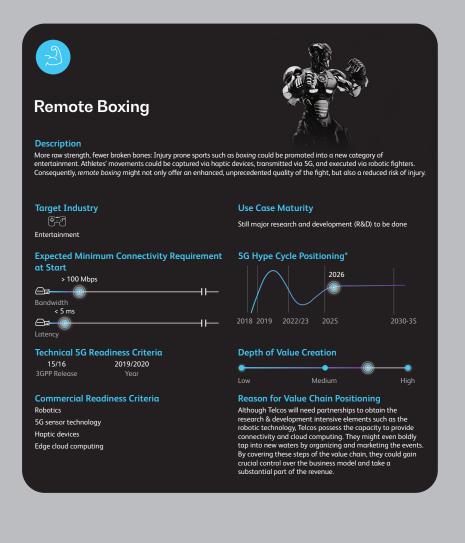
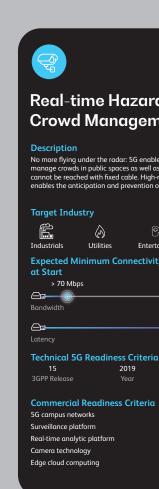
BearingPoint®

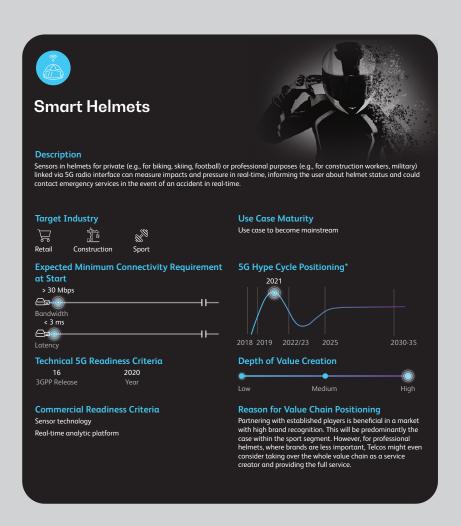




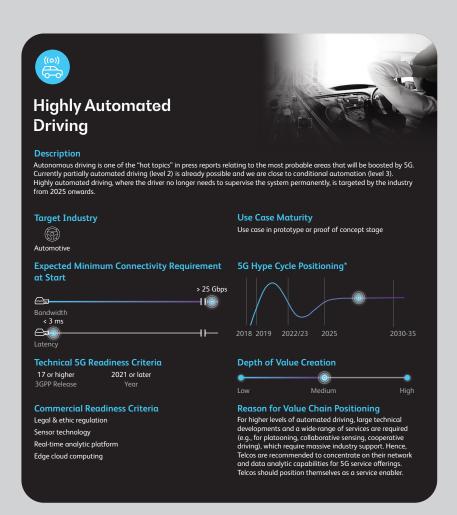


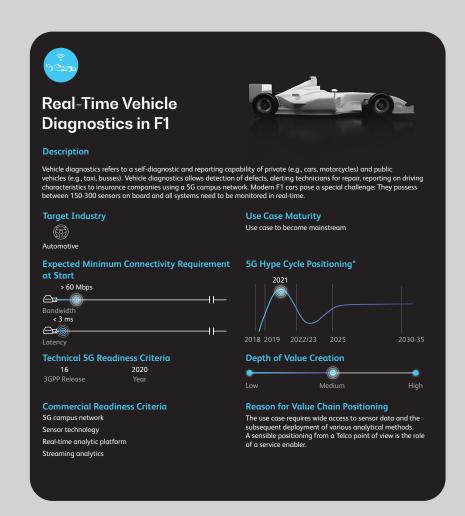
URLLC Ultra Reliable Low

Latency Communication









Definition of Value Creation Levels

Network Developer

Network Developer is characterized by outstanding know-how in infrastructure, access and traffic. Network Developer is needed a powerful IT enabler to provide organizations with customized connectivity solutions that improve their digital transformation capabilities. As a Network Developer, Telcos are able to offer network-related services which allow a small share of the value creation.

Service Enabler

Service Enabler delivers connectivity and can additionally recover some of the lost value by providing digital platforms. Telcos could, for example, configure industry solutions, so that these value-adding, digital functionalities can flow highly automatically into their business than a Network Developer or Service Enabler, processes. As a Service Enabler, Telcos are able to offer value-added services for revenue increase. Service Creator status. As a Service Creator, However, the main part of the value chain remains Telcos are able to generate the main part of with third parties.

