

«5G case study: Devising the National Strategy of Luxembourg»

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Agenda

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5G and its
opportunities

Luxembourg
5G Strategy

Making 5G a
success /
What about
Greece

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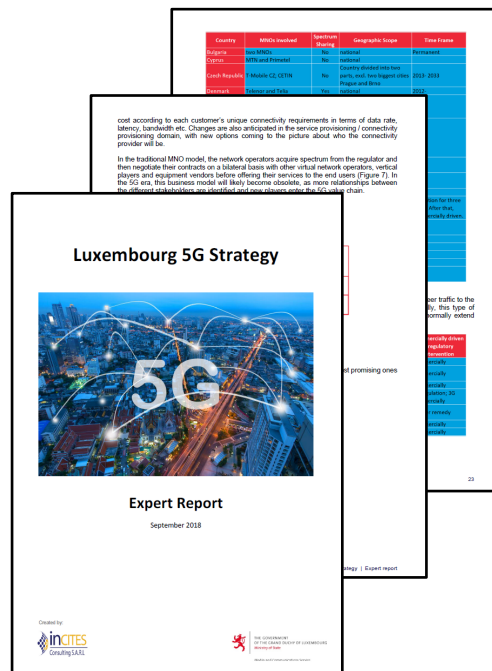
5G and its
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Luxembourg
