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technical entertainment industry needs to show every client that they have a new extreme value-added service to perform. But besides increasing a company's business, providing an Internet of Things will insert the entertainment company into the building process at a much earlier level than the previous standard of outfitting AV conference rooms after the building was already half built. You will be in on the initial planning along with the IT department and upper management.

This does come with a much larger responsibility to the client. It is imperative that the data be collected, accessed, manipulated, and stored securely, and **used only for its intended purposes**. Much greater attention will have to be paid to intricate details like privacy clauses, data use statements in contracts, passwords, et cetera. The weakest link in your chain could be your last minute addition of a router that still has an unchanged "admin password." The IoT will be a nightmare to every IT department and entertainment techs will be right in the middle of it too. IoT developers will have to consider the following very carefully.

- Security to be of the utmost concern from beginning to end
- Access must be controlled
- Future unintended use of collected data
- Ability to update

Make no mistake about it. The Internet of Things is the future! New technology brings new methodology and new implementation, and the entertainment industry is poised to be a leader in this endeavor. ■



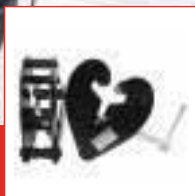
Don Earl, President of Earl Girls Inc. (EGIPro). EGIPro has been involved in technical theatre for almost 50 years, owning rental, sales, installation, and technical production companies. Don is involved with the ESTA TSP Rigging and Electrical Power Working Groups, an ETCP Electrical Subject Matter Expert, and is a triple certified ETCP technician. Earl Girls Inc. is a proud supporter of the TSP and ETCP programs.

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