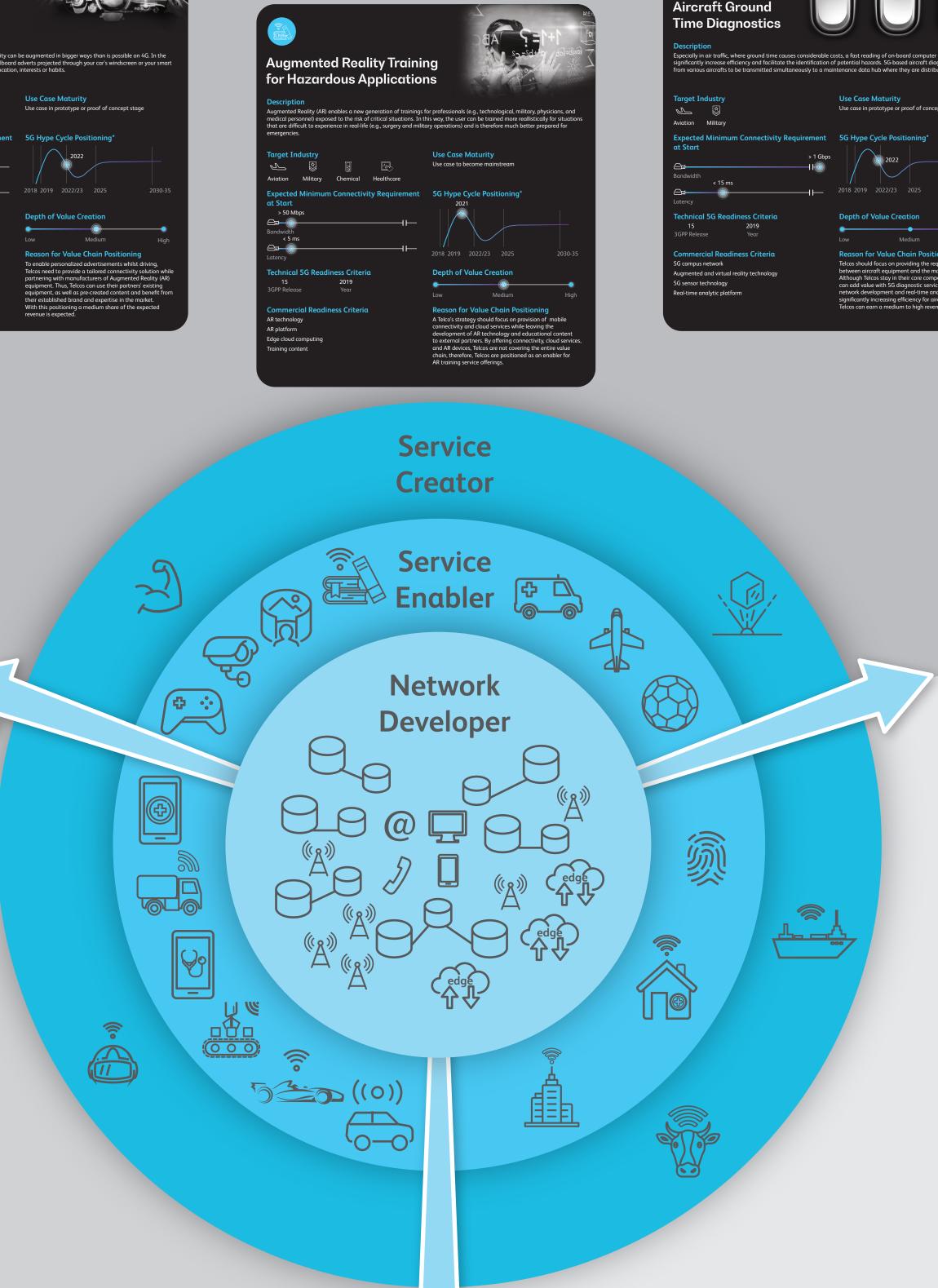
Service Creator

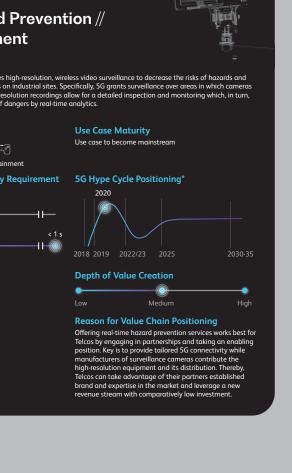
Service Creator is characterized by the fact that it extends the offer of telecommunication services by the production of completely new, innovative (digital) services. However, to break completely out of the bit pipe and be more new business models are needed to reach the the value chain by offering value-added services.

