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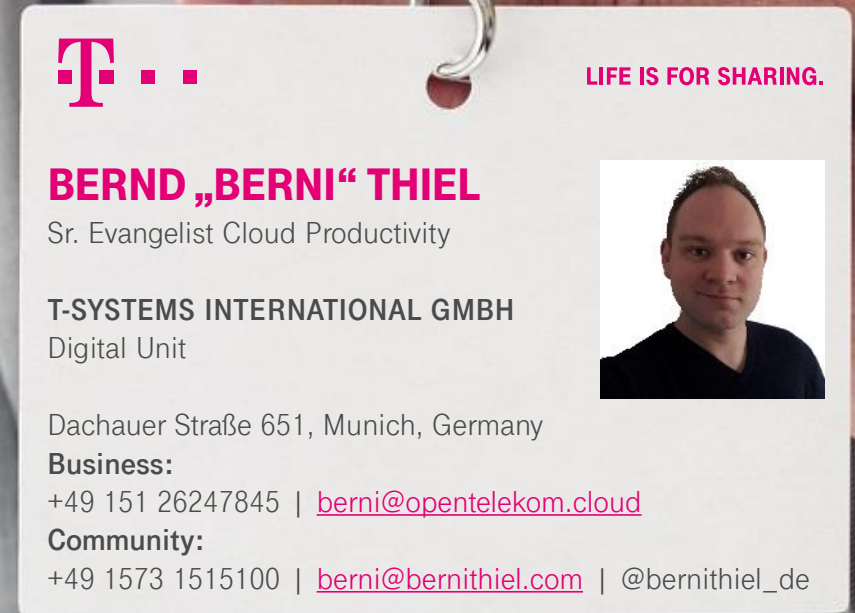
SAMSUNG



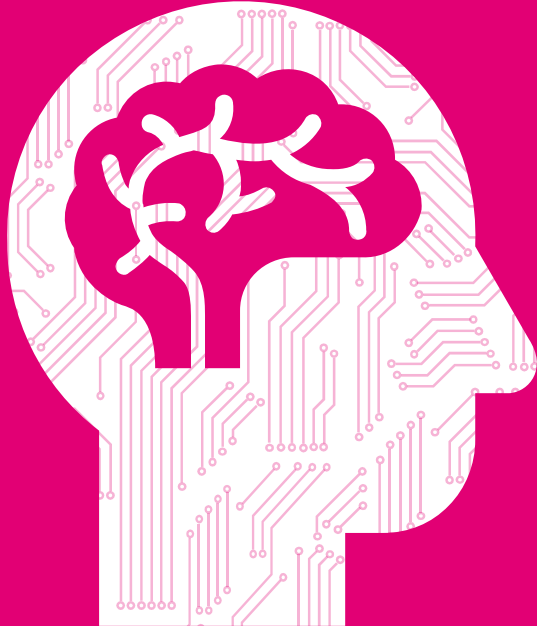
OPEN TECH THOUGHTS

11111100010

BUSINESS CARD



AGENDA



AI/KI

- **COMMUNITY LIVES FROM COMMUNITY**
 - ABOUT ME & OUR CHALLENGE
 - ABOUT OUR ALLIANCE
- **GOAL OF THE SESSION**
- **WHAT**
 - IS AI
 - OK BUT WHY ROI
- **AI BASED ROI**
 - DIABATES & AI
 - “I FEEL I HAVE FORGOT SOMETHING”
 - AI BASED SSON
 - AI BASED TCO WORKLOAD-MOVEMENT
- **Q&A**

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LIFE IS FOR SHARING.

No money to invest? How can ROI and AI match! Level 300/400

06/07/2018

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APPLY AS...

TelekomCloud based on Openstack
www.opentelekom.cloud

...SUPPLIER

(Develop)



Is somebody who helps us to stabilize and optimize our platform with functions and features.

...PARTNER

(Host)



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...INTEGRATOR

(Integrate)



Your work as a consulting and integration partner. You will be invited based on project requests.

