



IOT DEVICE TEAM

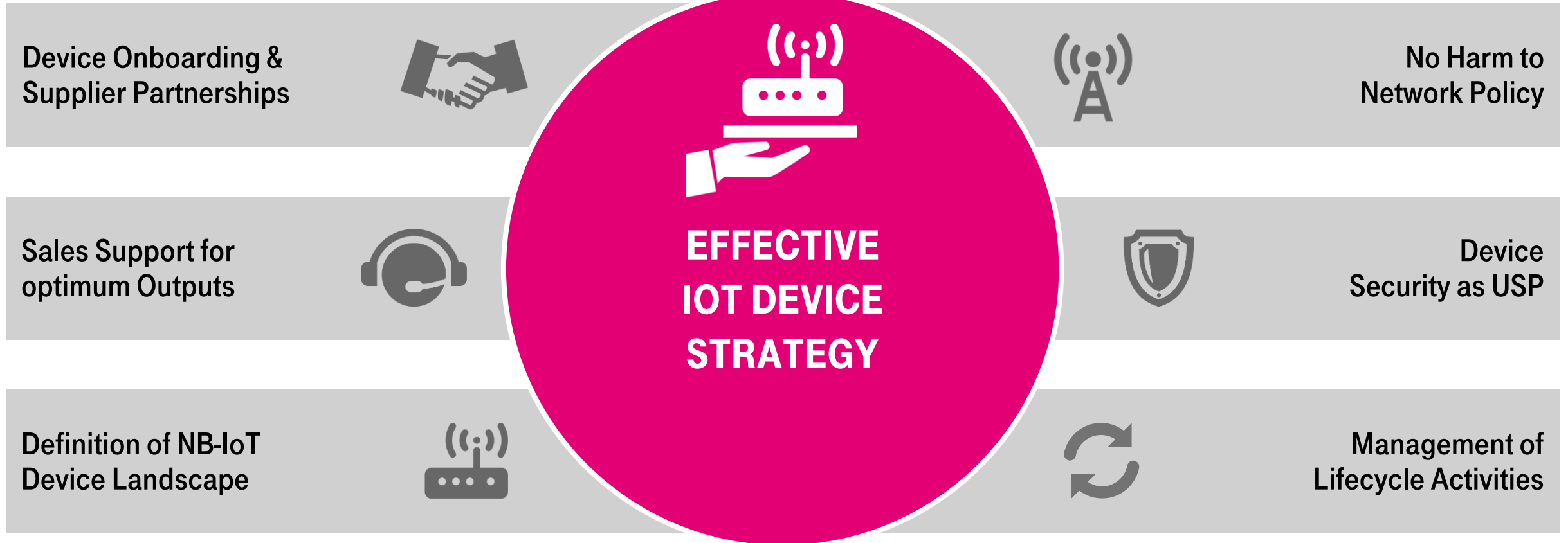
DEVICE ONBOARDING & SUPPLIER PARTNERSHIPS

