



Orange vision on Smart City



**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

 **€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



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

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



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



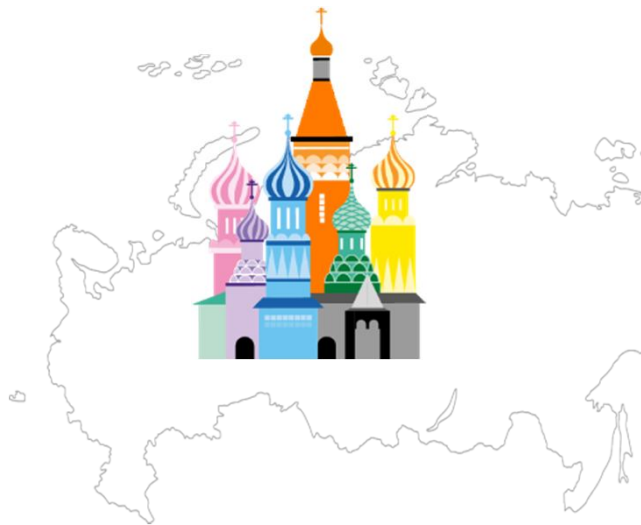
1,200 cloud experts



1,000 cyberdefense experts



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





**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.



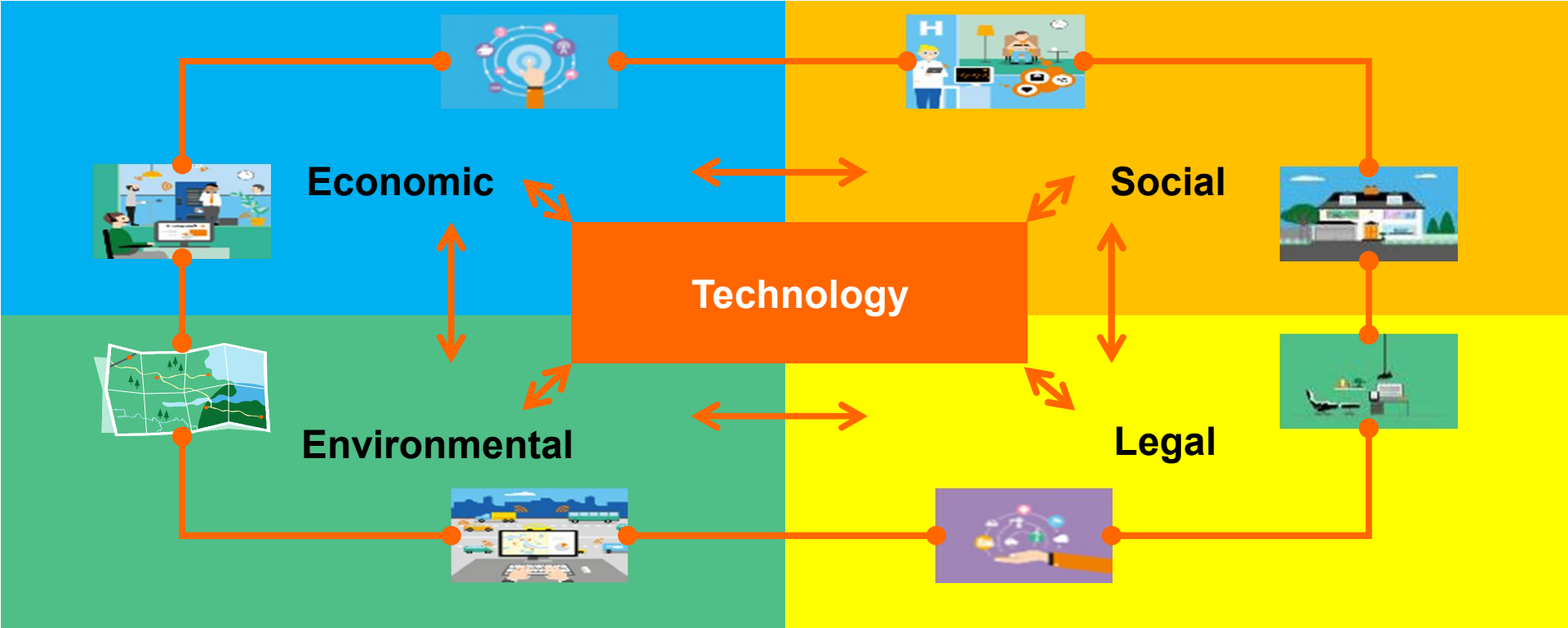
COST OF DOING NOTHING

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

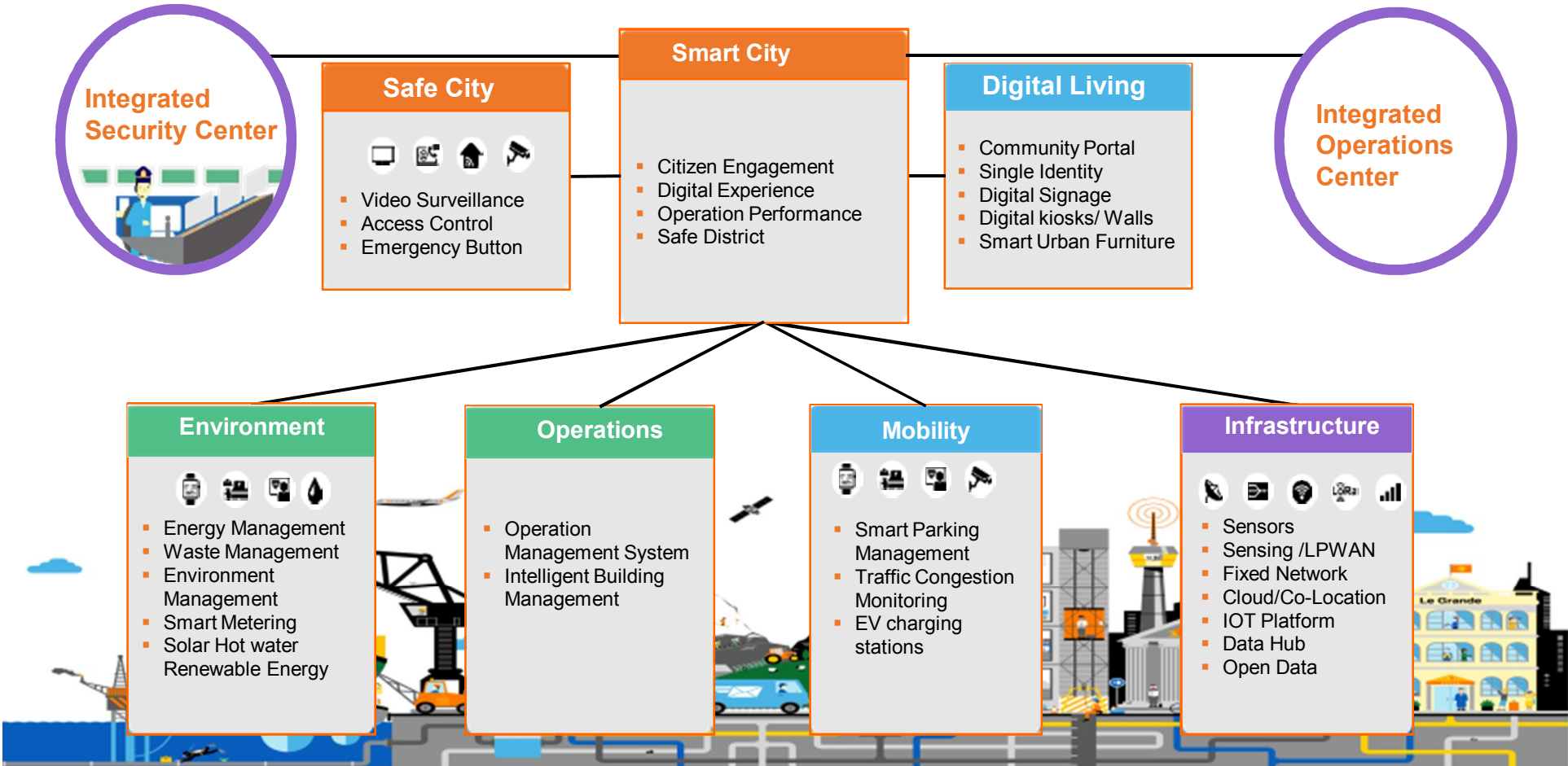
ERR vs FRR

Collaboration

Government, Private Sector, Vendors and Associations.

