

4th EU Summit on the Future Internet

Smart Cities : “challenges, ideas and solutions”

Deutsche Telekom AG- M2M Competence Centre

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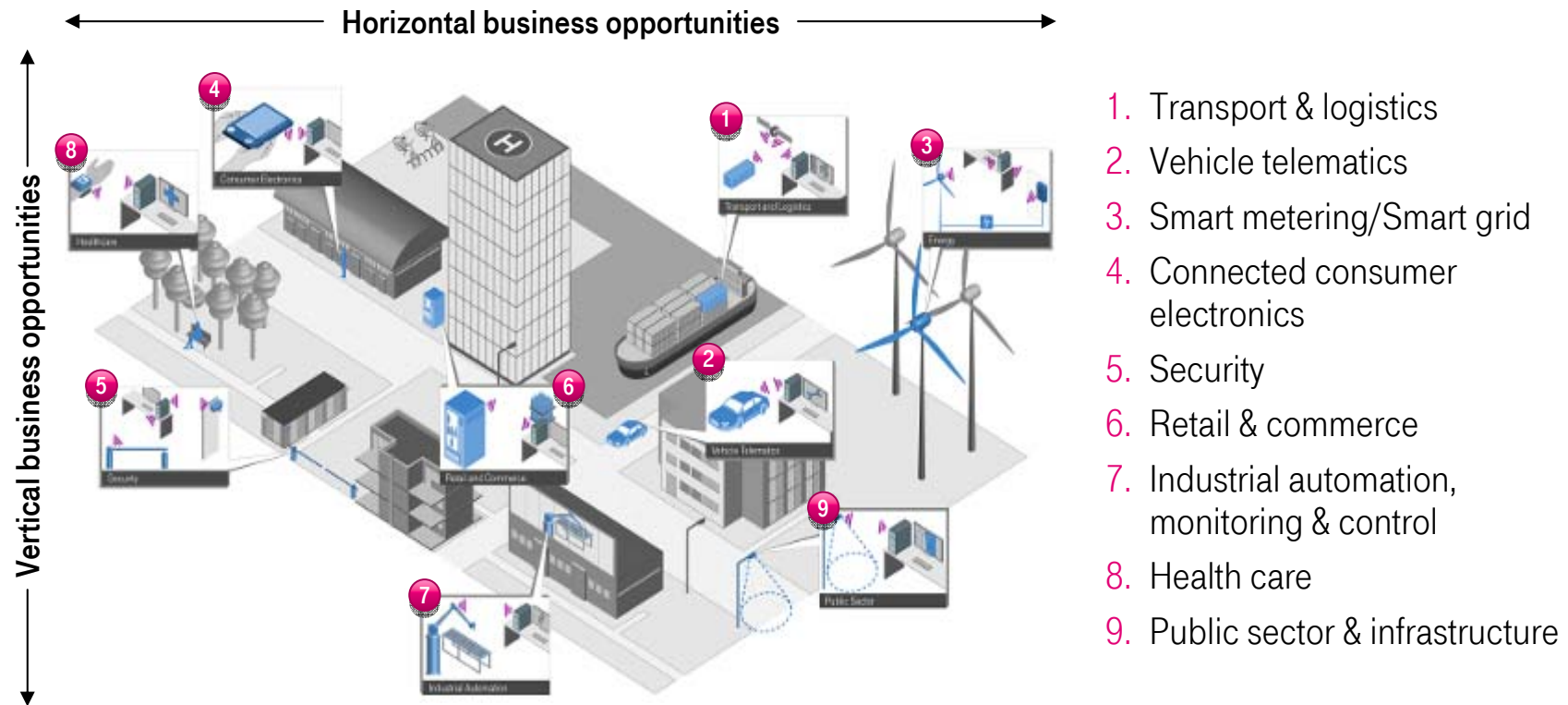


LIFE IS FOR SHARING.

