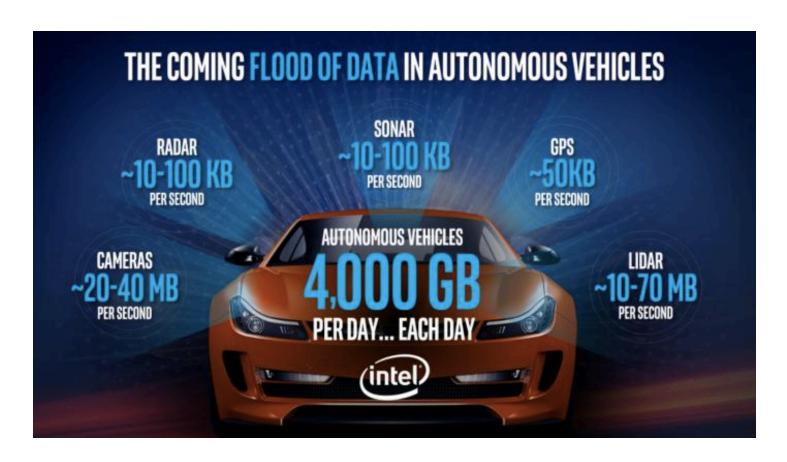


- Driverless **Alertness**
- Moods
- Health check
- Judgmental AI?
- More ...

Image: Getty images

AV DATA

CAR TELEMATICS



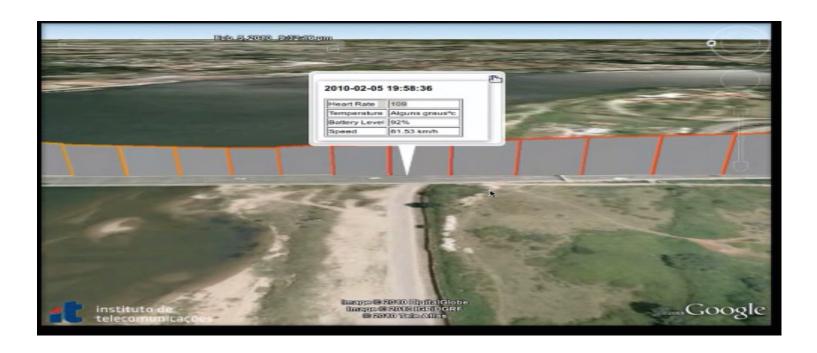
Ref: https://newsroom.intel.com/newsroom/wp-content/uploads/.../passenger-economy.pdf

State of the Road Traffic Data



Image: Irg-law.com

MESH DATA OF CONNECTED VEHICLES (POSSIBLE TO TIE TO IOT DATA)



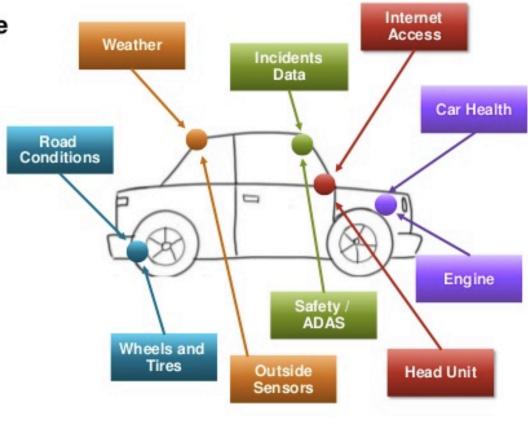
Porta bus driver stress levels from wearables

TELEMATICS - VEHICLE HEALTH DATA

Connected Car Example

- Schedule maintenance based on car health
- Weather station on wheels
- Share incident data (location, speed, video) with authorities
- Send road conditions to maintenance authorities
- Adapt car performance based on road condition and weather
- Adapt car behavior based on adjacent cars' history
- Configure car based on driving patterns
- Way more...





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TELEMATICS - PASSENGER DATA (INFORTAINMENT



Source: Volvo concept car

TELEMATICS - VEHICLES COMMUNICATON DATA (V2V and Platooning)



Source: Volkswagen Platooning Trucks

Guest Speaker: JANE REN, CEO ATOMITON

Topic: Smart City and AV



Appendix: Guest Speakers

- 1. German Matchniff (Test Engineer, Tesla)
- 2. Oliver Cameron (CEO, Voyage)
- 3. David Karrigen ("Life as a Passenger" Author)
- 4. Kyle Columbus (Program Launch Manager for Future Transportation, Mercedes-Benz Research and Development)
- 5. Jane Ren (CEO and Co-Founder, Atomiton)
- 6. Umair Akeel (Operating Partner, Bessemer Venture Partner)
- 7. Quin Garcia, Autotech Ventures
- 8. Marko Gargento, Chair, Sand Hills Angels

Appendix: Autonomous Vehicle Business Framework

Business Definition

Who is the Customer

Problem Solved

Point of Value created (hw/sw/data/connectivity)

Demand = need + purchasing power

Strategy

Total Available Market (TAM)

Market Penetration

Positioning

Partnerships

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Customer Experience

Design Innovation

End to End Customer **Experience Flow**

Expose Value Created

Service Design

Business Model

Value Chain Mapping

Point of Disruption

Defensibility

Revenue model

Car Cognition & Data

Mobility Service Development

Car Al use cases

Car Data

Machine Learning & Moral Decisions

Operations

Prototype

Supply Chain

Cost Structure, Pricing

Regulation & Pilots

Note: The red boxed items are unique to a Driverless Business.



Appendix: SUDHA JAMTHE



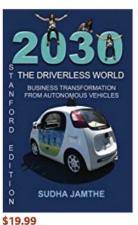
CEO IoTDisruptions.com, Technology Futurist

Technology Futurist with a mix of Academic and Global Digital Transformation Strategic, Entrepreneurial & Operational Experience.

Cut through hype, find business models and gaps for innovation is my thing! Contact: sudhajamthestanford@gmail.com

Sudha Jamthe

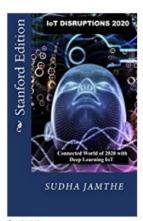




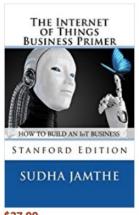
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