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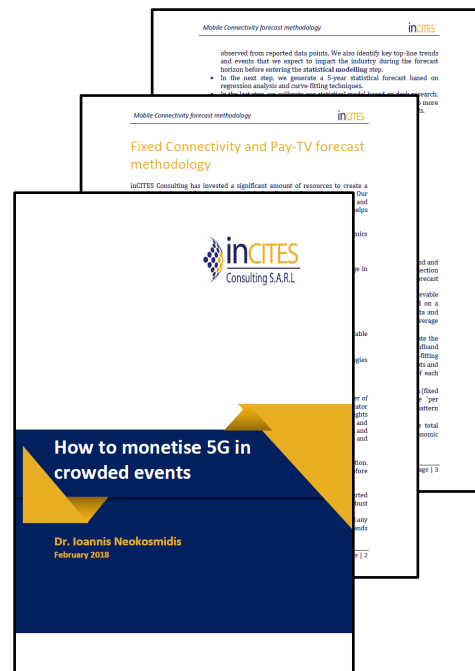
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Who we are

Consulting



Research



Prognosis



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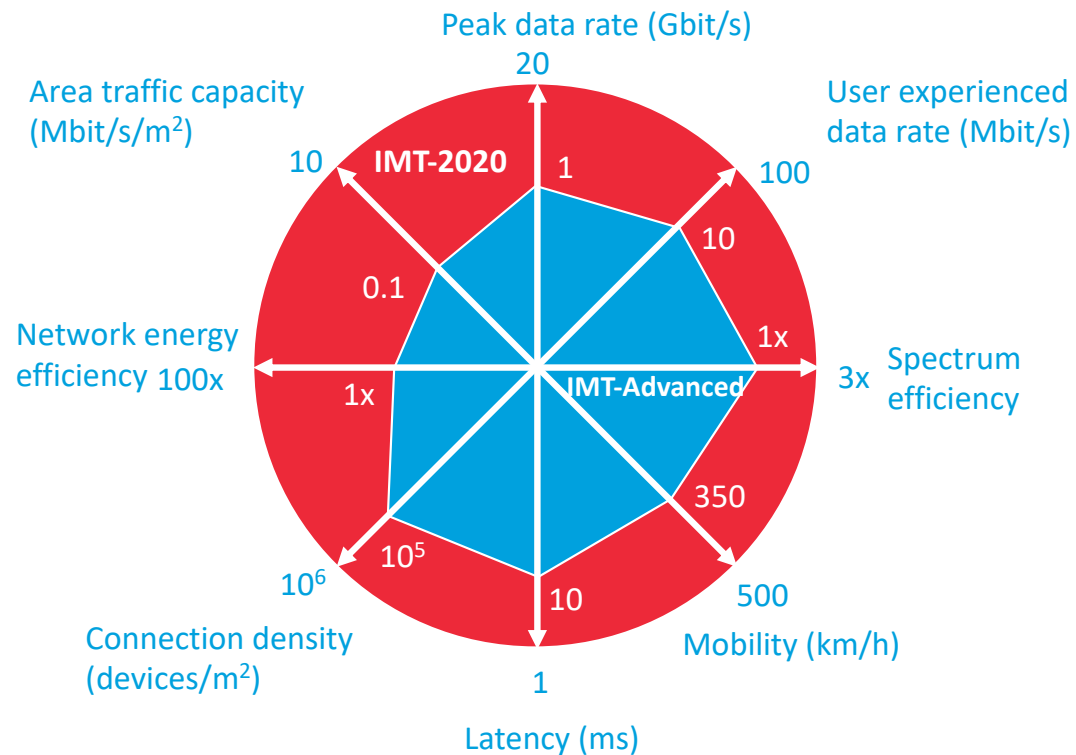
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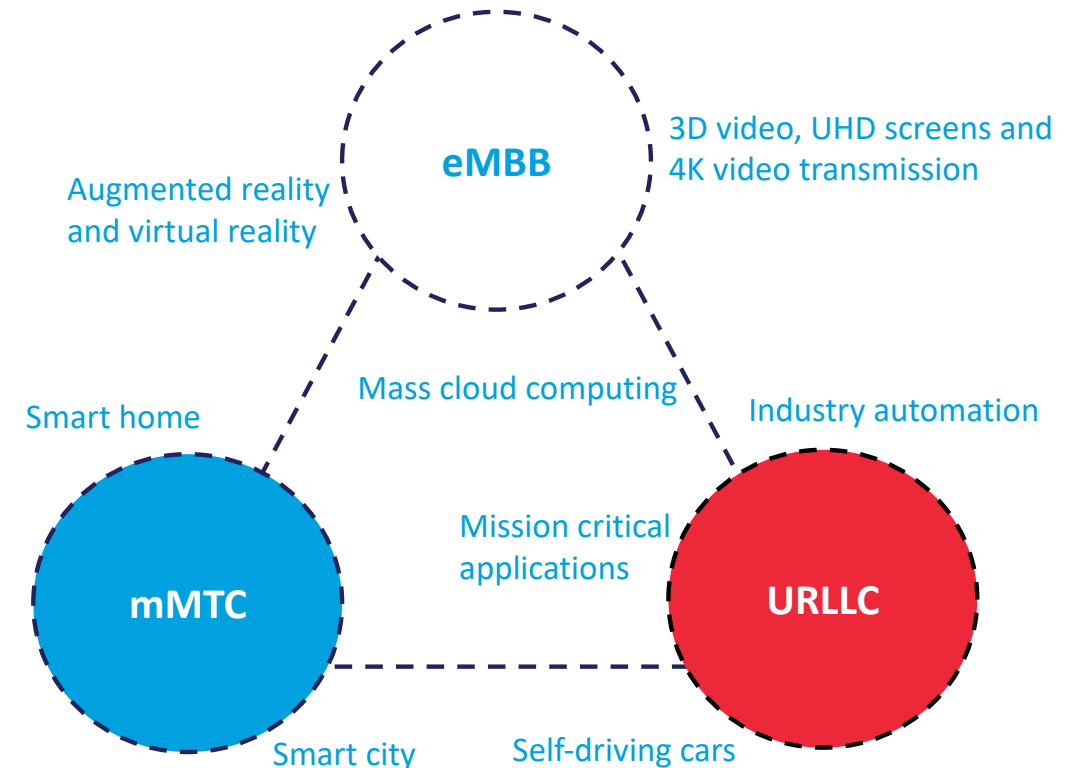
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5G specs & use case families