M2M MARKET VIEW

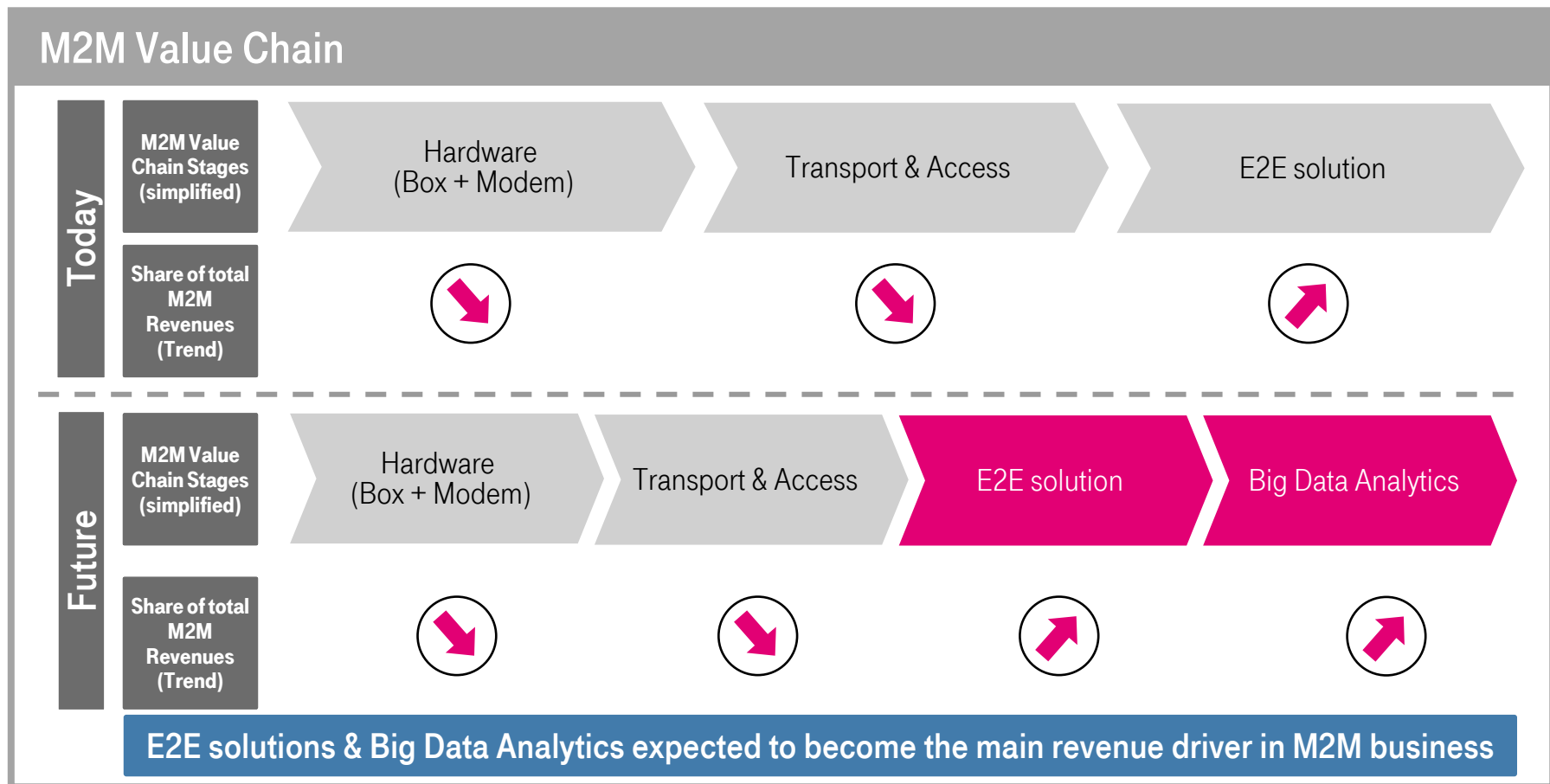
DEUTSCHE TELEKOM SERVES A BROAD VARIETY OF MARKET SEGMENTS WHICH PROVIDE HORIZONTAL AS WELL AS VERTICAL BUSINESS OPPORTUNITIES