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Bonn, November 2017

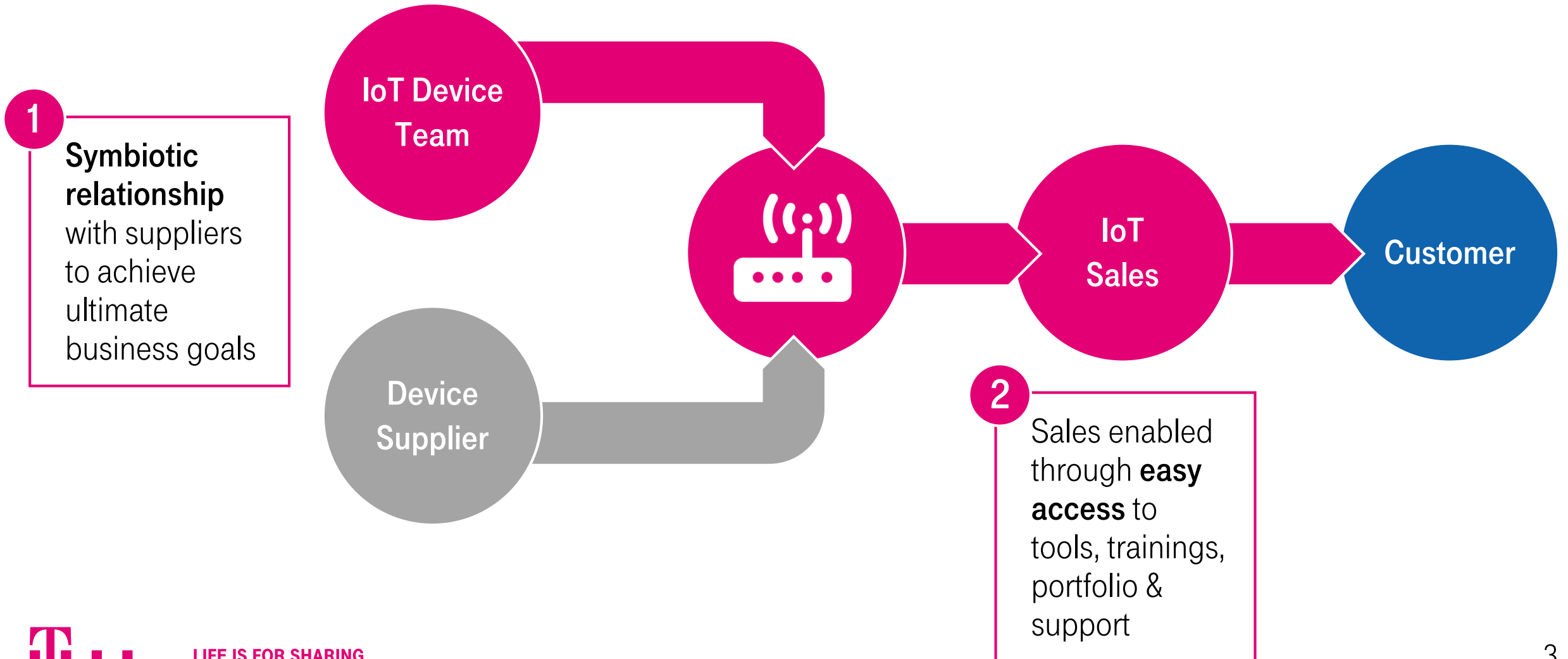


LIFE IS FOR SHARING.




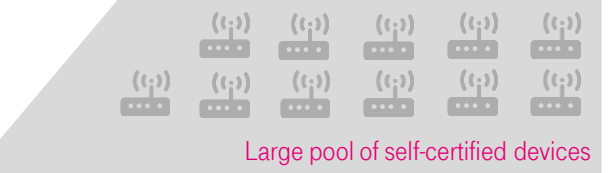
AN EFFECTIVE IOT DEVICE STRATEGY COVERS SIX FUNDAMENTAL FIELDS OF ACTION



PARTNERSHIP WITH DEVICE SUPPLIERS TO ADDRESS LARGE VARIETY OF USE CASES WITH FAST AND EFFICIENT DELIVERY



CLASSIFICATION OF IOT DEVICE SUPPLIERS IN FOUR PARTNERSHIP CATEGORIES

	Nature / Level of Partnership	Estimated Sales Volume / Device	Volume Commitment	Customization	Commission / Rebate for DT	Integration Support from DT	Service Level Agreement
	★★★★★ New Product Development	very high	✓	✓ DT defines product	✓ DT gets full margin	✓	✓
	★★★ Frame Contract	high	✓	✓ for strategic deals	✓	✓	✓
	★★ Cooperation Agreement	high	-	✓ possible, if needed	✓	✓	✓
	★ Marketing Agreement	small	-	-	-	✓	-

BENEFITS OF A DT-HARDWARE COOPERATION

CONTRIBUTION BY DT

- Established open API „Cloud of Things“ for Condition Monitoring, Visualization of Device Measurements & Conditions, Configuration of Devices and Alarms, ERP- Systems Support
- Scaling Sales Force with broad customer access across different segments and verticals
- Reliable and established processes for HW selection, i.e. HW recommendation management for preferred cooperation partners towards DT customers
- Marketing support through „Cloud of Things“ labels provisioning

