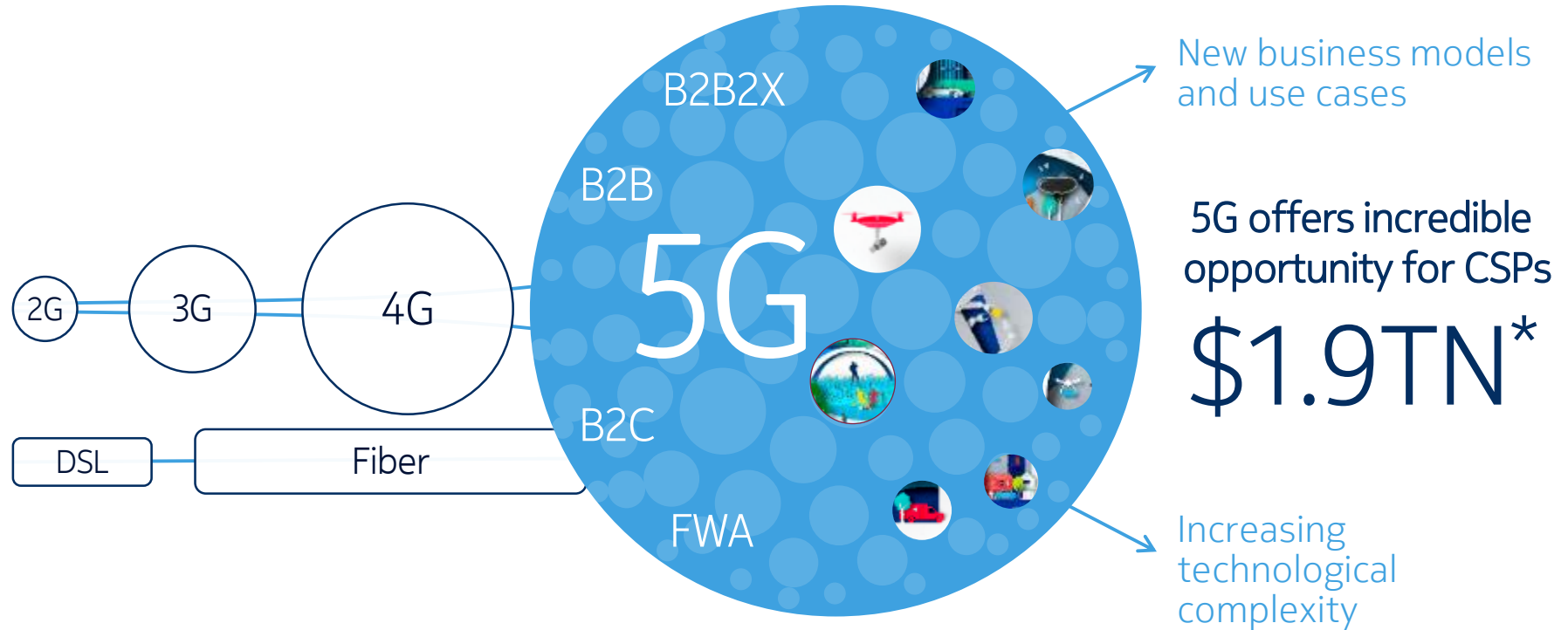


# Innovate and transform to live the 5G promise

Nektaria Kalogeropoulou  
Account Director Enterprise & Public Sector, Nokia

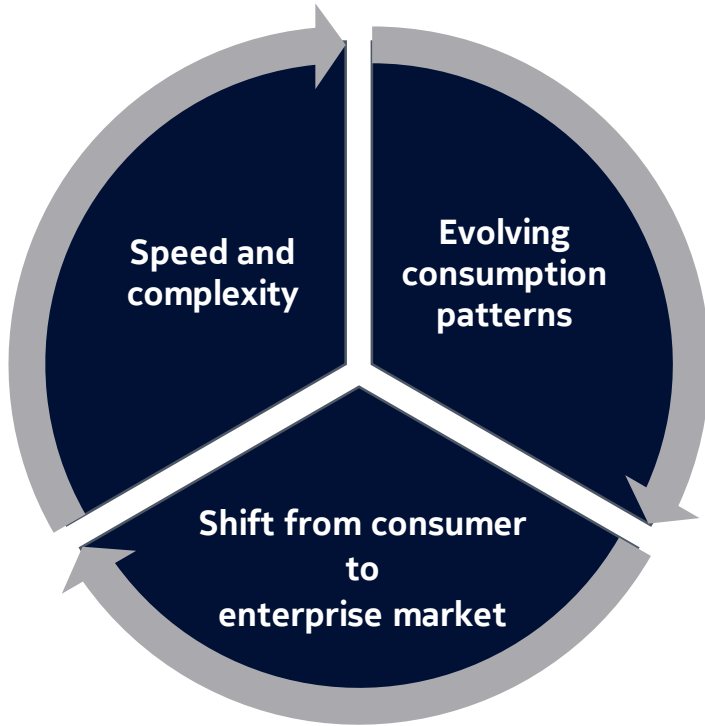
# 5G is changing everything

A new universe of use cases, services, business models and complexity

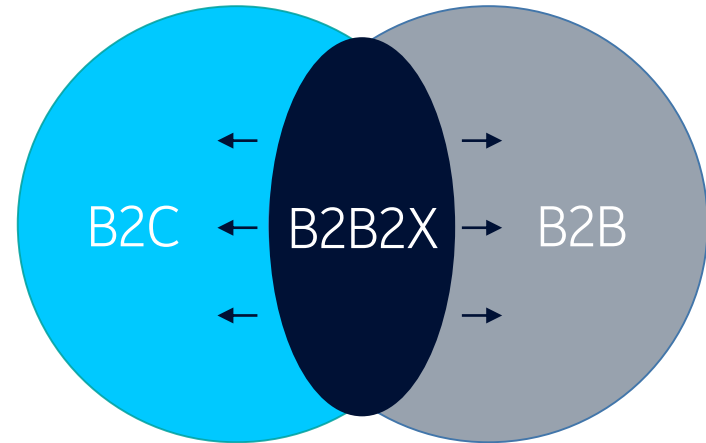


\* Bell Labs Consulting

# Rising to the challenges of 5G



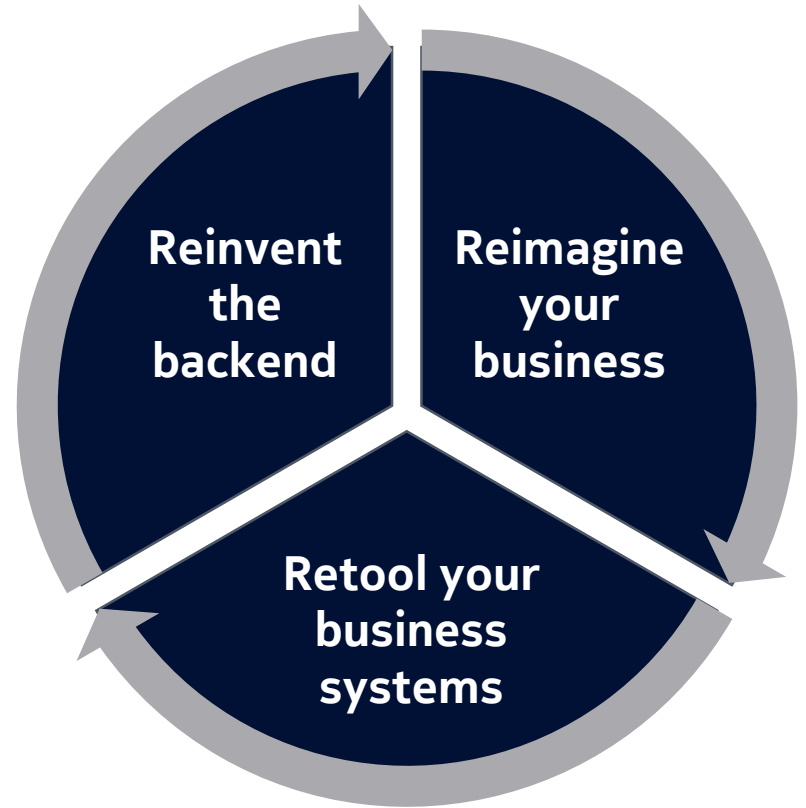
**Indirect revenue models become even more prominent with 5G**



Innovation and transformation is the key

**68%**

*of consumers and enterprises expect a higher level of innovation from the companies they buy from\**



\*Salesforce, 2019. *State of the connected customer, third edition.*

# Collaborating with entire ecosystem to drive transformation



## Service provider partners

Expertise in building & operating mobile network or public clouds, spectrum partners



## Industrial ecosystem partners

Kick starting the industry with more LTE and future 5G industrial connected things



## System integrators & Consulting

Deeper industry expertise and specialised channel to market  
Broadening the sphere of influence



# Set the ecosystem reference ground today

## Nokia Bell Labs 5G Certification Program

Nokia Bell Labs has launched its E2E 5G certification program for those seeking broad knowledge and professional standing on this exciting technology. Nokia Bell Labs End-to-End 5G Certification is a value-add for anyone interested in enhancing their understanding of 5G.



Available now



Rollout in 2020

Registration is open today!

## Nokia Executive Experience Centers Espoo, Finland & Dallas, Texas USA



Nokia's EEC is a place where we show state-of-the-art demos, chosen and tailored for each visit individually. We offer a hands-on environment where you can experience one-on-one time with experts, gain first-hand knowledge of our products, solutions and innovations.



Nokia 5G Network Demo Experience

# Fertilize the local Innovation society – through local R&D Ecosystem support

Nokia R&D supports local **Schools** by demonstrating technology evolution IoT and 5G through Nokia Tech4Schools programme

Nokia R&D partners with many **Universities** to promote innovative technologies for graduate and post-graduate projects

Sets strategic collaborations with **Research Centres** to innovate on new technologies based on IoT, AI, 5G, (NCSR Democritos), e.g. Participating in 4 EU H2020 programmes

Acts as Technology Mentor In StartUp fora and **Incubator Hubs** where new ideas are Challenged e.g. Athens Digital Lab, Elevate Greece

Technology provider and innovation partner in **Innovation Hubs** Where applications, business Models and solution are re- invented to serve the future

**NOKIA**