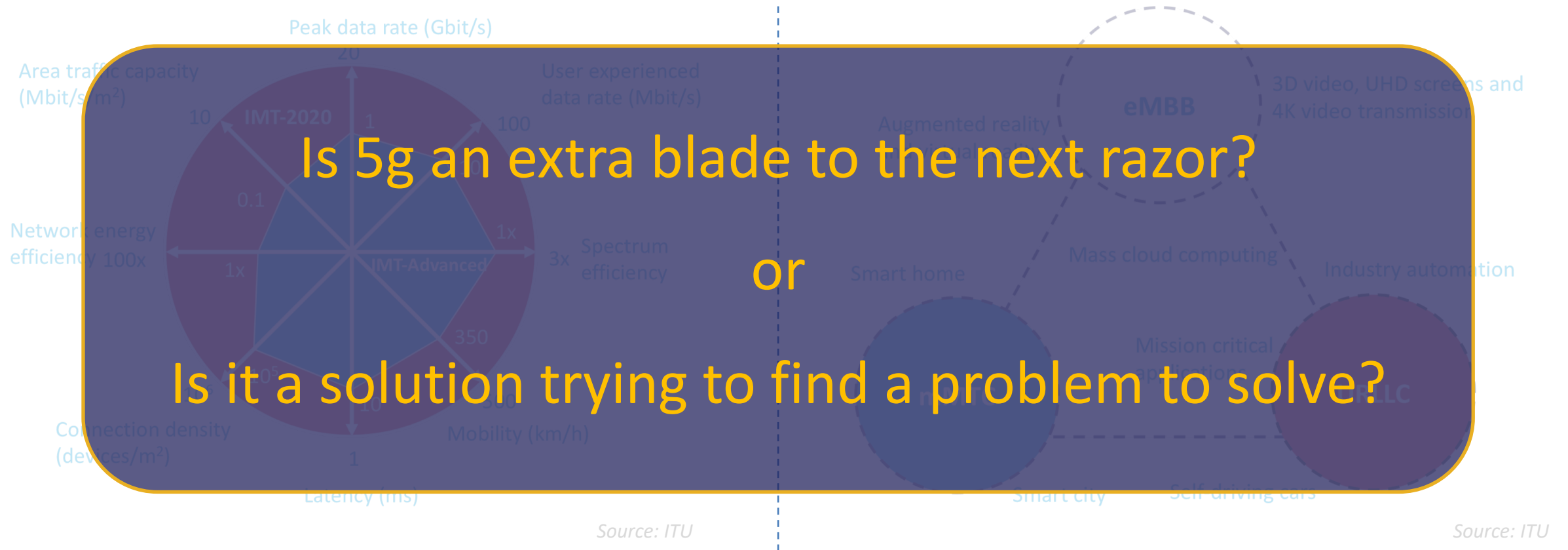


Source: ITU



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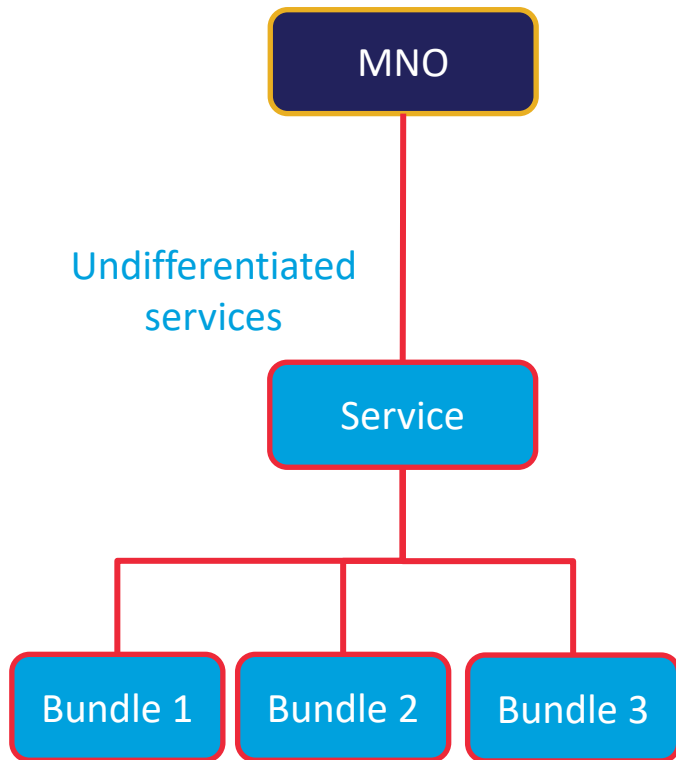
5G specs & use case families



