

Beyond the 5G hype: the opportunity for connected ecosystems

Implications for procurement professionals

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1. The promise of 5G
2. The emerging use cases
3. The implications for procurement

Trusted Global Innovator

- Customer Experience
- Intelligent Automation
- Data and Intelligence
- Internet of Things
- IT Optimism
- Cybersecurity

#8
Services provider globally

\$19BN
Annual Revenue

NTT DATA
UK

6 key industries

£41M
Invested in the UK in 2018

£68M
Further Invested in 2019

+20%
yoy growth



THE EPWORTH
Our Digital Innovation Centre

Changing lives

NTT Data
Global

+30%
yoy growth

\$3.6BN
Annual R&D investment

NTT

\$120BN
Annual Revenue



120
Years of heritage

50+
Countries

- TEAM BRIT
- Prince's Trust
- 50% Club
- Lawrence's Life
- The City's Network
- Stonewall

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At NTT Group we have a long history of innovation in technologies enabling better experiences

MoMA exhibition of Emoji (original set of 176). Shigetaka Kurita, NTT DOCOMO. 1998–99



Increasingly the
distinction between
communications
and technology
solutions is
unhelpful



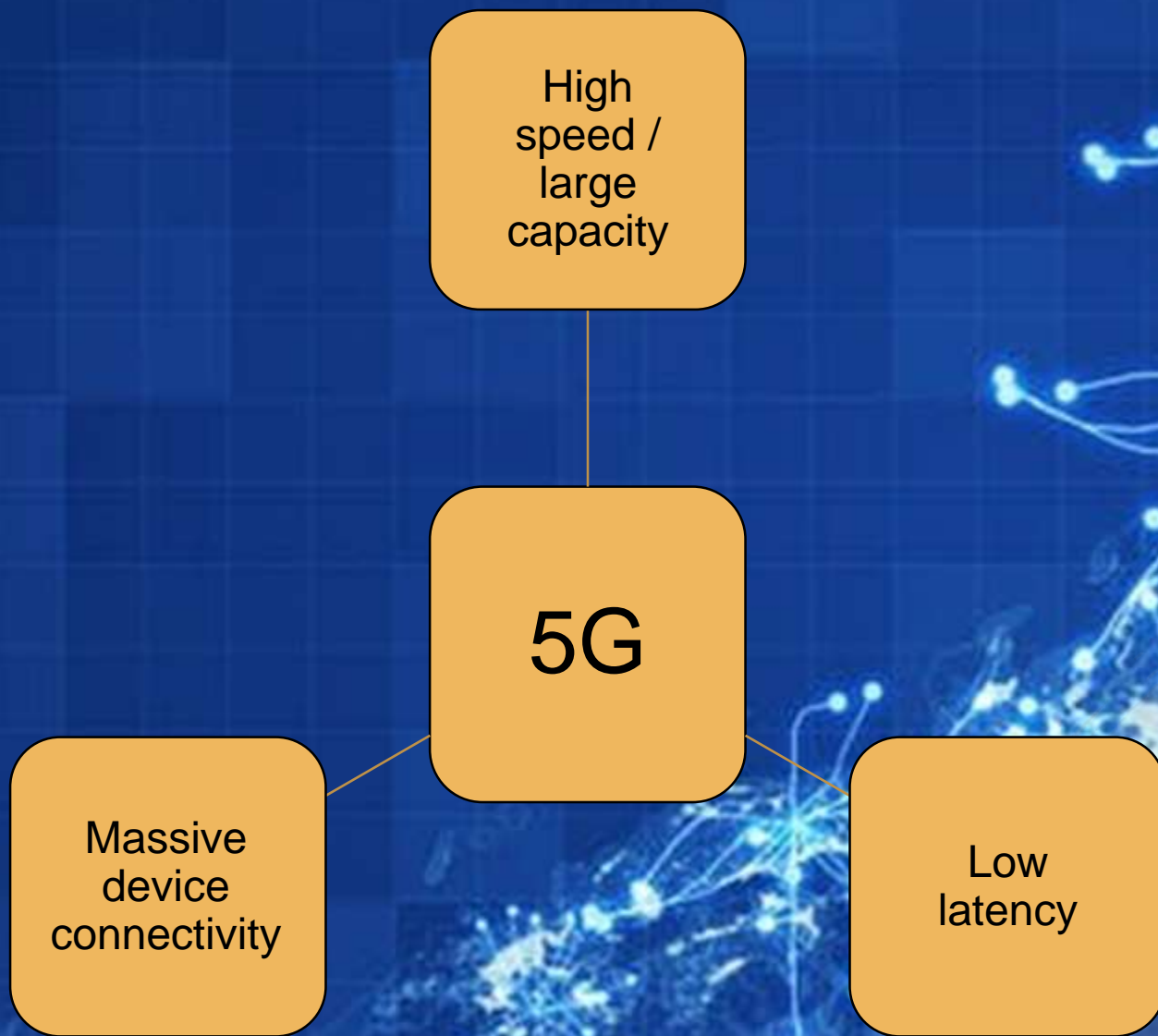


This is the
direction ...

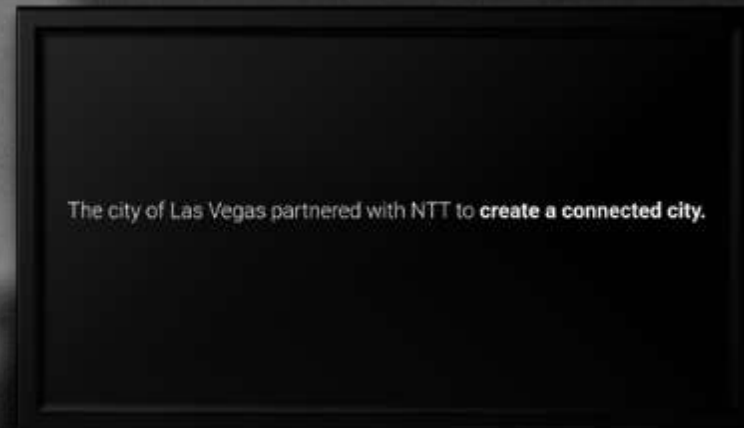
... but we
ain't there yet.



MIND THE GAP



The key elements of the 5G promise



Key commercial use case areas are still emerging but smart connected products and services will be at their centre



THIS WAY

THAT WAY

ANOTHER WAY

What does this mean for how to procure 5G and smart solutions?



The value is likely to be in the “eco-system”... so seek the new business model and cost saving opportunities



Exploratory use cases
means collaborative
innovative partner
agreements





Smart products & services will require joined-up procurement across communications and technology



Opportunity for procurement to enable better “sell-side” success

Key takeaways

5G hype has overtaken reality, but this should not lead you to ignore 5G altogether

There are gaps in the delivery and understanding of smart products into the market place

Value in the eco-system – build new business models

Collaborative exploratory partner agreements

Joined-up connectivity and technology procurement

Opportunity for procurement to enable better “sell-side” success

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Together we can move mountains.

Thank you. 😊