Dennis Nikles
Vice-President IOT
Deutsche Telekom
5G capabilities as a game-changer for automotive connectivity
About the speaker

Dennis Nikles

CEO | Deutsche Telekom IoT

- Experienced C-Level executive with a demonstrated history of working in the telecommunications industry
- Highly interested in different subjects including sustainability, digitization, connectivity and the IoT
- More than five years of experience in leading positions in the field of M2M & IoT
- Expert in IoT Sales & Portfolio
- Academic background: Bachelor in Business Economics (FH Darmstadt)
Our growth journey in IoT

- People: 800+
- Customers: 12k
- Revenue growth: 16%
- Solution growth 2017-2020: 78%
- Platform partners: Cisco Control Center, 1nce, Ericsson DCP
- Roaming partners: 600+
- Cloud-based Zero-touch provisioning
- Modular offerings: Edge, Private networks
- Security experts: 2000+
- Geographic coverage: 243
- NB IoT Service Footprint: 22 countries (27 networks)
- Connections: >43M
- Automotive as key industry
Since 2010 Deutsche Telekom is a reliable partner for OEMs for global connectivity

- Remote Services and first mass-market private ECall
- Alternative Pricing Models
- Consumer e-SIM Customer Experience - Home like UX
- Managing Swap of large car Fleets
- First connected fleets in EU with telematic services
- Worldwide rollout Connected Services
- Precise positioning

- 2010
- 2014
- 2016
- 2017
- 2020
- 2021
- 2022
- 2023
Our global value proposition for IoT customers

- Single global team (sales & service)
- Global contracts with global SLAs
- Global billing or global usage reporting with local billing

Best native transatlantic networks
- Unrivaled trans-Atlantic native networks
- Complemented with a truly global footprint
  - NB-IoT, LTE-M, 5G

Truly global partner

T-IoT Unlimited
IoT-as-a-Service
Visibility across all global assets

Simplifying the complexity of IoT
What’s new with 5G SA and what’s in it for Automotive Industry

Slicing will divide the 5G network into dedicated areas allowing for the OEM to use its own slice with...

- Quality of Service
- Dedicated Bandwidth
- Low latency
- Highest Security

Creating an own “instance” of the 5G network to the OEM

OEM slice with dedicated capacity for authenticated vehicles and applications
What’s new with 5G SA and what’s in it for Automotive Industry

Collision avoidance warning

Vehicle-2-X-ecosystem

Tele-operated driving

Cross-border operation

Smart parking

Smart traffic management
CAMARA – The Telco Global API Alliance

What it is and benefits

1. Open source project
2. Linux Foundation & GSMA Operator Platform Group
3. Harmonization of APIs across the Alliance Partners
   …leading to industry benefits:
1. Availability across telco networks and countries
2. Seamless customer experience
3. Acceleration of technology development and commercial adoption
4. Enable application portability

Customer PoC for Quality on Demand (QoD)

Automated Valet Parking with BMW & Valeo announced at MWC

Who is in

AT&T  Microsoft  IBM  Telefónica  vodafone  KDDI  T-Mobile

How it works

Application

Service API

Exposure Gateway

Transformation Function

NT/IT/Others

Operator 1

Operator 2

Network API

E/W
In a nutshell

1. DT IoT has what it takes to meet the Automotive industry with the capabilities needed.
2. 5G upgrades the game of in-car connectivity to enable mission critical services.

Contact us: https://iot.telekom.com