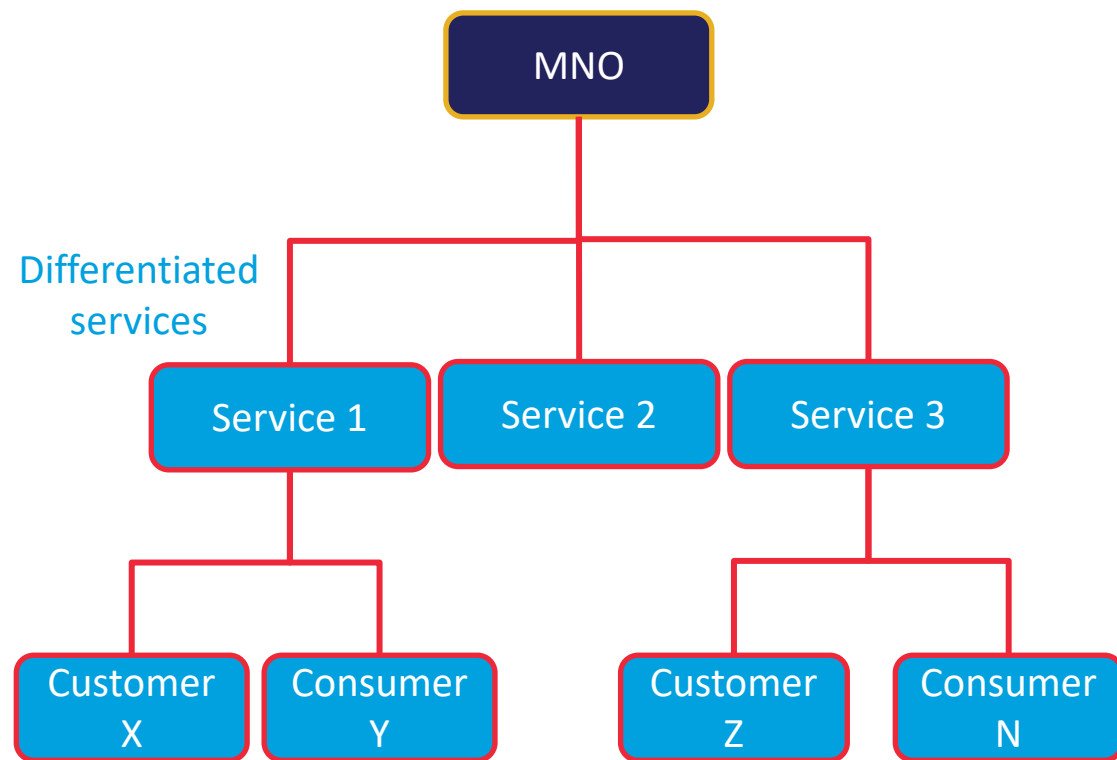
Business Models - 1

- Service provisioning will enable various new business models in the 5G era

With existing networks

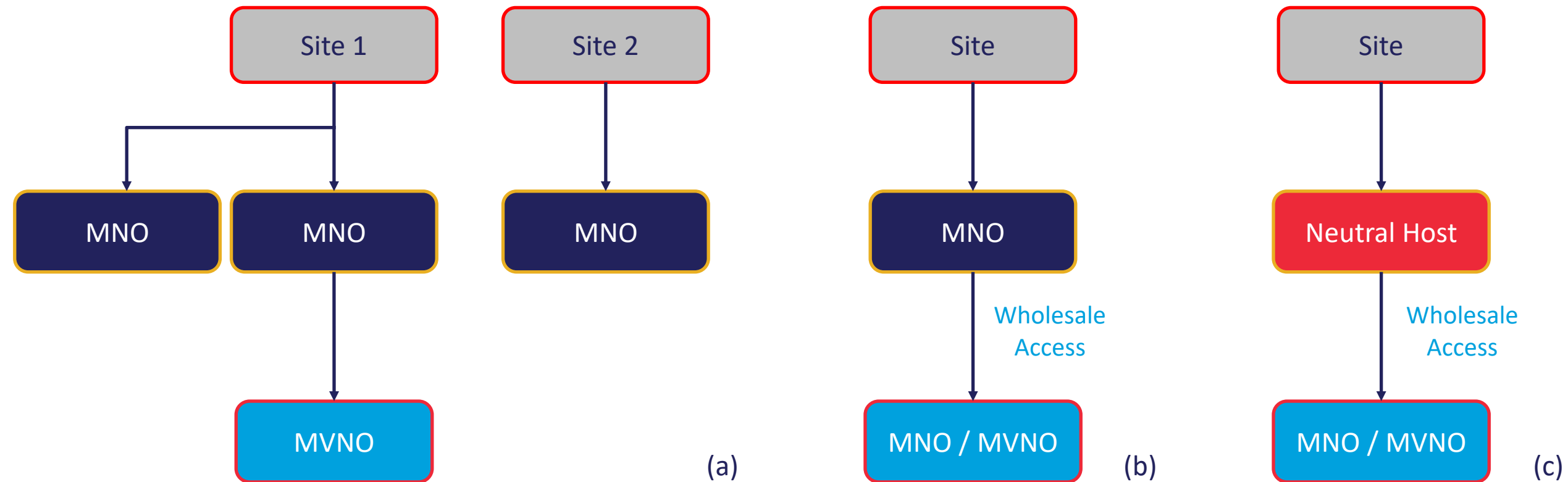


With 5G



Business Models - 2

- The Neutral Host model will unlock new business opportunities



Current market status & future opportunities

Focus on niches that the required capabilities are not readily or cost effectively met by alternatives.

IoT	Connected Cars	Media	Fintech
<ul style="list-style-type: none">• Agriculture• Smart Cities• Technical Support and B2B opportunities	<ul style="list-style-type: none">• Autonomous driving• Traffic management• Accident avoidance• ...	<ul style="list-style-type: none">• AR / VR• Immersive services• Malls and stadiums connectivity• ...	<ul style="list-style-type: none">• Payment gateways and alternative payment methods• Mobile Financial Services• Digital Only Banks• Blockchain