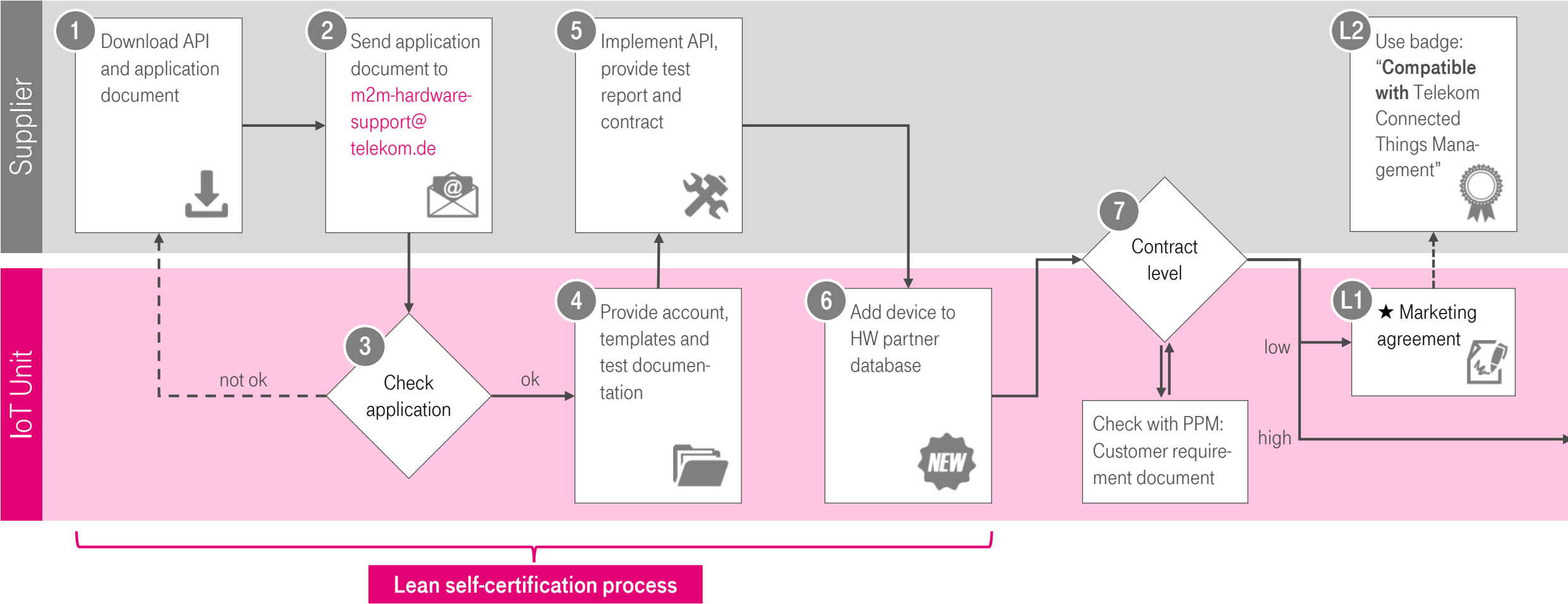
CONTRIBUTION BY HW PARTNER

- Selected HW portfolio compatible to DT „Cloud of Things“
- Self-qualified HW
- Care for reliable compatibility over life-cycle
- Know-how support in customer acquisition phase and solution design
- Supported logistics processes and quality
- 3rd level support for customers



