

5G Industry Platform

Creating Value from a Cloudified Factory Floor

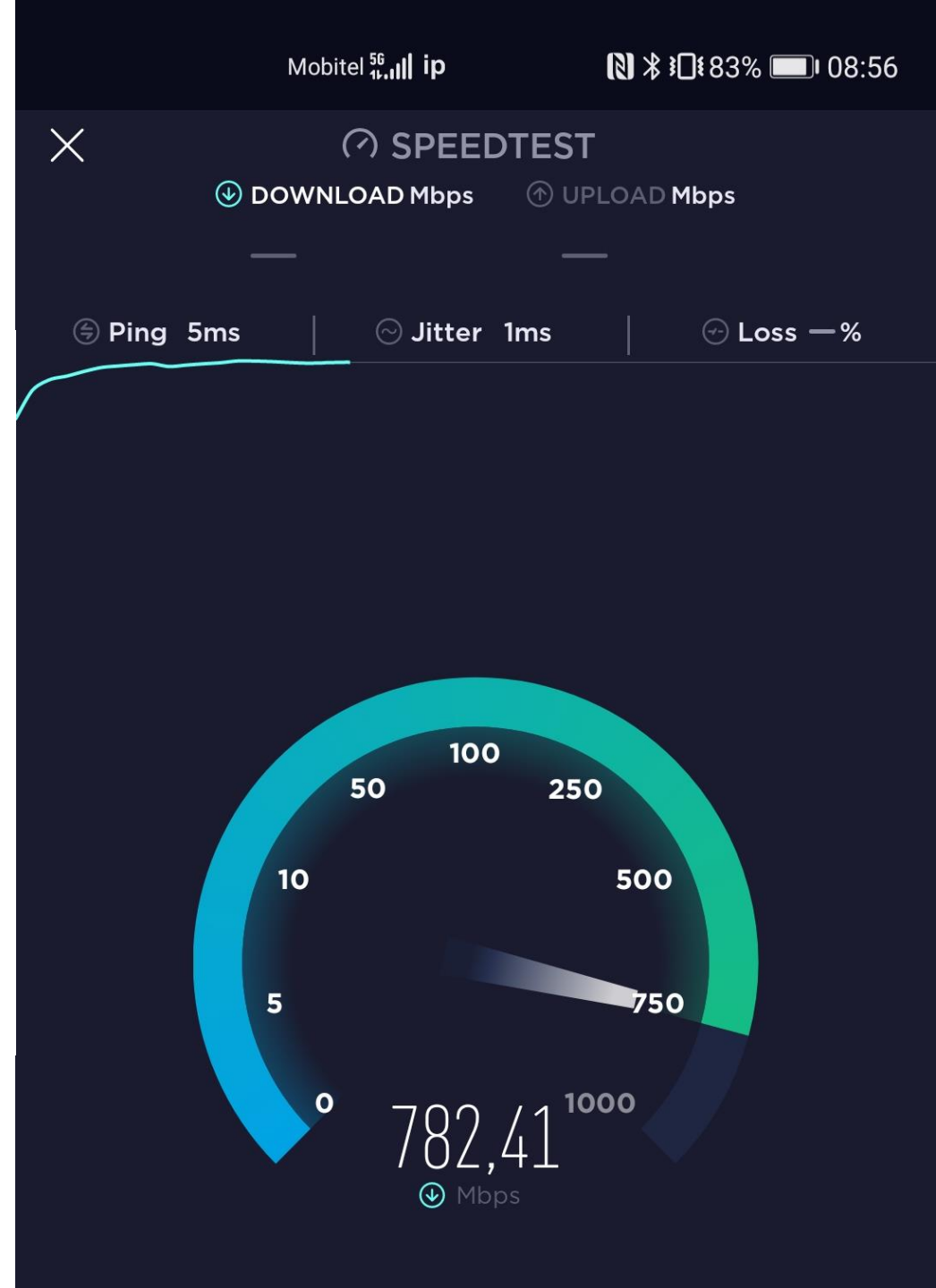