No killer application – No massive deployments are expected – 5G islets

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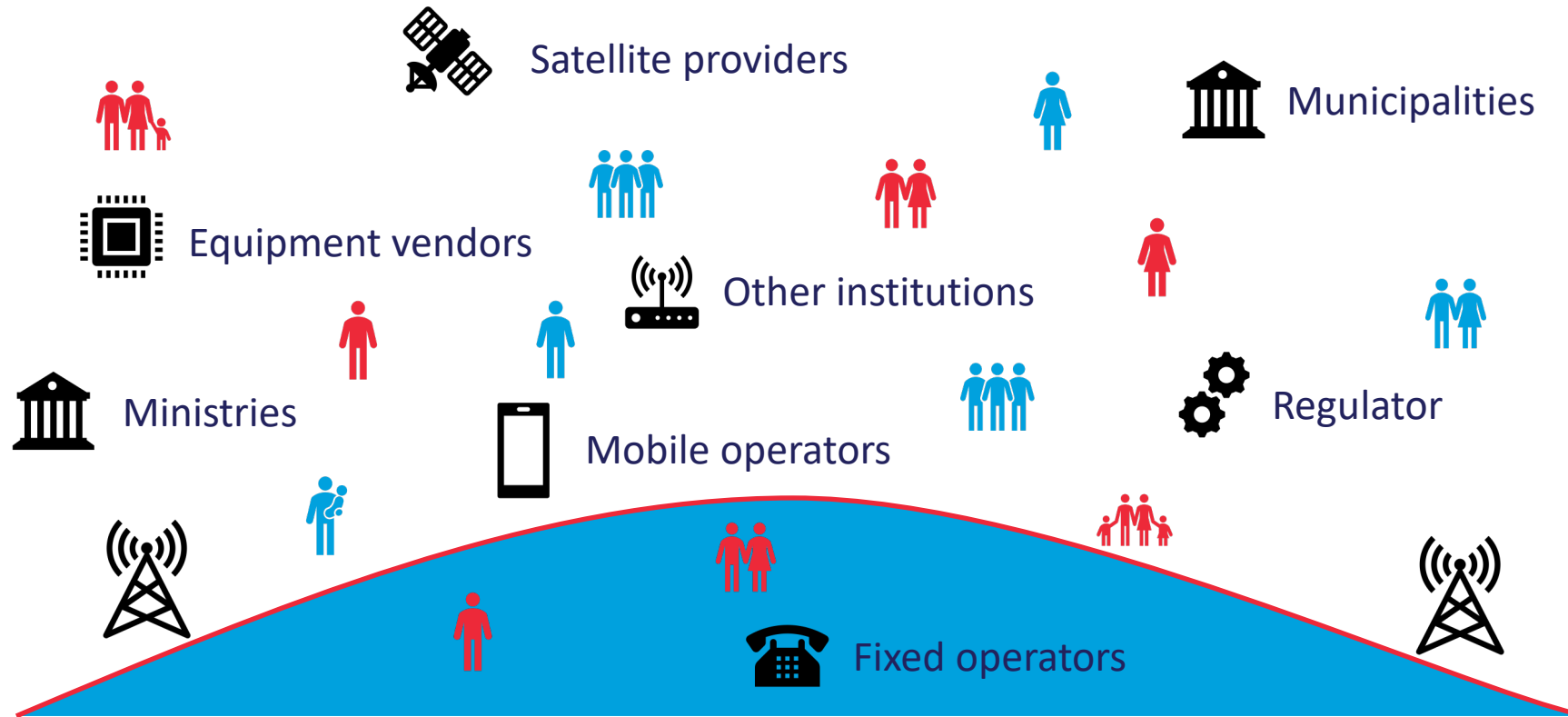
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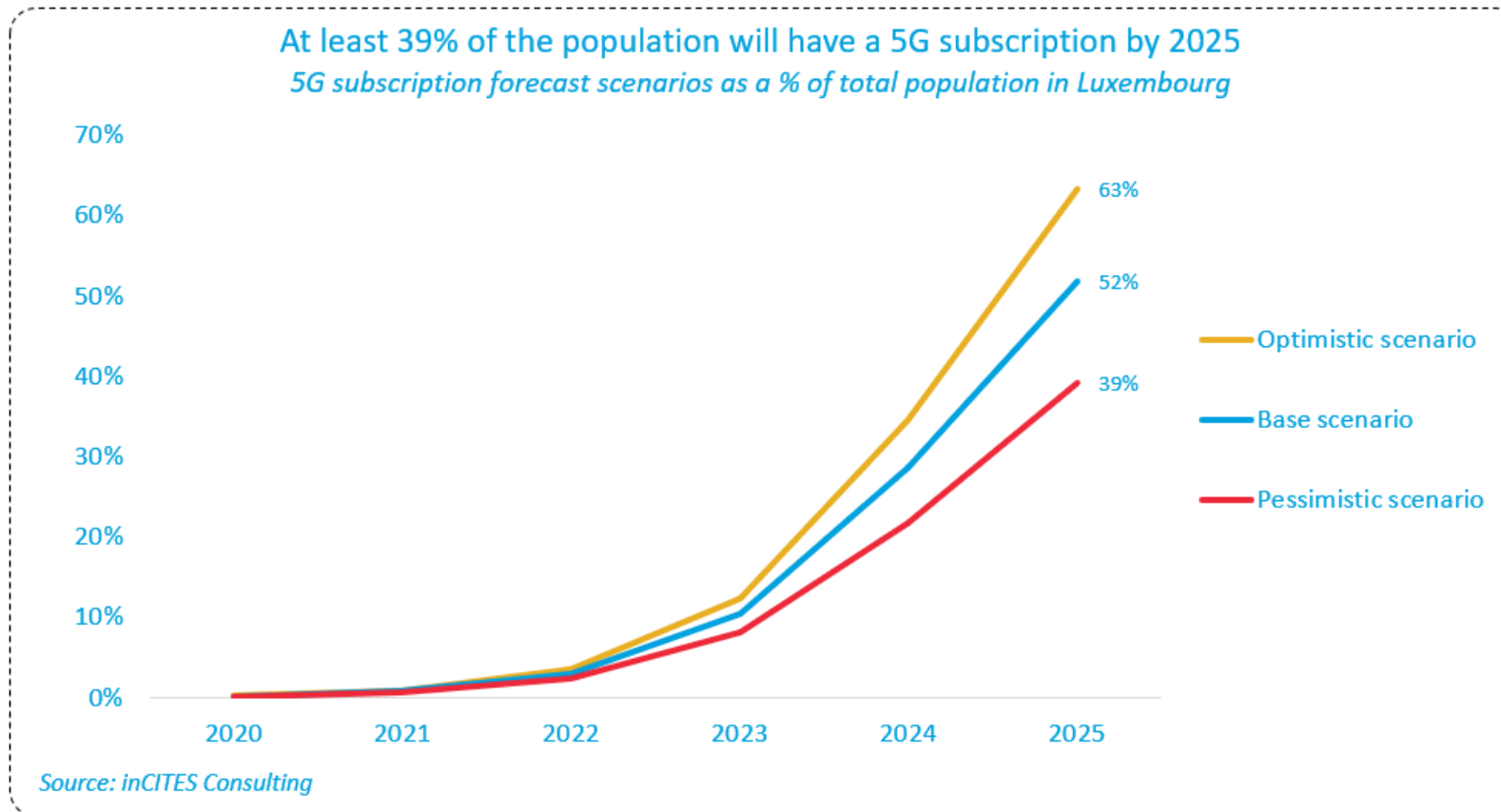
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What about Luxembourg?