...CUSTOMER

(Use)



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SUMMARY TO GO

- AI based Cloud Platform
- Quantity based Pricemodel (Fixprice per Timeindicator)
- Based on Open Code (Openstack) <https://www.openstack.org/foundation/companies>
- Based on Local Based Legal (e.g. SWE-SWE, DE-DE)
<http://compliance.opentelekom.cloud>
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Evangelist/Libero, Investor/Mentor,
Technology Enabler, Strategy Enabler

BERND „BERNI“ THIEL

T-SYSTEMS INTERNATIONAL & TECHNOLOGY INFLUENCER

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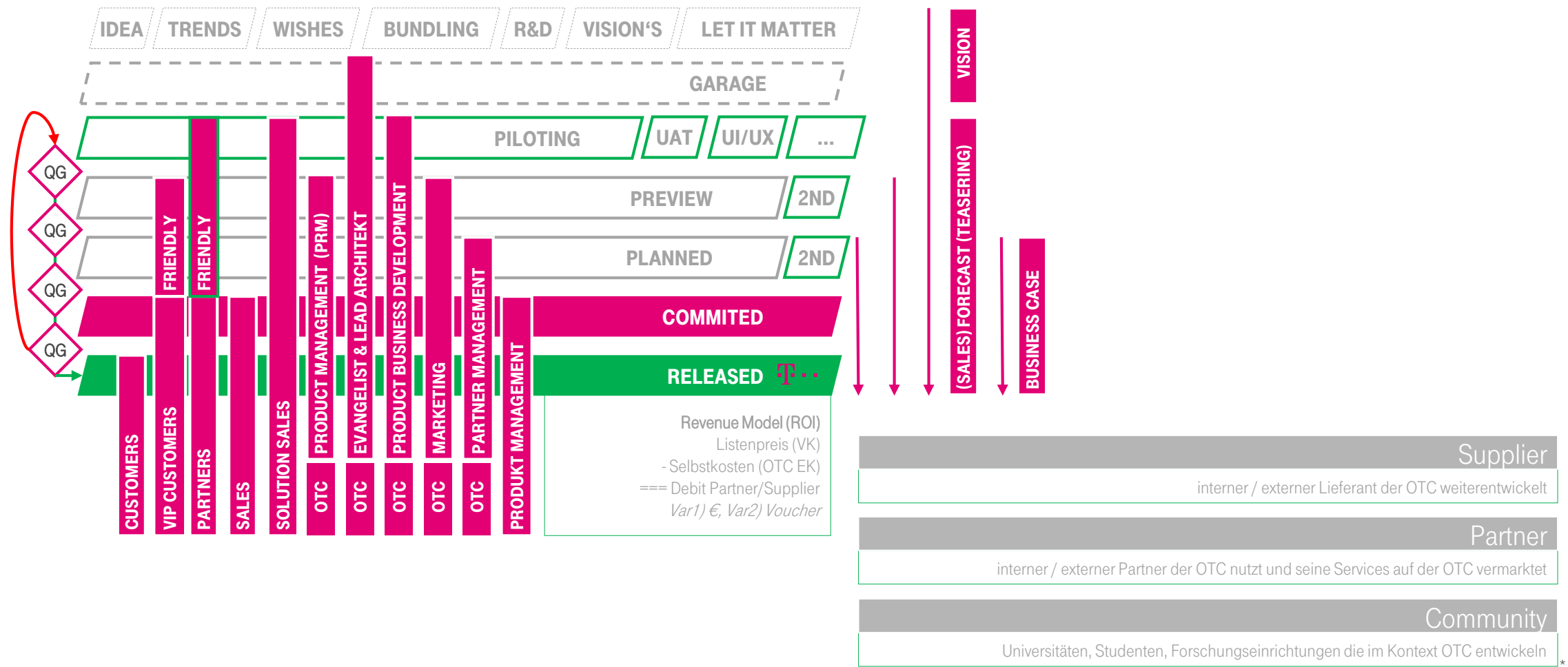
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ABOUT OUR ALLIANCE

