Orange vision on Smart City

orange™ **Business Services**

Agenda

1	Who is Orange?
2	Orange vision on Smart City
3	What Orange delivers?
4	Use Cases

Orange Business Services:
a worldwide digital transformation partner

We are more than a global leader in corporate telecommunication services:

- Professional services provider
- Solutions integrator
- Major player in digital innovation

€7.2 billion
of revenue in 2017

We cater multinational companies worldwide:

2,200+
in Europe

800+
in America

2 000+
in Russia

700+
in Asia Pacific

200+
in Africa and the Middle East

21,000
collaborators dedicated to corporate activities

850
in Russia

400 application developers and 700 IoT and big data experts

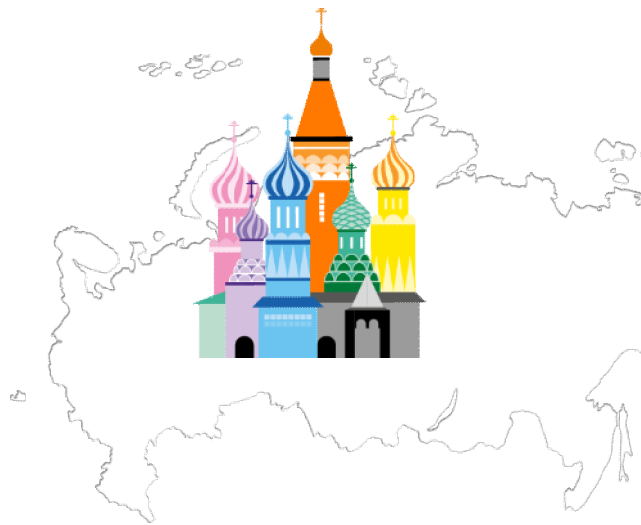170 engineers and project managers in workplace infrastructure and transformation to cloud migration

1,200 cloud experts

1,000 cyberdefense experts

Agenda   Orange   Vision   Solutions

Orange in Russia

Infrastructure

116 PoPs

10,000 km own DWDM fiber backbone

30+ datacenters in Russia + local cloud platform

1 000 satellite access points

5 teleports

People

800 employees

36 rep offices

12 sales offices

CIS rep offices
Ukraine – Kiev
Kazakhstan – Almaty
Belorussia – Minsk

- **Orange Business Services is the only international telecommunications and integration services provider with a state-of-the-art network infrastructure that is fully licensed including a long distance voice license in Russia.**

- **Established in Russia in 1958 though SITA.**

- **A full range of integration and telecommunications services including cloud computing, managed services, etc.**

Agenda   Orange   Vision   Solutions

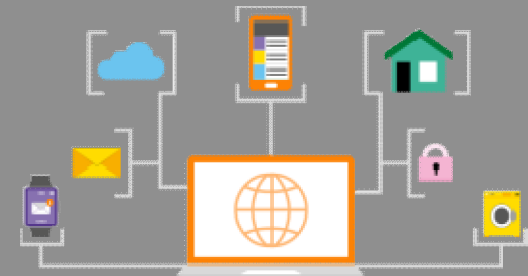# Orange Approach to Integrated Smart City

Smart City
A shift from nice to have to must to have

Many applications (urban mobility, urban infrastructure, buildings, retail, e-govt., security etc.)

Technology growth is driving new demands.

COST OF DOING NOTHING

There is demand for a shift from a fragmented strategy (pilots and proof-of-concepts with limited scope) to an integrated strategy (cross-vertical use cases).

Broadening requirements to help monitor public areas, better allocate city resources, promote access to city data and involve citizens in decisions.