5G Forecast

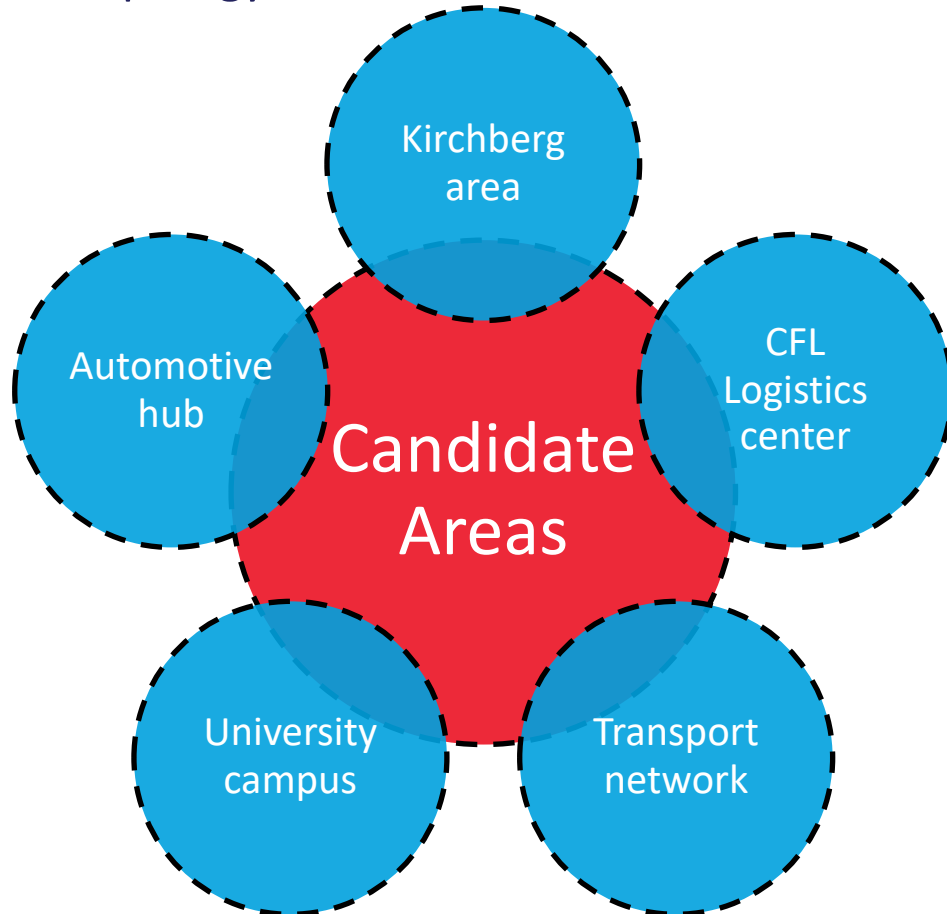
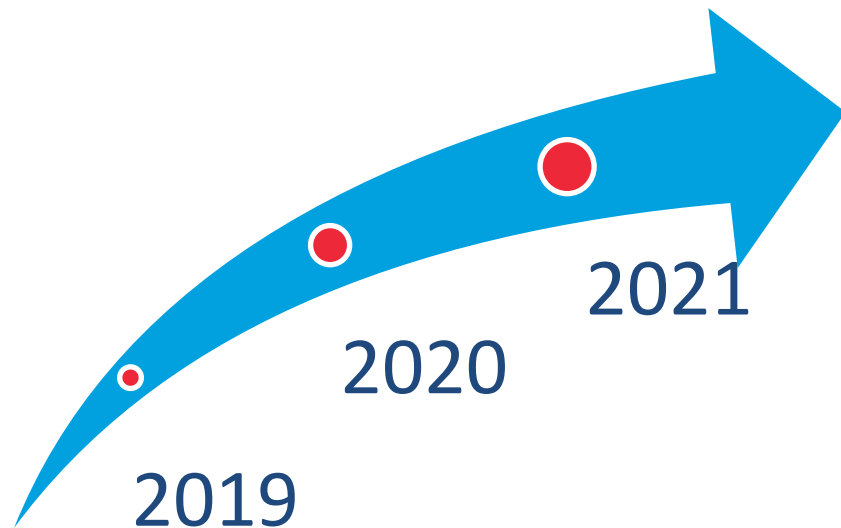
- Luxembourg needs to leverage its strong digital assets to realise the potential of 5G