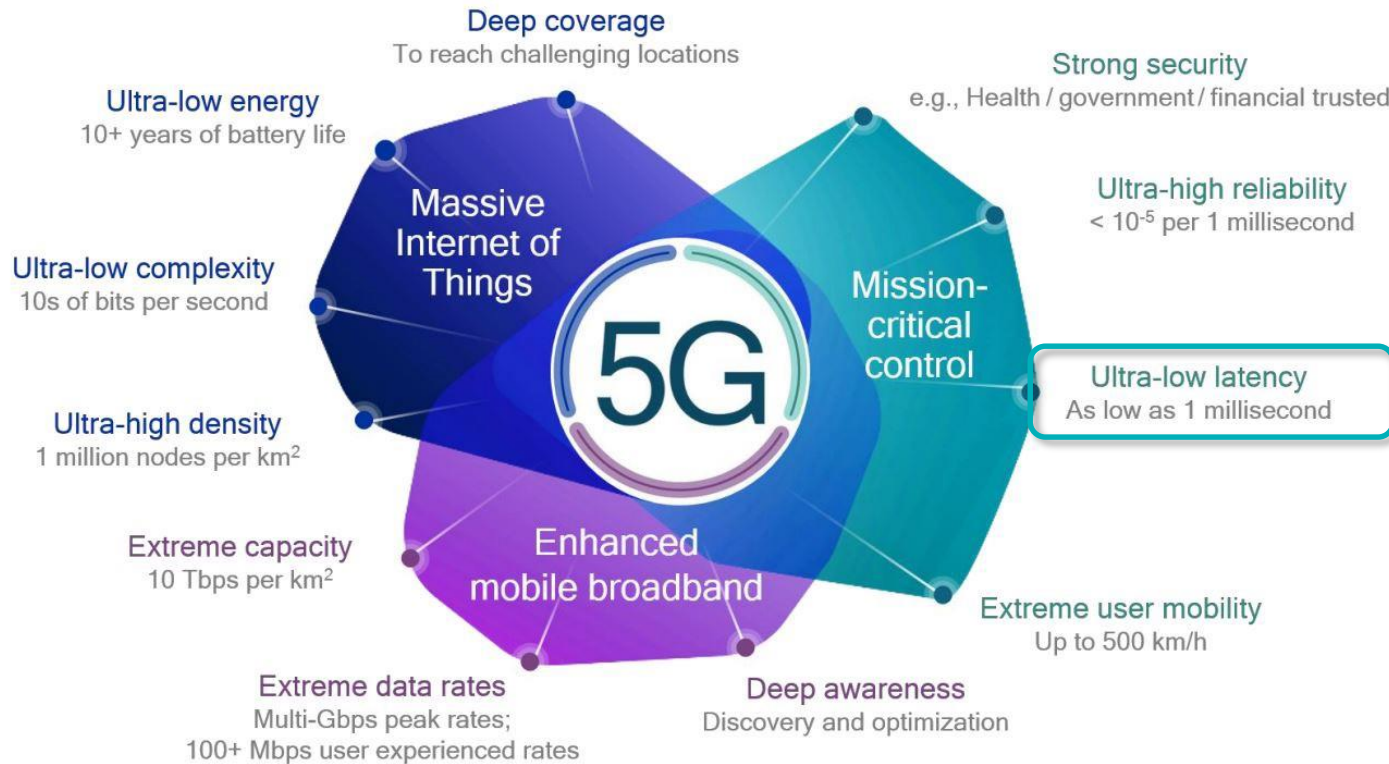
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5G in 3 words:

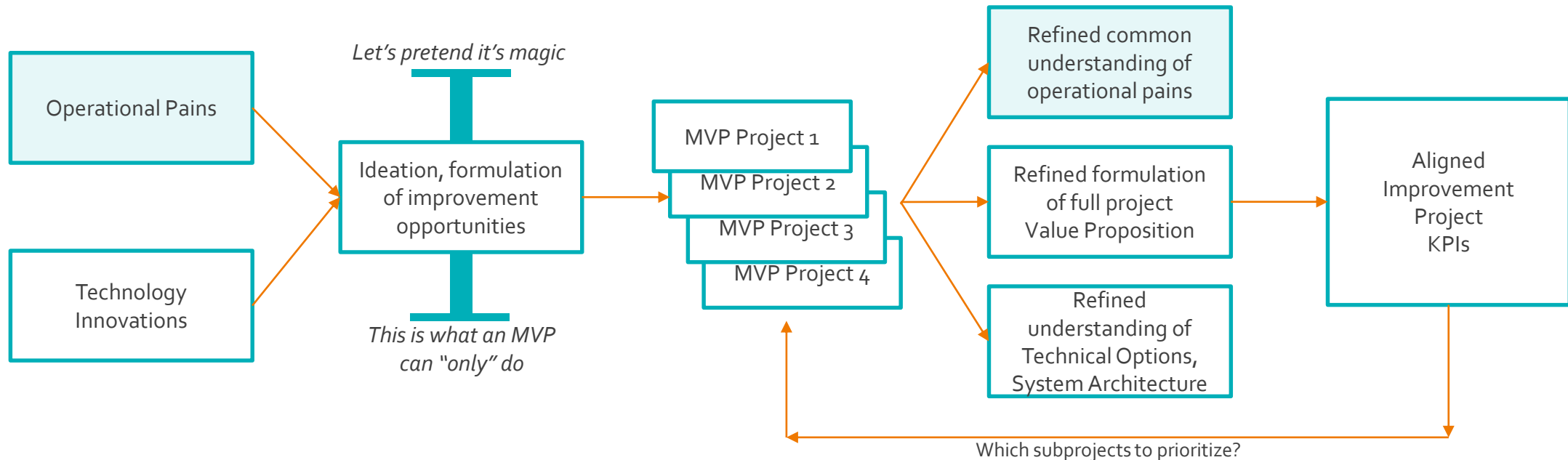
Bandwidth – Latency - Scale



5G Smart Factory in Kranj

Timeline

1. End 2019. Concepts “Requirements vo.1”. Start talks with candidate eco-system partners
2. March 2020. 5G Network in partnership with Telekom Slovenia
3. Q1 – Q3 2020. Integration of the Use Cases, Scenarios
4. Next steps: invite platform integrators, based on requirements vo.9



Can we formulate best practices?



1. Build the Wireless Network in partnership with an Operator
 - Inherently complex
 - 5G NSA even more → migrate to 5G SA
2. Expectation Management
 - What is an MVP, how can we get to early successes, evidences?
3. Co-marketing of eco-system partners: combined reach of audiences
 - COVID, fluid partnerships, ... a new setting, requiring some try-outs

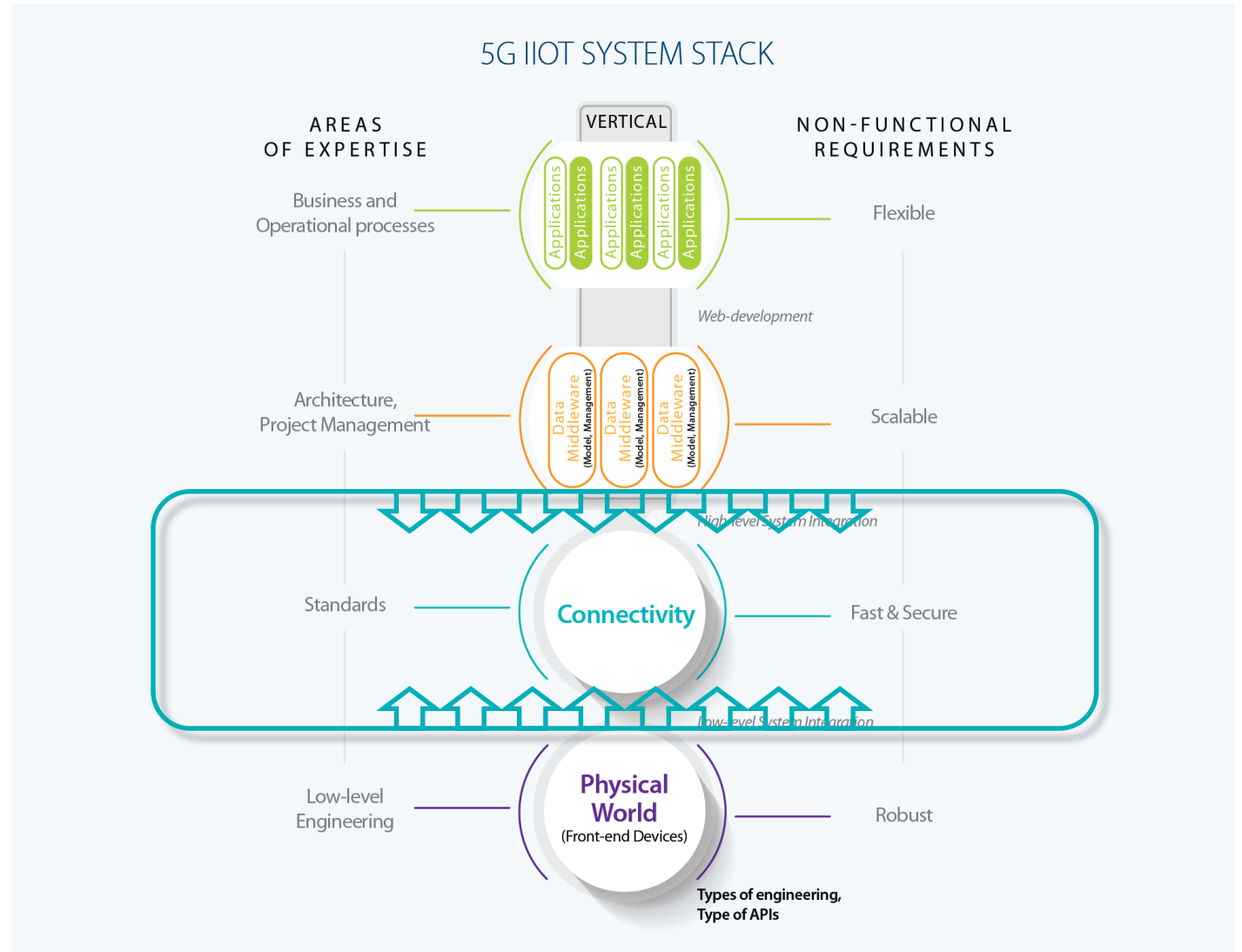
Mission Critical Connectivity as a foundation

1. *Mission Critical Connectivity:*

- More than just the thin lines in the diagram

2. *More than connectivity:*

- Extension of standardization beyond connectivity



Explained with an analogy

The 3 bakers of Ljubljana

There are 3 bakers in Ljubljana, one with the best ingredients, one with the best recipe and mixer and one with the best oven.

