



From: [Redacted]
Sent: Monday, April 15, 2019 9:12 PM
To: [Redacted] (CNECT); [Redacted]
 [Redacted] (CNECT); [Redacted]
 (CNECT); [Redacted] (CNECT)
Cc: [Redacted], Vodafone Group [Redacted];
 [Redacted] Vodafone Group [Redacted];
 [Redacted] Vodafone Group [Redacted]; [Redacted]
Subject: RE: Follow up to our meeting

Article 4(1)(b) - Personal Data

Dear all,

As anticipated by my email below, please find attached the follow-up report on the IoT Barometer findings. This report, entitled "The European story", explains how European IoT adopters are not taking full advantage of the potential of IoT data and sketches out improvements on what can be done to encourage further adoption. We hope the report can be of interest, and we look forward to seeing you at the conference on the 29th April for a longer discussion on these matters.

Kind regards,

[Redacted signature]

From: [Redacted]
Sent: 05 April 2019 18:39
To: [Redacted]
 [Redacted]
 [Redacted]
Cc: [Redacted] Vodafone Group'
 [Redacted]; [Redacted] Vodafone Group
 [Redacted] Vodafone Group'
Subject: Follow up to our meeting

Dear [Redacted],
Dear [Redacted],
Dear [Redacted],
Dear [Redacted],

On behalf of Vodafone, we would like to thank you for hosting [REDACTED], [REDACTED] and myself at DG CONNECT last week. We were very pleased with the opportunity to share some of the data and evidence we have gathered on the IoT landscape in Europe. While the adoption of the European Electronic Communications Code is a significantly beneficial development, we believe that more can be done to further harmonise and clarify the EU's regulatory framework as it relates to IoT. A [study by Hogan Lovells](#) as well as Vodafone's IoT Barometer suggest that fragmentation and ambiguity in the EU's IoT regime could make it harder to deploy IoT solutions in the EU market and that our region seems to be falling behind China and the US. We are attaching a compressed folder with these documents to the email as well as a report produced by Analysys Mason for Vodafone on BEREC Net Neutrality Guidelines and 5G which addresses some of the points we discussed on quality differentiation and 5G innovations. Please note that Vodafone is currently finalising a bespoke follow up on the IoT Barometer findings, focusing on the European story, that we will share with you next week.

Vodafone is keen to start a discussion around these challenges and come up with a white paper in a couple of months with a number of solutions. This is a conversation we want to have with industry, with consumers, but also with you. The work of your respective units and the coordination role of DG CONNECT in fostering the development and use of IoT technologies across different sectors and verticals is fundamental in this discussion. By extending connectivity to any range of traditionally 'dumb' devices or everyday objects, by improving the way we share machine-generated data and by strengthening the security of our connectivity architecture we would ultimately be equipping the EU's economy with future-proof tools.

At Vodafone's conference on the 29th of April we want to bring together representatives from a number of verticals to address their IoT deployment challenges. Vodafone wants to use this input in the white paper. We are very grateful that Deputy Director-General Khalil Rouhana and Director Pearse O'Donohue are both participating as speakers. This will be an exciting conversation and we hope you can also join us. An invitation was sent last Friday and we would cordially invite you to register.

Finally, we also like to thank you for the invitation to attend the CREATE the Next Generation IoT event in Amsterdam on the 17th of April. [REDACTED] will be attending and hopefully this will be an opportunity to discuss further.

Should you have any questions, please do not hesitate to come back to us.

Best regards,

[REDACTED]