Luxembourg 5G Pilots

- The pilots vary both in sector coverage and geographic topology

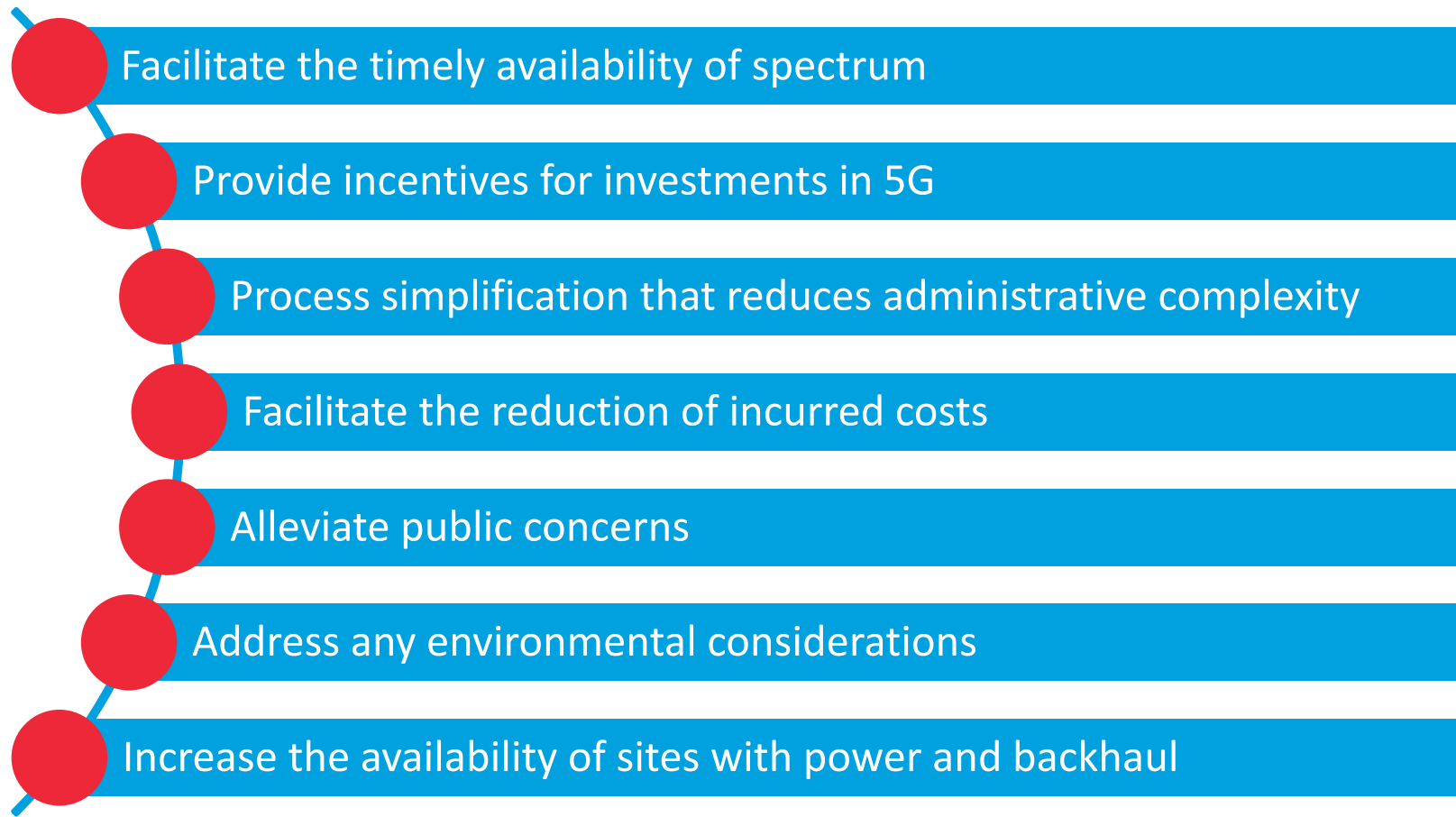
Up to 30M€ co-funding



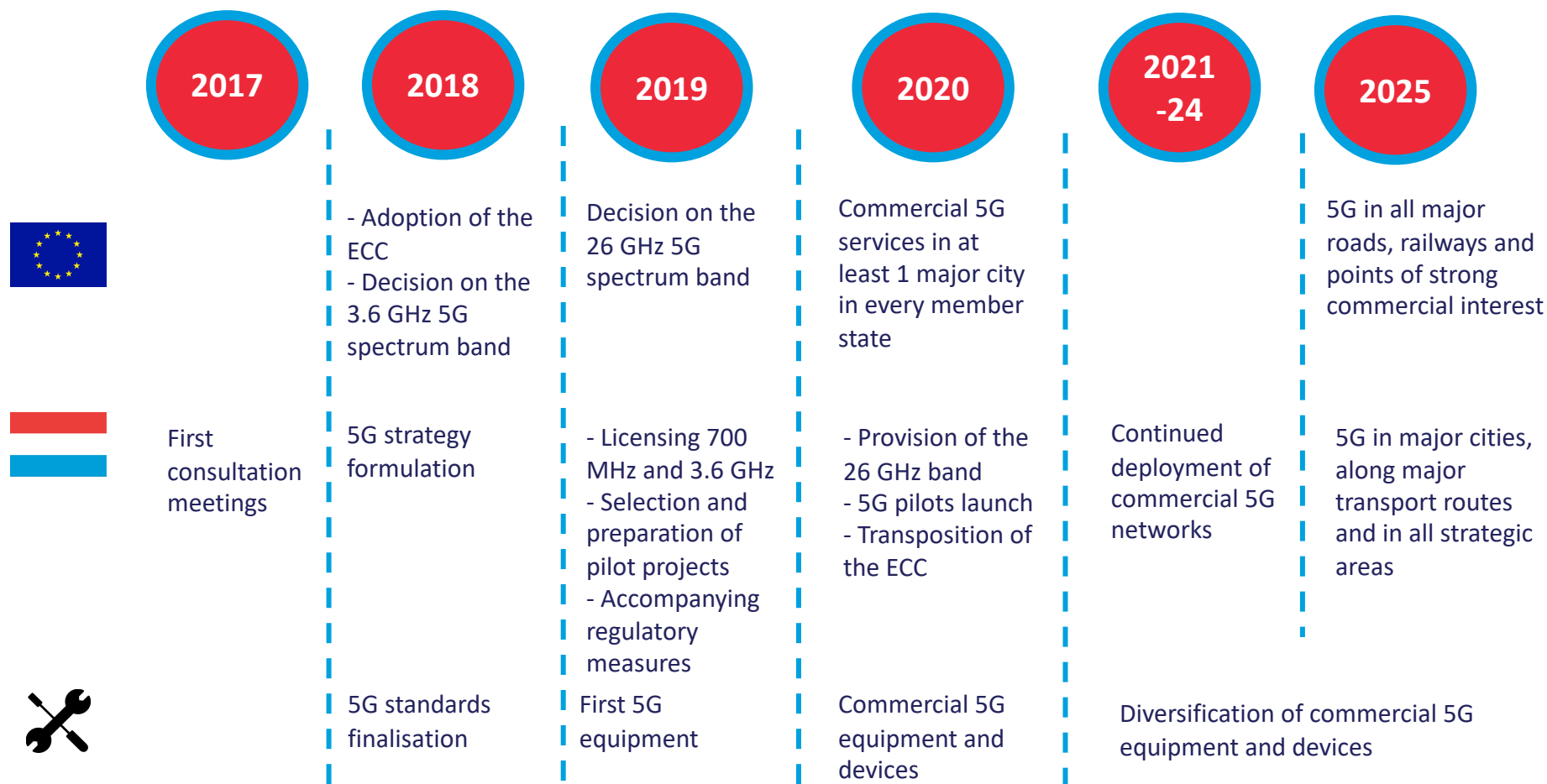
Luxembourg: A fertile ground for 5G

- ✓ Extensive fibre network
- ✓ State-of-the-art data centers
- ✓ Government willingness to co-invest
- ✓ Role of satellites
- ✓ Regulatory framework

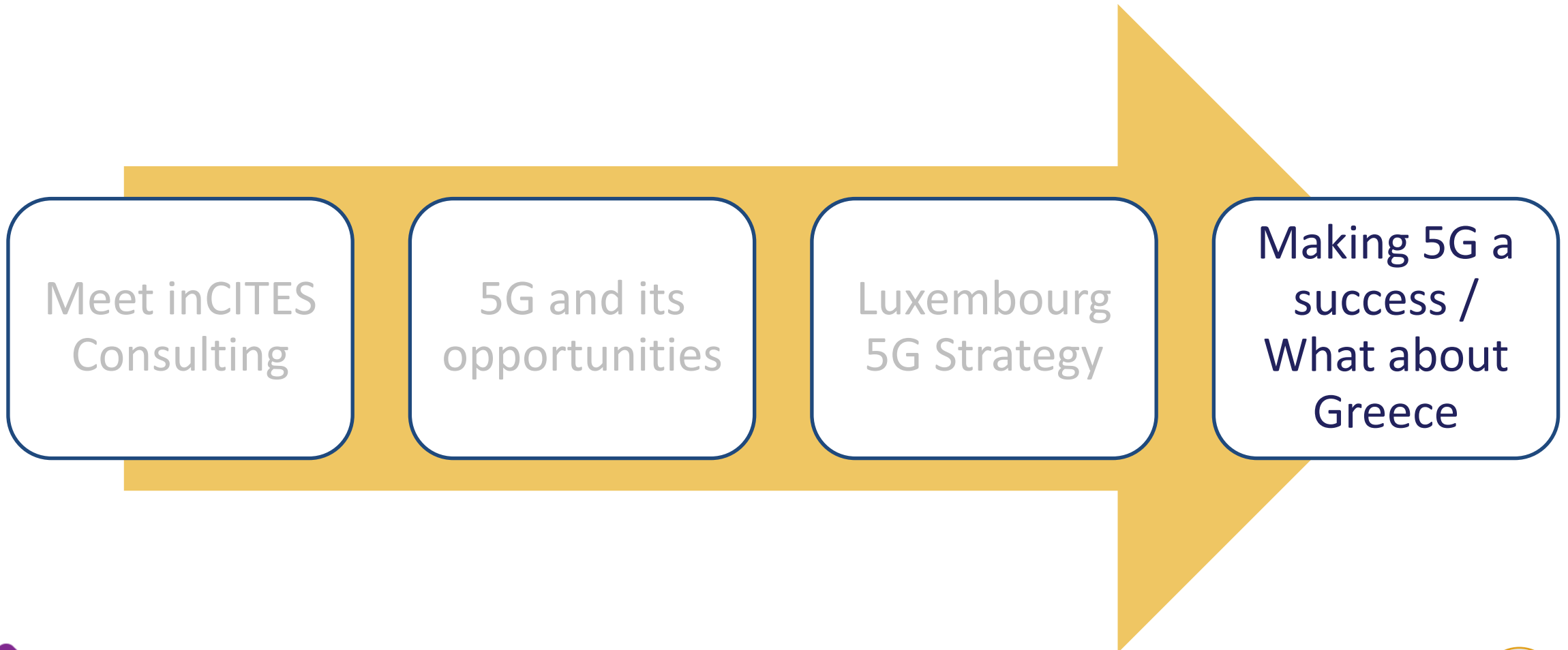
Next steps...



5G strategy timelines



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Key steps for a successful strategy...

- Develop skills to **unleash** 5G potential
- Involve citizens to improve **awareness and acceptance**
- Maintain an **open dialogue with all stakeholders**
- SMEs and local communities
 - Build a start-up ecosystem to **drive innovation**



Greece: Are we there yet?

- Roadmap for **700GHz clearance**
- **5G trial frequencies allocation**
- EETT to award **C-band spectrum in 4Q19**
- Draft law on **antennas construction licensing and monitoring**
- Three 5G pilots expected in 2019 (Kalamata, Trikala and Zografou)
- Greek stakeholders participate in 3 H2020 5GPPP Phase 3 projects (**5G EVE, 5G-VINNI and 5Genesis**)

BUT

Lack of a clear strategy to build a 5G ecosystem

Thank you!



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