M2M Ecosystem

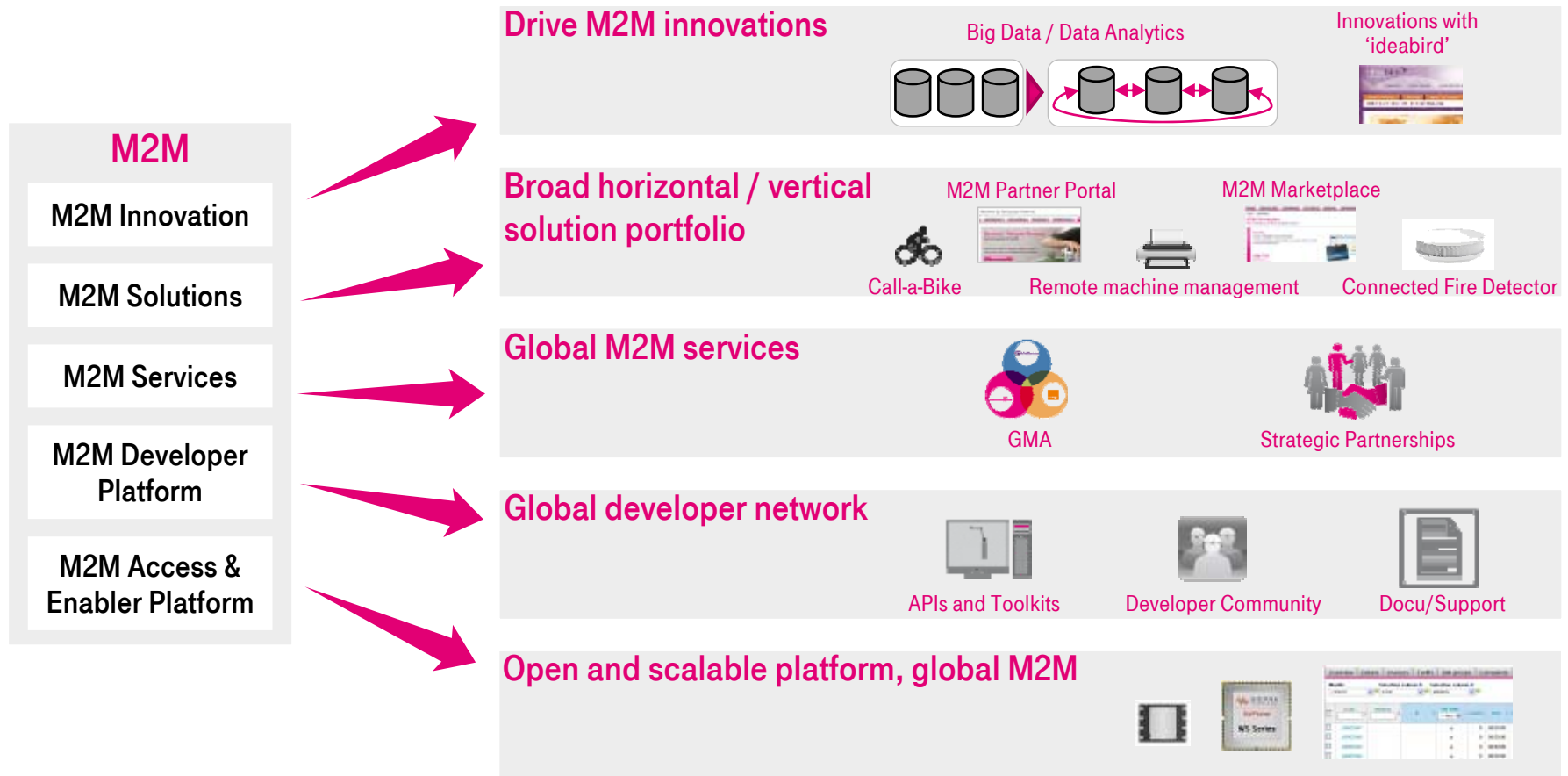


EVOLUTION OF M2M BUSINESS ALONG THE VALUE CHAIN

ONGOING UPWARDS SHIFT IN REVENUE CONTRIBUTION



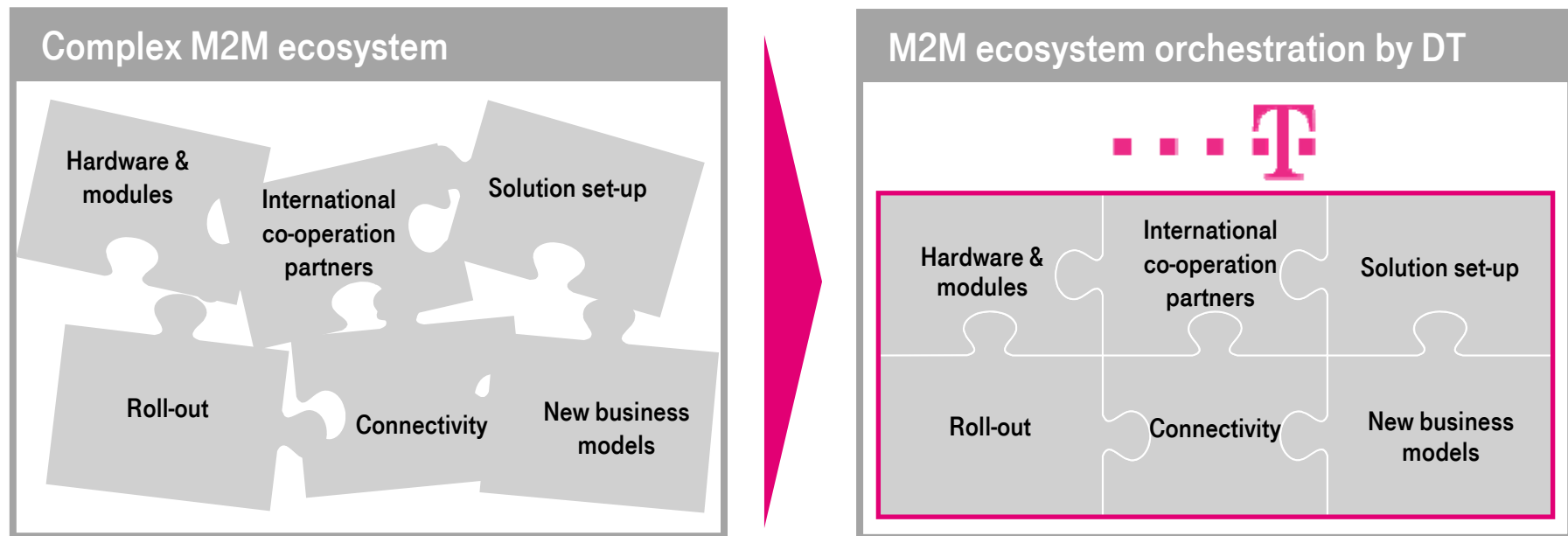
DEUTSCHE TELEKOM M2M STRATEGY DEEP DIVE



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DEUTSCHE TELEKOM – SINGLE POINT OF CONTACT FOR M2M SOLUTIONS

ENABLING THE FULL M2M ECOSYSTEM



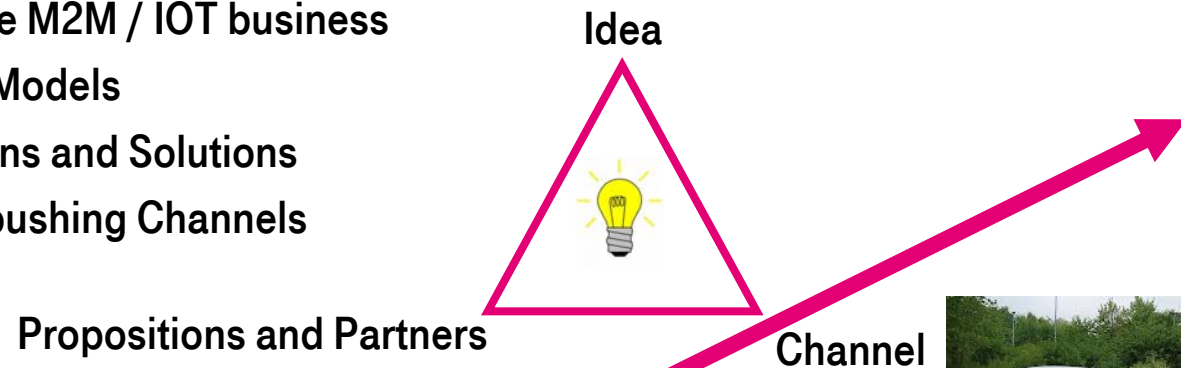
- expertise from IT and communication networks through Deutsche Telekom, T-Systems and T-Mobile
- strong industry-leading partner network
- E2E solution set-up and design, roll-out process as well as operations support & management
- broad international solution portfolio and industry specific knowledge
- secure and stable M2M connectivity around the world

DEUTSCHE TELEKOM GROWTH

MAJORITY OF M2M TODAY: INDIVIDUAL PROJECTS

Motivations for growth of the M2M / IOT business

- New ideas and Business Models
- New Products, Propositions and Solutions
- Customers demand and pushing Channels



Barriers for economic growth

- Small companies cooperating with corporate customers
- Missing standards, global experience and reference installations
- Customers “wait”

M2M SOLUTIONS – ENERGY

SMART METERING SOLUTIONS

With Energy Management as the core service, Maingate's Smart Home Solutions put consumers in control of their homes.



E2E solution offers various benefits to utilities and consumers.

**Deutsche
Telekom
solution**

- CapEx-free roll-out of smart metering infrastructure with Deutsche Telekom
- full roll-out support
- best-in-class connectivity provided by Deutsche Telekom
- reduction of costs, by enabling load shifting and real time pricing
- fulfil regulatory requirements, like consumer presentation of hourly meter value

THANK YOU!

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