

Biography



Peter L. DeNagy

President / Co - Founder



Peter L. DeNagy is the President of Internet of Things America, LLC, a MSP focused on managed IoT connectivity and IoT solution integration focused on servicing all rural America. Most recently he was the Managing Principal of Acommence Advisors, Inc., a technology industry consultancy focused on Innovation, Business Advisory Services, Strategy, Acceleration and Market Velocity for start-up and mature organizations. Additionally, Peter is the immediate past chair the IoT Forum for the Technology Association of North Texas, "Tech Titans" and sat on Tech Titan's Board.

Formerly, Peter was the US General Manager for Enterprise Mobility Enablement at Samsung Telecommunications America, (STA). As enterprise employee one, he developed Samsung's GTM enterprise strategy and managed carrier sales, pre and post sales engineering, enterprise marketing, enterprise product planning and Samsung's strategic alliances organization. Under his purview his teams developed the vision for Samsung SAFE™ as well as the initial value framework for Samsung KNOX™.

Prior to Samsung, Peter was the GTM and Alliances Leader for the Americas at Accenture in the Mobile Application Solutions Practice within Systems Integration & Technology, (SI&T). After Samsung, Peter lead GTM and solution development in the North American Mobility Practice at Capgemini.

In addition to Capgemini, Samsung and Accenture, he held executive positions and lead efforts at major communications and consulting firms such as Harris, GTE/Verizon, Sprint, Global Crossing, EDS, and BearingPoint.

From the academic perspective, Peter collaborated on the book, "Managing the Mobile Workforce", by David Clemons and Michael Kroth, Ph.D. (11/2010, McGraw Hill). The project included noted business author Stephen Covey.

From an industry leadership perspective, Peter was a member of Microsoft's Global Mobility Partner Engagement Board, (MPEB), from 2008 through 2011. He also has and currently sits on the technical and business boards of several start-up companies, such as Atom Nanoelectronics (current), Connect2.me (current), Bitzer Mobile (purchased by Oracle in 2013), Opus-3 (ended February 2017), CloudMasons, (purchased in 2012), MyndVR (current), IsoWhiz (current), Maxxsure (current) and others. In 2017 he was also named to Southern Methodist University's Advisory Board for Big Data. Peter is a globally renowned speaker on the topics of mobility he has managed and attended many conferences. He was a delegate to the IoT World Forum in 2014 and was the 2014 and 2015 Chair for IQPC's Mobility in Oil and Gas and Mobile Enterprise series for events in Houston, Calgary and London. He chaired the IoT6 Summit in Dallas in 2015, and the Internet of Manufacturing conference in Chicago and Dallas in 2017. He is a frequent contributor to the M6/M Enterprise Mobility events nationally. Peter is also a frequent speaker on IoT for organizations such as IEEE, INCOMPAS, TIA, NTCA (The Rural Broadband Association), Internet of Business, RCR Wireless and TIE.

Overall, Peter has more than 35 years of Mobile, IoT and Telecommunications experience and has delivered over \$4 Billion Dollars in value to his clients.

Based in Frisco, TX, Peter holds an AB in Politics from Saint Joseph's University in Philadelphia, PA.

ABSTRACT:

There has been billions of dollars dedicated to the deployment of broadband connectivity to support rural America in the past 5 years. While ethernet solutions have been ramping up to support connectivity options to support small towns, ranchers and growers, there are still challenges regarding the connectivity of solutions that will impact yields. In this resource constrained world that is expected to have 9 billion people by 2050. Water, oil, organic farming, electricity, reductions in arable land, fewer farmers and a diminishing and aging workforce without migrant worker support is stressing our agriculture communities solutions are needed. Farm to table movements are impacting prices and foreign competition is real. We have the technology to impact the supply chain.