Example connected Smart City Ecosystem

Digital outside
Digital inside
Digital enablers



STAKEHOLDERS

Cities

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



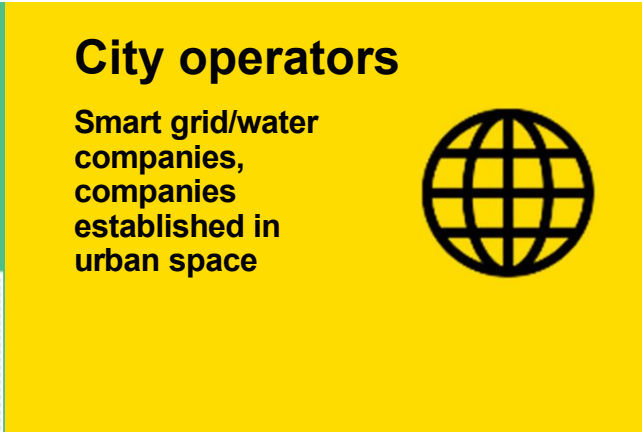
Real estate

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

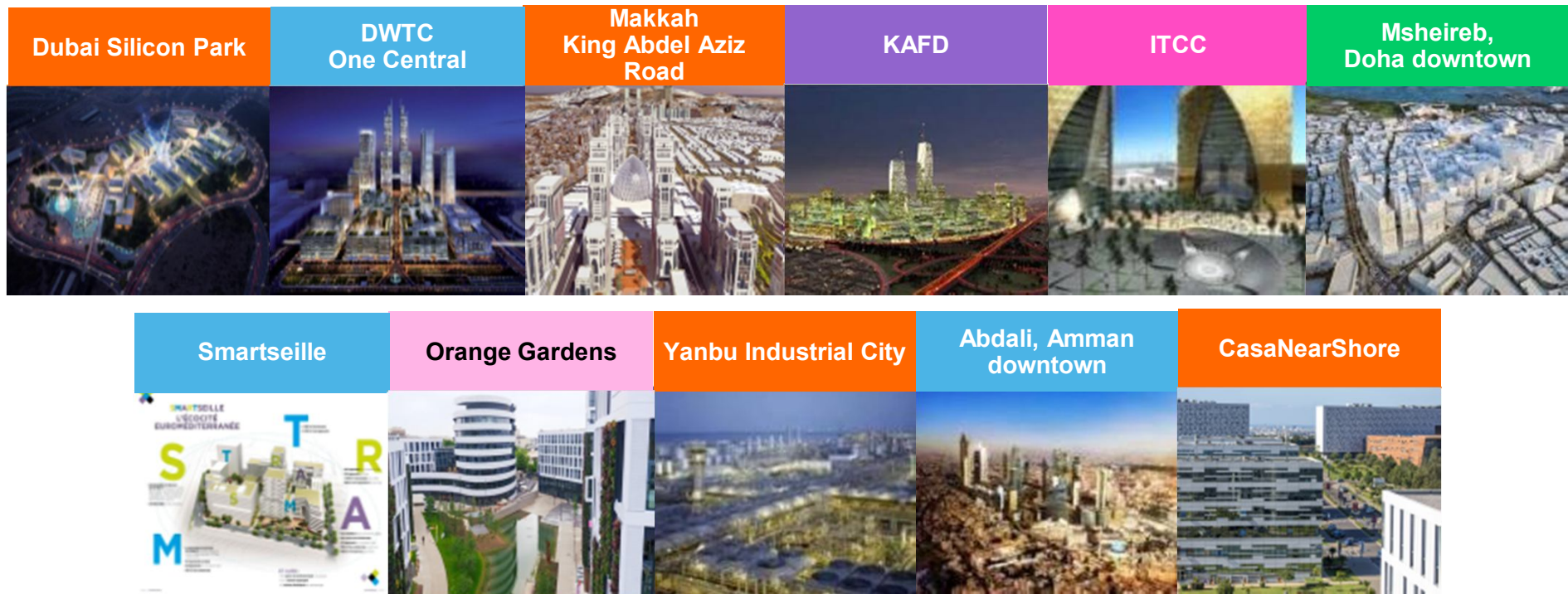
City or state driven initiatives promoting local innovation ecosystem





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:
<p>Royal Commission of YANBU Project overview</p> <ul style="list-style-type: none"> 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 	<p>Facts</p> <p>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 years-became 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</p>		<p>DELIVERABLES</p> <p>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</p>



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

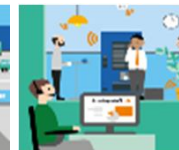
Budget:
12 Billion riyal

King Abdel Aziz Road

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.

Facts

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.



DELIVERABLES

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.





**Business
Services**