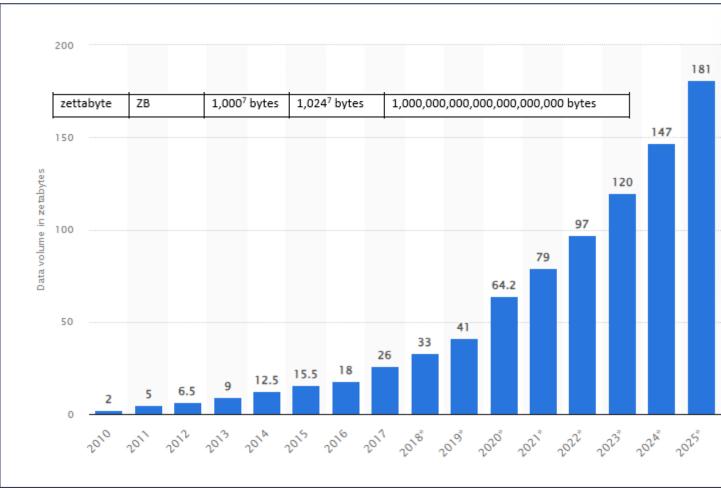


Explosive Growth In All Types of Data

> To Say It Has Been Massive would be an Understatement...

Unit	Abbreviation	Decimal Value	Binary Value	Decimal Size
bit	b	0 or 1	0 or 1	1/8 of a byte
byte	В	8 bits	8 bits	1 byte
kilobyte	КВ	1,000¹ bytes	1,024 ¹ bytes	1,000 bytes
megabyte	МВ	1,000 ² bytes	1,024 ² bytes	1,000,000 bytes
gigabyte	GB	1,000 ³ bytes	1,024 ³ bytes	1,000,000,000 bytes
terabyte	ТВ	1,000 ⁴ bytes	1,024 ⁴ bytes	1,000,000,000,000 bytes
petabyte	РВ	1,000 ⁵ bytes	1,024 ⁵ bytes	1,000,000,000,000,000 bytes
exabyte	EB	1,000 ⁶ bytes	1,024 ⁶ bytes	1,000,000,000,000,000,000 bytes
zettabyte	ZB	1,000 ⁷ bytes	1,024 ⁷ bytes	1,000,000,000,000,000,000,000 bytes
yottabyte	YB	1,000 ⁸ bytes	1,024 ⁸ bytes	1,000,000,000,000,000,000,000,000 bytes

Volume of Data/Information Created, Captured, Copied, and Consumed Worldwide from 2010 to 2020, with Forecasts from 2021 to 2025



Source: Statista 2024





The Yin & Yang of Data

- > How do we Maximize the Benefits of Data While Minimizing the Risks?
 - > Privacy Implications vs. Societal Benefits
 - > Trusted Users vs. Bad Actors
- Larger and Newer Data Sets Allow us to Answer New Questions...Even in Real-Time
- > Cost Effectiveness vs. Depth of the Data
 - > Scalability vs. Granularity

Source: Images created using Midjourney







The Yin & Yang of Data (cont.)

- > Ownership vs. Subscription Models
 - , "Black Box" Concerns
 - Resources for Storage, Processing, Analyzing, Data Requests (FOIA), etc.
 - > Procurement Complications
- > Some Types of Data Can Create New Potential Liabilities for Agencies
 - > "If we know about it, we have to fix it"

Source: Images created using Midjourney

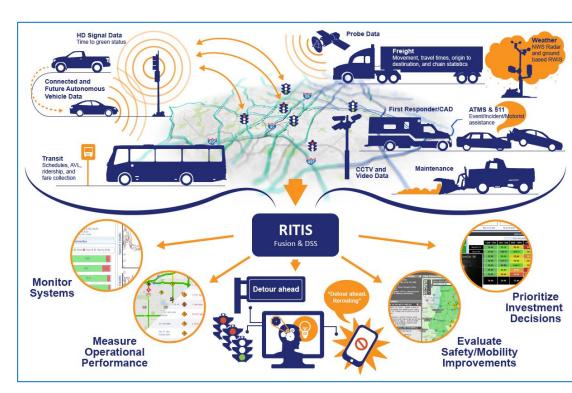






Usual Suspects: A Huge Mix of Data Sources

- > Traditional Data Sources (AVL Systems, Loops, Cameras, Radar, etc.)
 - > With New Applications, e.g., VRU Safety Metrics
- > Newer but Established Data Sources
 - > Location Based Services (LBS) Data
 - > LIDAR
- > Latest Expansion in Data Sources
 - > Direct from Vehicle ADS Systems and Sensors
- > Which Ones are the Best?
 - > Horses for Courses Planning vs. Operations



Source: RITS.org (UMD CATT Lab





Third Party Data – a Brief (and Incomplete) History

- HERE (formerly Navteq) founded 1985, offering LBS 2012
- > INRIX -founded 2005 offering LBS data
- StreetLight Data founded 2011 offering LBS data insights (now has rights to GM data)
- > TomTom founded 1991, offering LBS in 2012
- Geotab Founded 2000, Large Provider of Freight Data
- > WEJO Founded 2013, offering LBS in 2021
- Arity Founded 2016, Allstate spinoff using LBS Insurance App data
- Safegraph Founded in 2016 and offering LBS Data

SIMPLIFYING FIRST-PARTY, SECOND-PARTY, AND THIRD-PARTY DATA

FIRST-PARTY DATA

Data collected directly from your own customers or website visitors.

Highly reliable and accurate because it comes from your audience.

Essential for understanding and engaging with your existing customer base.

Includes information like customer names, email addresses, and purchase history.

SECOND-PARTY DATA

Data that is shared with you by a trusted partner or source.