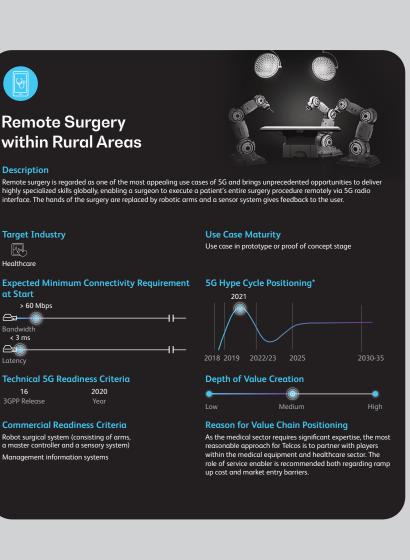
Developed by Gartner, the Hype Cycle visualizes the maturity and adoption of new technologies over time, with the state of expectations depicted on the y-axis. The main implication is that emerging technologies generally tend to go through different phases in their development. Starting with the innovation trigger, expectations in the public's expectations increase until the so-called "peak of inflated expectations" is reached. The curve then falls steeply until it reaches the "trough of disillusionment". With the technology becoming more widely understood, expectations then slowly increase again (slope of enlightenment) until eventually a plateau of productivity is reached.

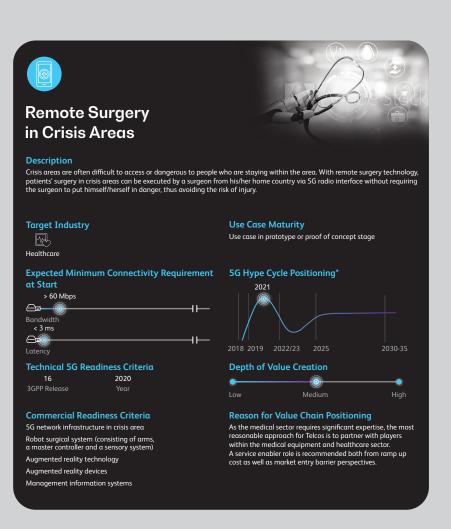


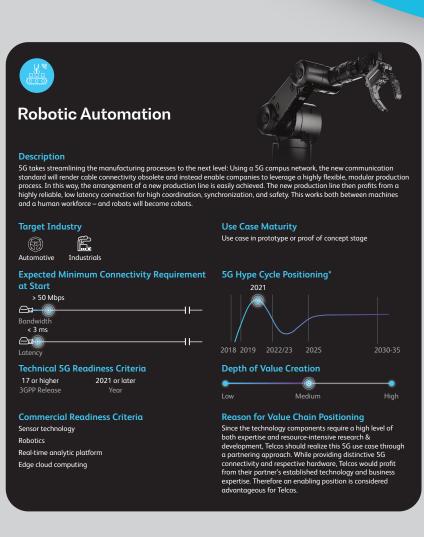
EMBB Enhanced Mobile Broadband











1

- 5G offers a wide variety of services which allow Telcos to delve deeper into value creation and to improve financial Key Performance Indicators • The new opportunities enable Telcos to transform their business significantly
- and to broaden their horizon
- 2
- Telcos are offered great potential by focusing on certain vertical markets or fields of application to gain a competitive advantage
- Focusing on the most promising niches increases the efficiency of investments and creates a greater competitive advantage

Recommendations

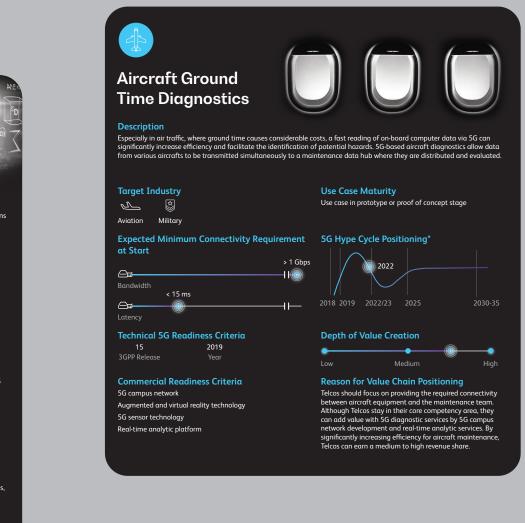
3 P ner up

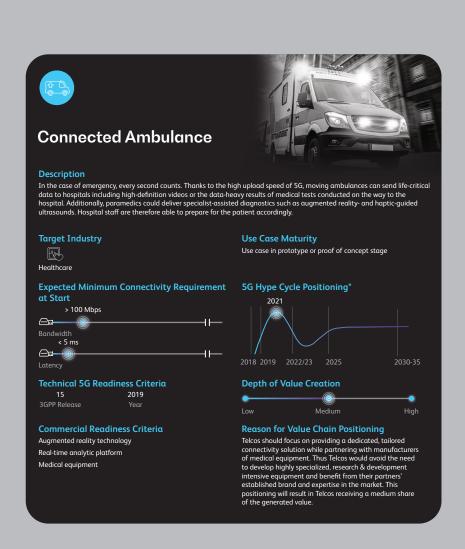
- Partnerships and ventures across communication technologies will play a critical role for vertical industries
- Sharing 5G deployment across horizontal partnerships will gain time to market and efficiency