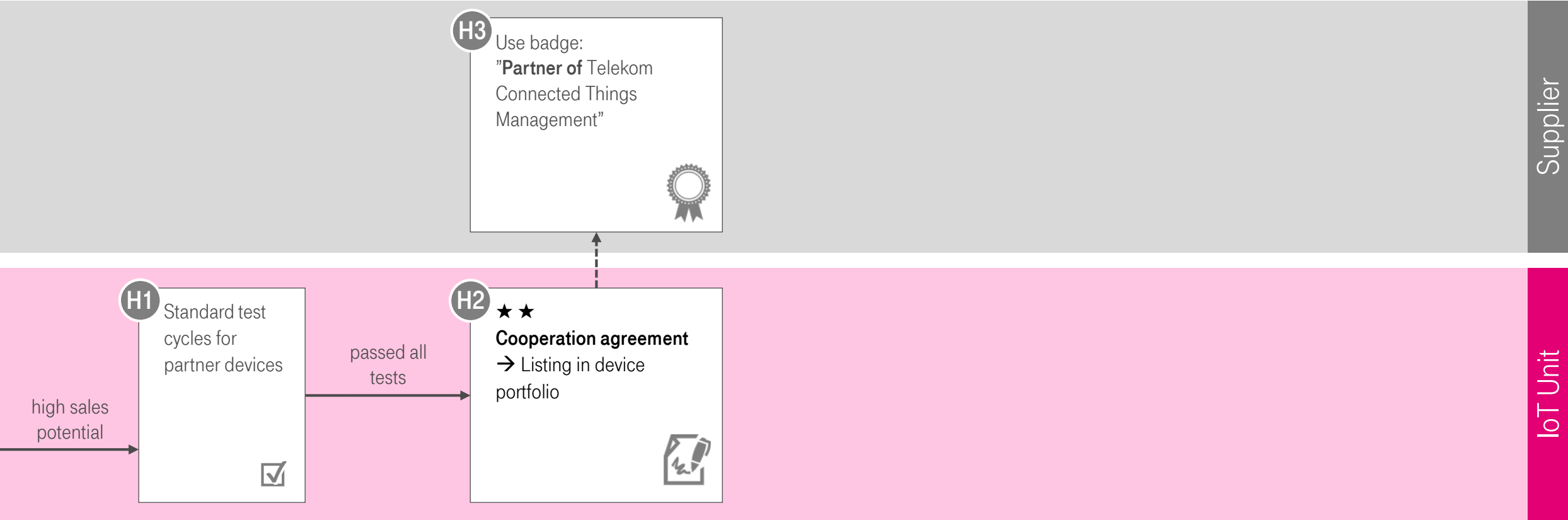
ONBOARDING A NEW SUPPLIER FOLLOWS A STRICTLY DEFINED PROCESS 1/2

Simplified View



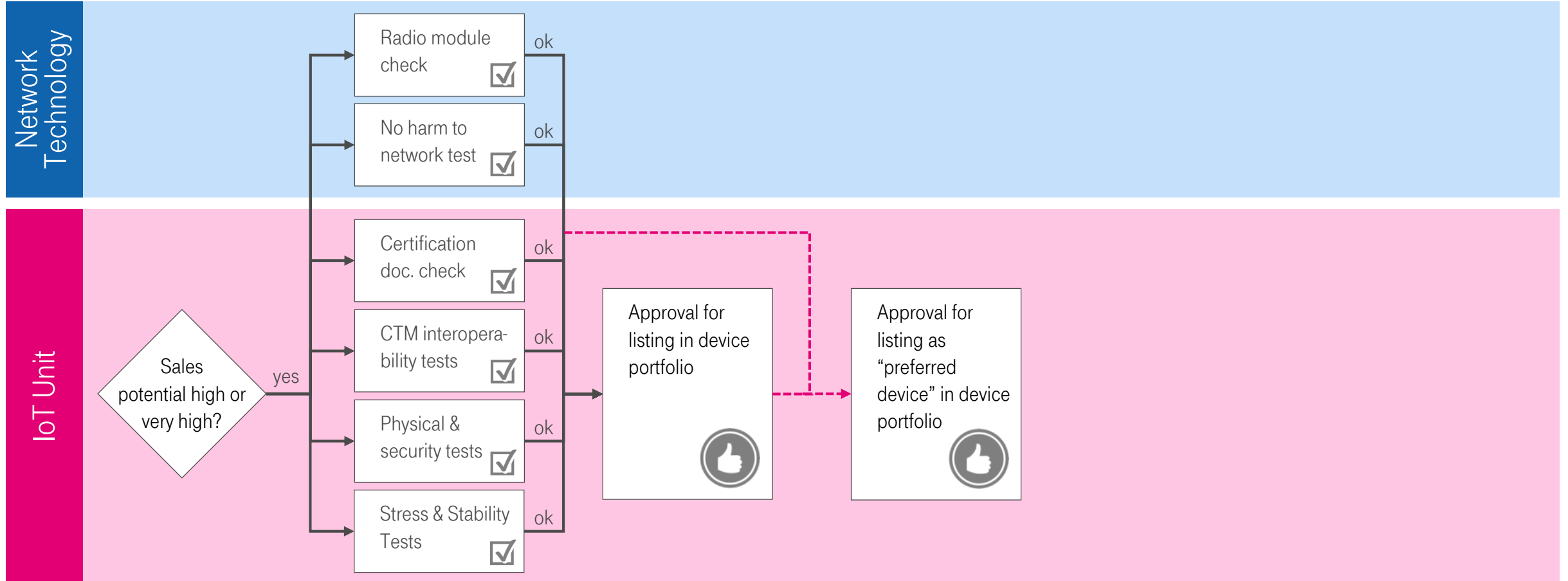
ONBOARDING A NEW SUPPLIER FOLLOWS A STRICTLY DEFINED PROCESS 2/2

