



## **Machine to Machine (M2M) and Cloud Technology– The Future is Here**

Years ago, television and movies sparked imaginations with futuristic data recording devices, communicators and interactive holographic rooms—the ultimate virtual reality. Devices once considered science fiction are now becoming an indispensable part of everyday life.

Today's Smartphones with their multimedia functionality make these fictional communicators seem rudimentary. Combined with the Internet, connected devices are commonplace and it is almost expected now that the machines that we use are able to understand their environments and transfer that data back to the user. Machine to Machine (M2M) technology is facilitating this revolution by enabling machines to communicate with each other.

This new era of connectivity—the “Internet of things”—is made possible by smarter mobile technologies that allow equipment and devices that previously had no voice on the network to connect and contribute vital information to business systems. In the coming years, machine-to-machine services will be built into almost everything we touch—enhancing our quality of life and creating new ways to engage with friends, business partners and customers. The possibilities for machine-to-machine services are limitless. Nearly any machine or device in any industry has the potential to be connected.

## **Welcome to the Connected World!**

### **Jon Lyons-Solutions Architect - Maine SMB, Government and Non-Profit**

Jonathan Lyons is the Solutions Architect supporting Small and Medium Businesses, Government and Non-Profits across Maine. His 14 years with Verizon has led to a rich background and experience in providing wireless technical solutions across all channels. Jon is focused on helping customers find solutions and efficiencies for their company using mobile products and technology from Verizon in combination with strategic partner products to help customers grow revenues while servicing their end customers at a higher level.

### **David Gillis-New England Regional Manager – Data Sales**

David Gillis is the Regional Data Sales Manager for Verizon Wireless' New England Region, the largest wireless services provider in the United States. David's responsibilities include complex data solutions with an additional focus on Health Care, Public Sector and Small/ Medium business opportunities.

During his fourteen year career with Verizon Wireless, David has held multiple sales roles in both the business and agent channels.

David earned a bachelor's degree in business administration at St. Michael's College, VT. While at St. Michael's Gillis was a member on the varsity hockey team. He is currently on the Board of Directors for Agawam Youth Hockey and a member of the North Shore Chamber of Commerce.