It is not only Technology
it is Ecosystem.
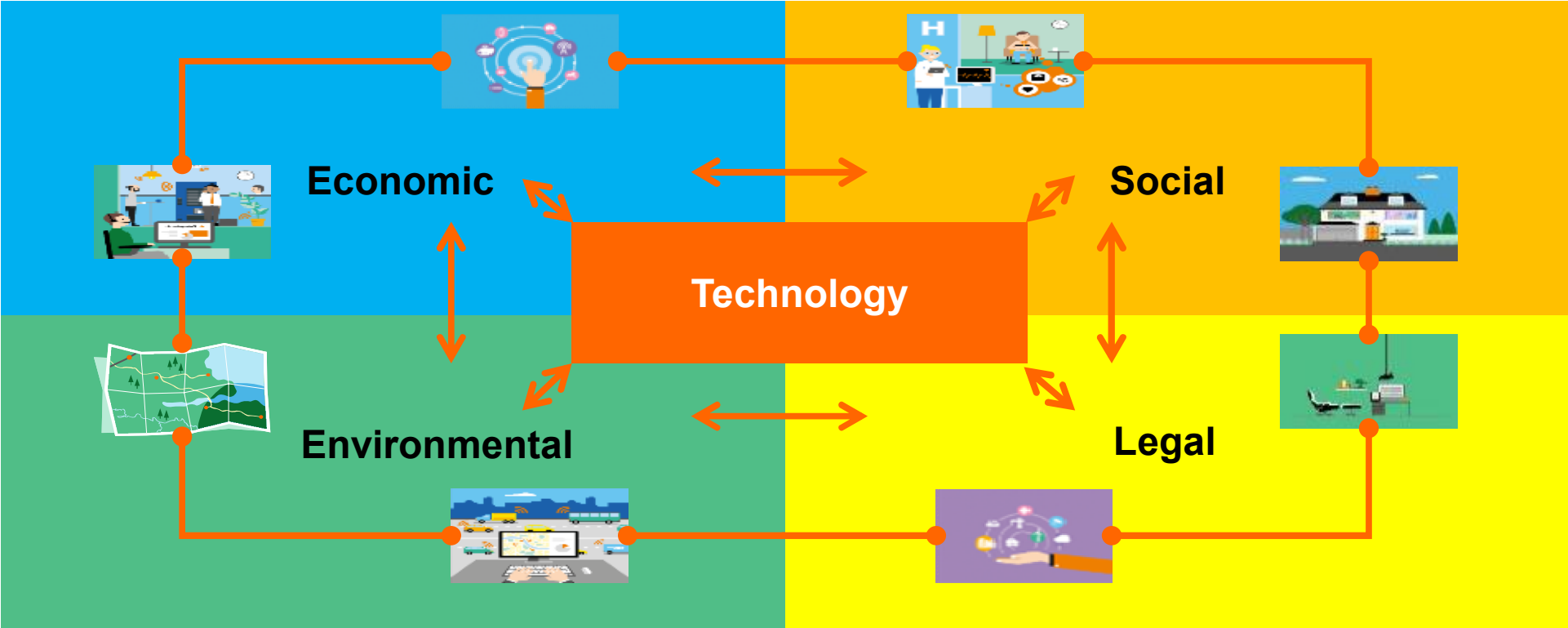
Challenges of Implementing Digital Services