Simplified View



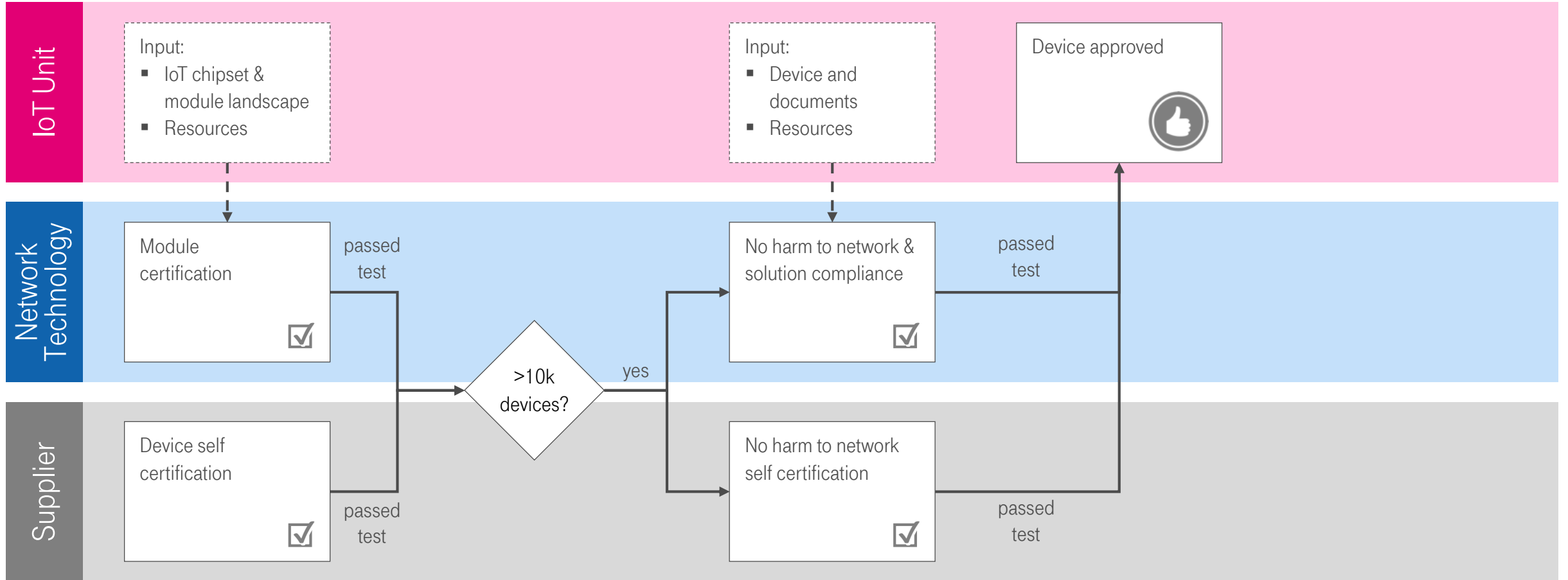
DETAILED VIEW ON DEVICE TESTING

DEVICES WITH HIGH AND VERY HIGH SALES POTENTIAL ONLY



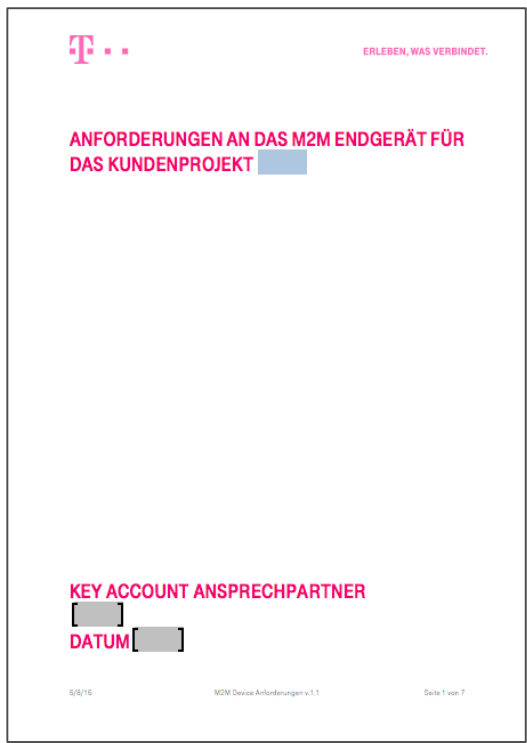
NO HARM TO NETWORK PROCESS

