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Letter from the Editor - Prope est Finis

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The end is near, for a great many things. Humans, have proved to be a nuisance. They are too costly, too prone to error, too unreliable, and most importantly too weak. And, if robots can put together your Tesla, they can certainly build your burger.



As the COVID-19 pandemic ravages cities, industries, countries, and entire economies—and it's not done yet—only the digital will survive. And only the digital natives will thrive. This is the end my friends, of a great many things. And it's also just the beginning.

It's the end of brick and mortar. The end face-to-face. It's also likely to be the end of travel, retail, dining out, professional sports, large public gatherings, and going into the office too. At least the end of how we once we knew it. Nobody wants to buy PPE on the dark web so they can go to Walmart. No one wants to don a hazmat suit to see a doctor or take a flight. This is a monumental shift, and the pandemic is not done with us yet.

But there are those that are thriving. Those that foresaw the shift to digital, and have reinvented personal experiences. Those that have transformed, or never needed to in the first place. Those who have virtualized delivery, entertainment, groceries, medical care, meetings, and even pizza and burritos. Enterprises who were prepared, by having a virtual infrastructure in place, noticed little difference

between the pre-covid and post-covid worlds. The digital natives didn't even blink as the entire world instantly moved into their domain.

So, which are you? A legacy company holding onto hope that things will somehow go back to the way they were? An innovator that is transforming the way your business operates? Or a digital native, born with the pure intent to reinvent a physical experience with a virtual one? There is still time to transform, to reinvent, but time is running out.

If you are still clinging to the idea that people like to deal with people, you are dead wrong. Similarly, if you have been under the impression that customers like clunky equipment, you'd be mistaken. If your business is still anchored to the premise that it needs a premise, you're in for a lot of pain as digital natives continue to eat your lunch. If your content isn't streaming, if your products aren't tied to a digital storefront and mobile app, or can't be delivered to your customers door, well, it's been nice knowing you.

The new world is decidedly digital. Customers want to be connected with their own devices, where they can get what they need, when they want, and without interacting with pesky humans. They want automated fulfillment without complexity. They want to be safe. They surely won't risk getting COVID-19, so that your business survives. And why would they?

The proliferation of connected devices and IoT continues. Things that may have seemed futuristic—such as artificial intelligence, connected cars, self-driving delivery vehicles, and robotics—have arrived. PCs have been replaced by voice assistants, wearables and smart phones. The current global crisis is only adding fuel to their fire. Humans have become a novelty, as entire ecosystems move toward pure-play AI-driven ecosystems. It's simply better, faster, and much more profitable. But, it's not necessarily more secure, which is why this issue of *Pipeline* is so important.

In this issue of *Pipeline*, we look at security from several angles starting with Mobileum's take on the vulnerabilities and complexities of [IoT Device Security](#). Dr. Mark Cummings and information security expert, Bill Yeack, team up for detailed at look at the evolution of [Smart Cities to Smart Nations](#). Next, we explore the work of the Trusted Computing Group (TCG) for incorporating [Trust in the IoT Era](#), and GlobalPlatform explains the necessity for [Collaboration](#) as the IoT expands and

evolves. Hylan describes how the global pandemic is fueling the [Race to 5G](#); Nokia shares ideas for solving the [Connectivity Challenges of Connected Cars](#); and BerhTech shows us four ways that [IoT Sparks New Business Value](#); while Speedcast discusses how the satellite industry is adapting terrestrial SD-WAN technology for [Connectivity Beyond the Edge](#). All this plus a look at the month's [breaking news stories](#) and more.

Stay well,

Scott St. John

Managing Editor

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