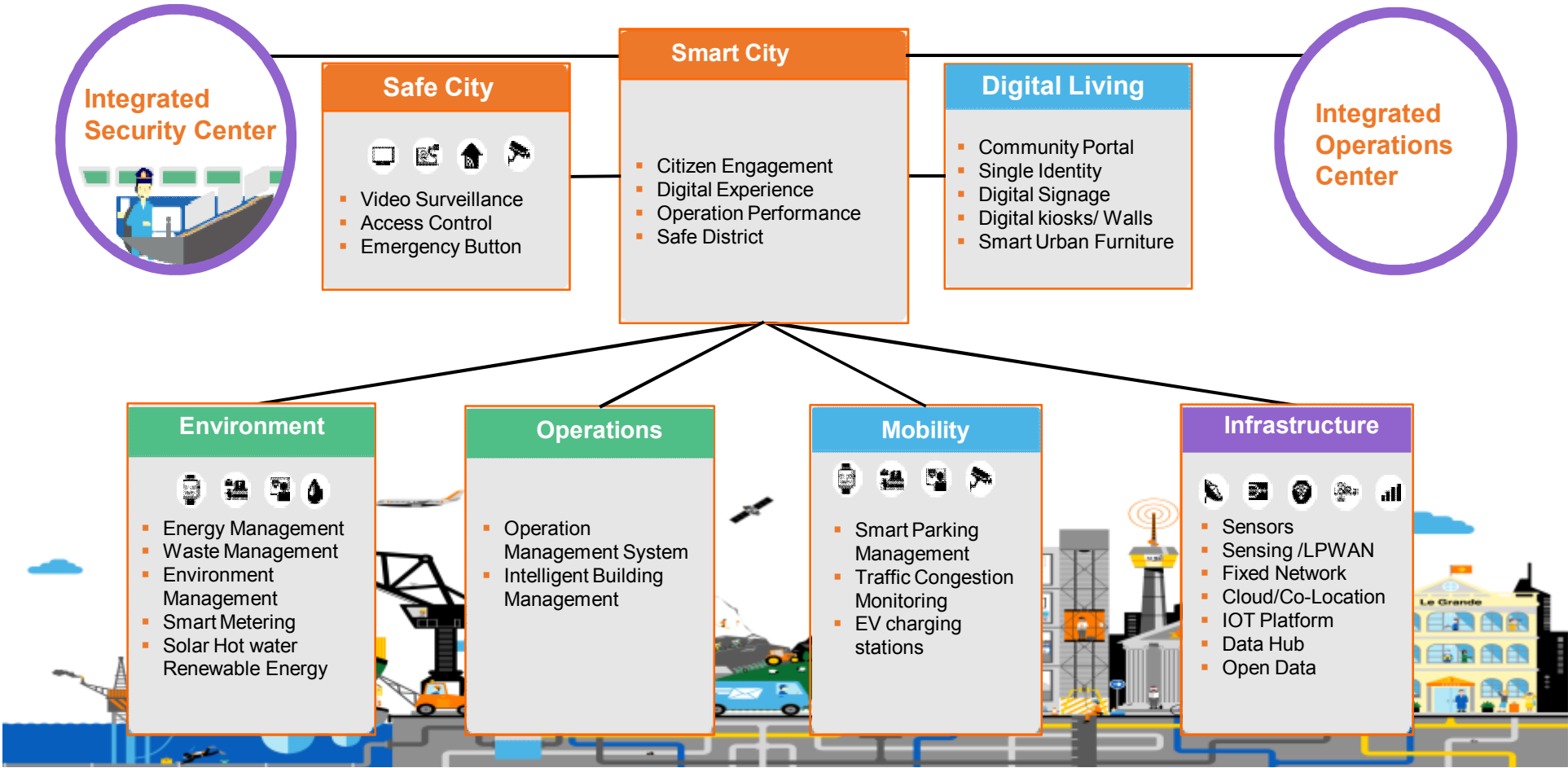|	
SCOPE There is no end point. It's Journey	**Complexity** Level of details and timeline
Financing Model ERR vs FRR	**Collaboration** Government, Private Sector, Vendors and Associations.

Example connected Smart City Ecosystem

Integrated Security Center

Safe City

- Video Surveillance
- Access Control
- Emergency Button

Smart City

- Citizen Engagement
- Digital Experience
- Operation Performance
- Safe District

Digital Living

- Community Portal
- Single Identity
- Digital Signage
- Digital kiosks/ Walls
- Smart Urban Furniture

Integrated Operations Center

Environment

- Energy Management
- Waste Management
- Environment Management
- Smart Metering
- Solar Hot water Renewable Energy

Operations

- Operation Management System
- Intelligent Building Management

Mobility

- Smart Parking Management
- Traffic Congestion Monitoring
- EV charging stations

Infrastructure

- Sensors
- Sensing /LPWAN
- Fixed Network
- Cloud/Co-Location
- IOT Platform
- Data Hub
- Open Data

STAKEHOLDERS

Cities
The project owner, who defines the objective, the planning and the scope of the project

Real estate
Prime contractor for buildings, districts and/or public spaces

City operators
Smart grid/water companies, companies established in urban space

Telcomms vendors & telcos
Leveraging their core expertise (Wi-Fi, M2M, IoT)

Hardware manufacturers
Turn-key energy, mobility, security and building solutions

Start-ups & local innovation
City or state driven initiatives promoting local innovation ecosystem