IOT DEVICE POLICY AGREED WITH NT

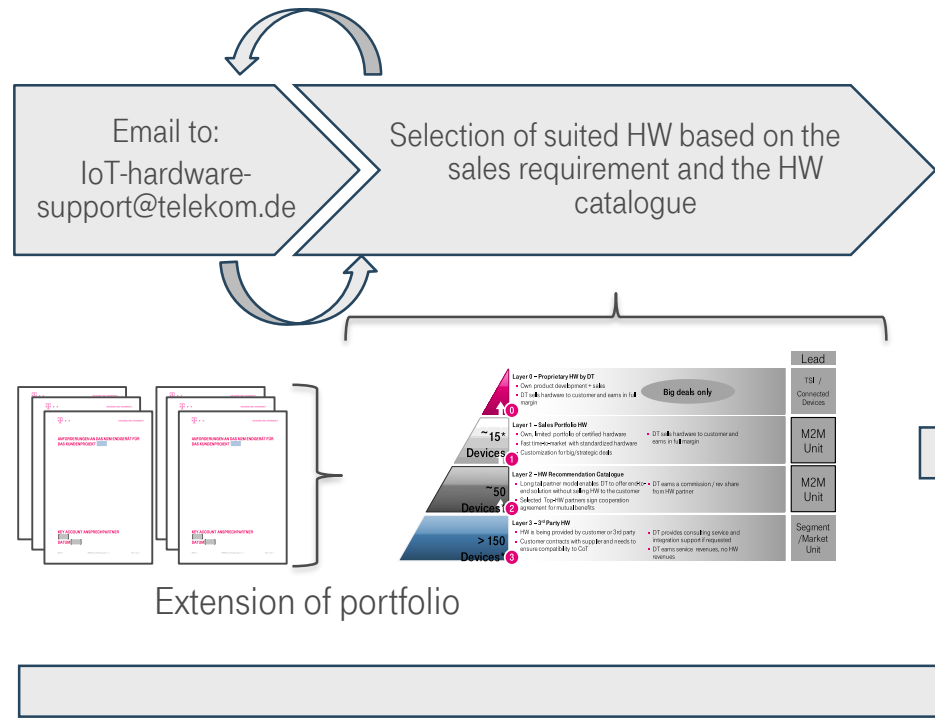


COT HW SELECTION & EXTENSION OF PORTFOLIO

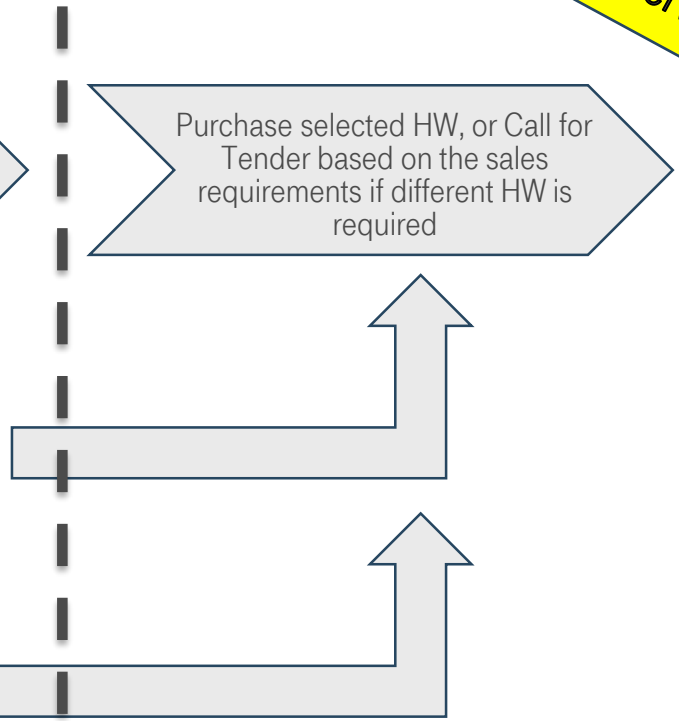
Simplified process overview



Segment/NATCOs



DTAG



Purchasing

THANK YOU