Essentially someone else's first-party data that you gain access to.

Requires a trusted relationship with the data source.

Can provide valuable insights about a related audience without collecting it yourself.

THIRD-PARTY DATA

Data collected by external sources, not directly from your customers.

Typically purchased from data providers or available through partnerships.

Useful for targeting new audiences or enhancing your existing data.

Broadens your insights of audiences by providing demographic, interest, & behavior data

slixta





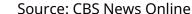
The Chaotic Data Marketplace

- > Remember
- Wejo?
- > Founded 2013 Funded by GM
- > GM Acquires 35% Stake 2019
- > Filed for Bankruptcy May 2023
- > Impacts of New Privacy Laws/Bad Decisions
 - > GDPR & CCPA
- Location Based Services (LBS) Data (AKA Cell Phone Based Data)
 - > Heavily used by numerous companies and agencies
 - > 2023 Became Much Less Useful Due to Privacy Concerns and "Synthetic" Data Providers



Source: Image created using Midjourney

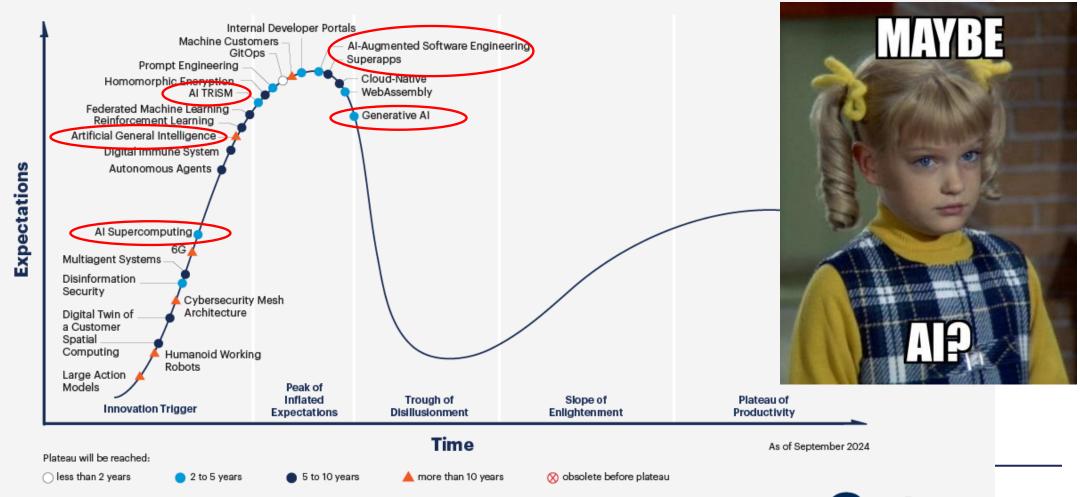






What's Next?

Hype Cycle for Emerging Technologies, 2024



Source: Gartner

Gartner

So Where Do We Go From Here?

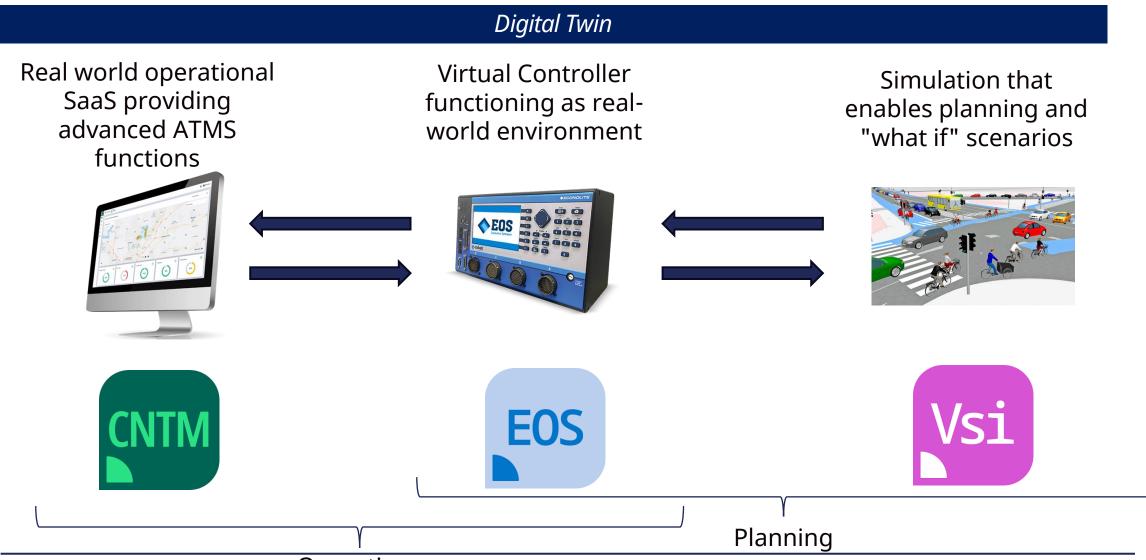
- > Don't Wait for AI to Solve your Problems
- > Seek better Synergies between Hardware and Software
 - "Best of Both Worlds"
- > Data and Data Collection Should be Managed as a Portfolio
 - Do you really need to own everything?
- > Don't be Afraid of Subscriptions
 - Make Friends with Your IT Department



Source: Alamy



Example: Dynamic Multimodal Network Management







Conclusions

- > Changes in Data Will Continue...Only Faster
- Hybrid Solutions (Hardware & Software) Will
 Offer the Best Value for the Next 5-10 Years
- Need for Continuous Learning about New Data and Uses
- > Keep an Eye on Automotive Data
- > Trust but Verify
- COTS likely the better Choice unless doing Something Truly Unique



Source: Image created using Midjourney