Use cases

Who have Trusted us?
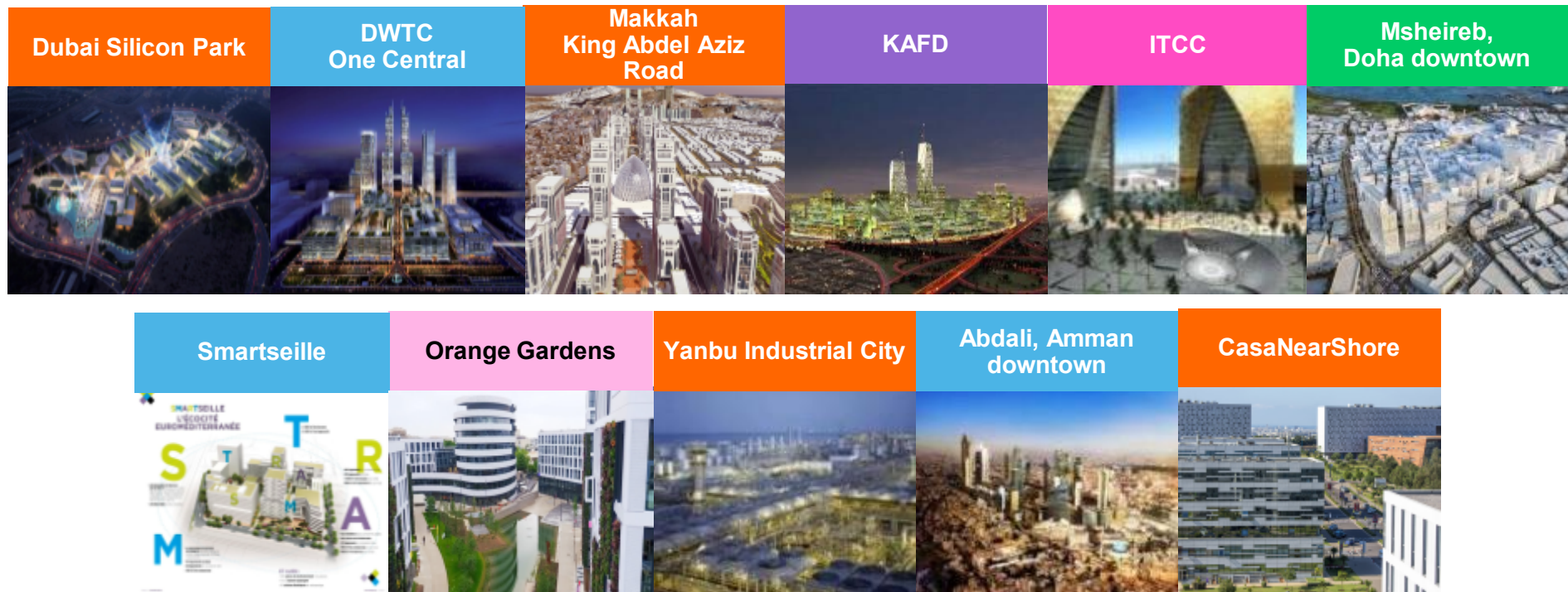
KSA: YANBU City
Industrial, Ports, Residential and Business

Consulting
Build
Run
Engagement

We Build Things

Owner: Royal Commission of Yanbu	Phase: Planning and Execution	Classification: Smart City	Budget:

Royal Commission of YANBU Project overview

- Developing, operating, maintaining and provisioning of city-wide telecom network and communication services
- Build-Own-Operate-Transfer (BOOT) and Revenue Sharing with development in Yanbu

Facts

Yanbu Al-Sinaiyah is located in the coastal area of the Red Sea about 350 Kilometers north-west of Jeddah. This young city -just over 30 yearsbecame a center for modern industries. It plays a major role in the Kingdom's gross national income. Yanbu Al-Sinaiyah represents the last station for the raw oil and liquid natural gas pipelines. These pipes stretch almost 1200 kilometer though the Kingdom starting from oil wells

DELIVERABLES

Converged Network Design
Unified Operation Center
Community Portal
Digital Living
PMO and supervision
Active and passive Network design, Data Center and IT Infrastructure, Smart services applications design
Operational Model Design
Wholesales Model

King Abdul Aziz Road

Consulting Engagement

Being a trusted advisor to our valued clients

Owner: Umm Al Qura for Development & Construction Company	Phase: Execution	Classification: Technology Complex	Budget: 12 Billion riyal

King Abdel Aziz Road	Facts	DELIVERABLES

One of the largest and latest development projects under construction is the King Abdul Aziz Road project.
12 billion riyal King Abdul Aziz Road project is the nucleus of a larger project to develop the unplanned neighbourhoods in Makkah.

The project works include 9 Km of roads, a 60m wide pedestrian boulevard, public realm, street furniture, retail facilities, landscape and hardscape, 4 multi-story public parking structures, bridges, overpasses, underpasses, highway structures, retaining walls, Bus Rapid Transit (BRT) facilities/infrastructure, metro stations and lines (core and shell) and utilities including water distribution and collection systems, firefighting system, storm drainage system, electrical, mechanical and telecommunication networks.

Orange will provide a **Digital ICT master plan** in anticipation of **large systems integration** and business service deployment. Consulting will be delivered for **Business Modelling**, Service Creation, **Business Case**, Technical Guidelines & Operations.

thanks

orange™ Business Services