You want to bake a series of very ultimate best Ljubljana cakes for all the citizens, combining the best of the bakers in Ljubljana.

You could **BUY**

the same oven as the baker with the best oven has

the recipe from the best mixer

the same ingredients as the guy with the best ingredients

and try to bake the best cakes yourself,

OR

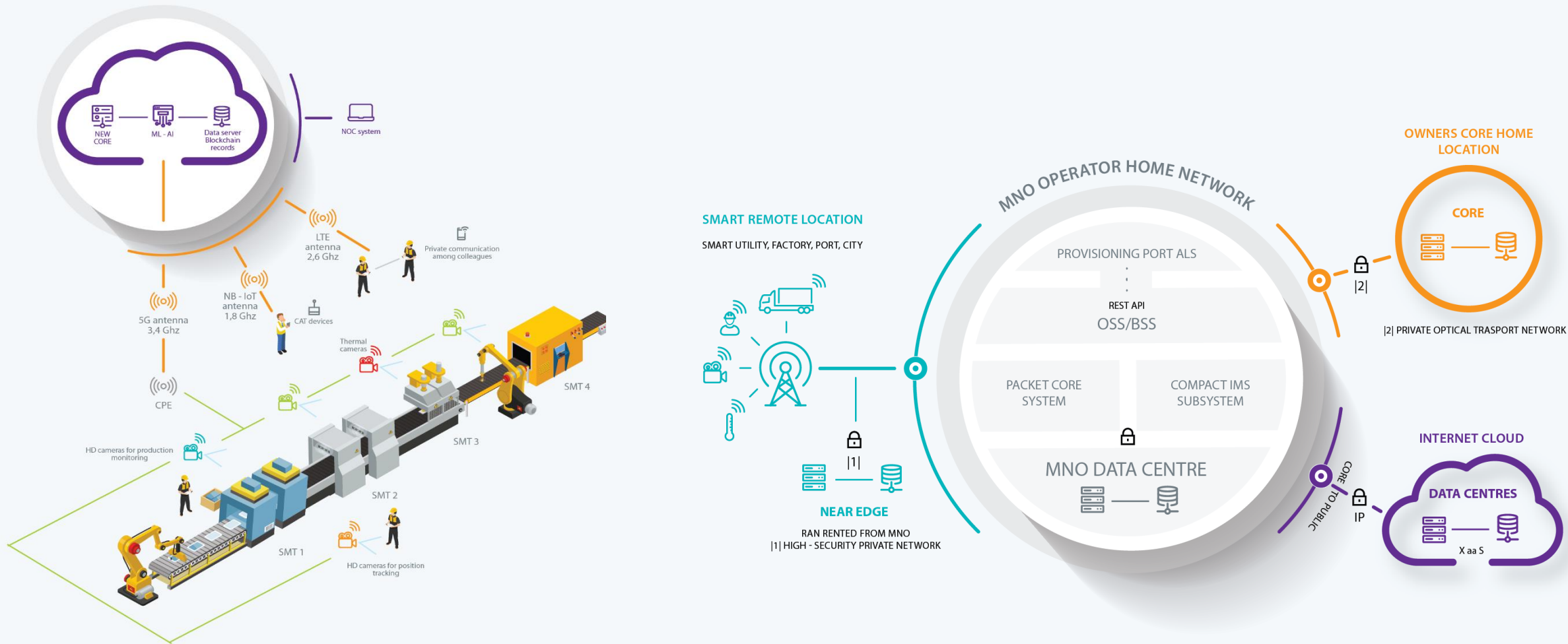
You can ask them all to come to your place and bring their stuff: oven, recipe + mixer, ingredients → The best cake mashup is a great success and you get a statue.



In the digital world of software services, you can do this as well, provided you:

- have your digital marketplace platform (i.e. all bakers speak the same language)
- that is built on your infrastructure (i.e. the bakers can meet at *your place* and you have *clean tables* and *electricity*).

The moral of this parable : Build your infrastructure, but don't feel compelled to build and own the full digital stack as well:
focus on getting the best cakes!



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Thank You



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