4 engthen up

build security services • Build a robust governance framework around distributed technologies to ensure business continuity

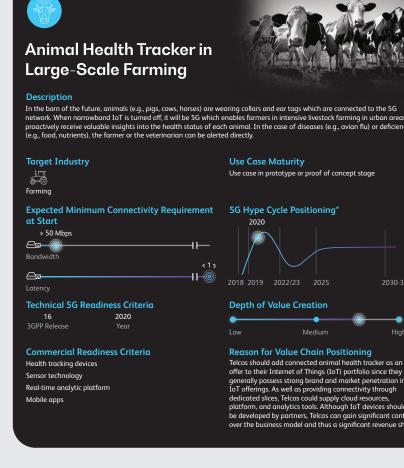
Telecommunications Outlook 2020+ 5G Value Creation









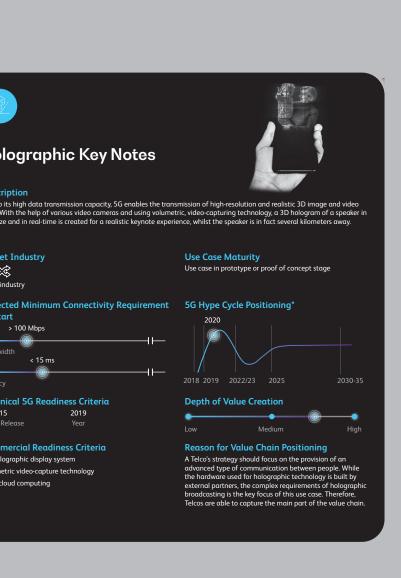


Connected Hospital for a Better Treatment Use Case Maturity Use case in prototype or proof of concept stage 5G Hype Cycle Positioning ╧ᢍ᠆᠆ᢉ᠖ 2018 2019 2022/23 2025 **Depth of Value Creation Reason for Value Chain Positioning** ensor technology edical equipment I-time analytic platform

- Exploit opportunities in proximity to Telcos' core business around networks and
- **5** Be efficient
- Commercial impacts of huge 5G investments need to be closely tracked to effectively push innovation and cultural changes • Softwarization mainly driven by network function virtualization, network slicing,
- edge computing and zero touch operations will increase efficiency and flexibility for new services
- 5G business opportunities require specific skill sets and training of resources that need to be addressed at early stages • Manage your ecosystem strategically including innovative venture scouting
- 3GPP GSMA IEEE Spectrum

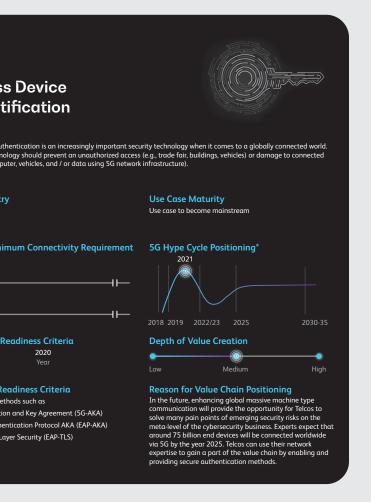
Gartner

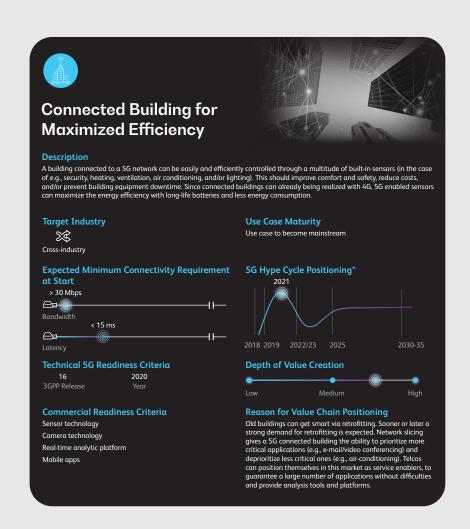
- Statista
- Ericsson Nokia
- Samsung





Massive Machine Type Communication







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Selected Sources

 BearingPoint Analysis AT Kearney • Forrester Research

- 5G.co.uk • IoT World Summit Lenovo TechRadar NVIDIA Qualcomm Reuters • 5G NR Architecture, Technology,
- Implementation of 3GPP New Radio Standards Hamburg Port Authority