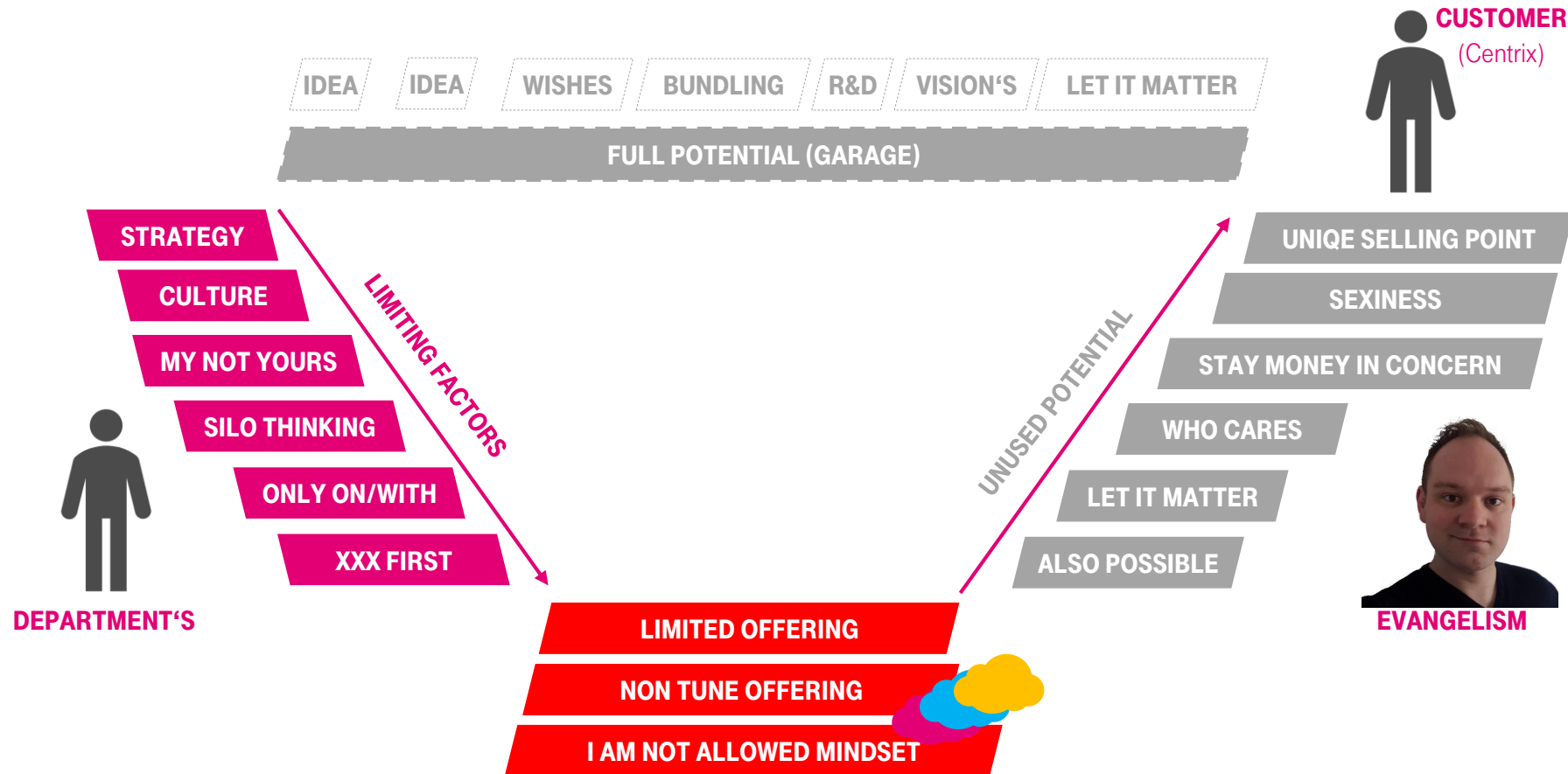


ABOUT OUR CHALLENGE



EVANGELISM TELEKOM CLOUD

LEVEL 100



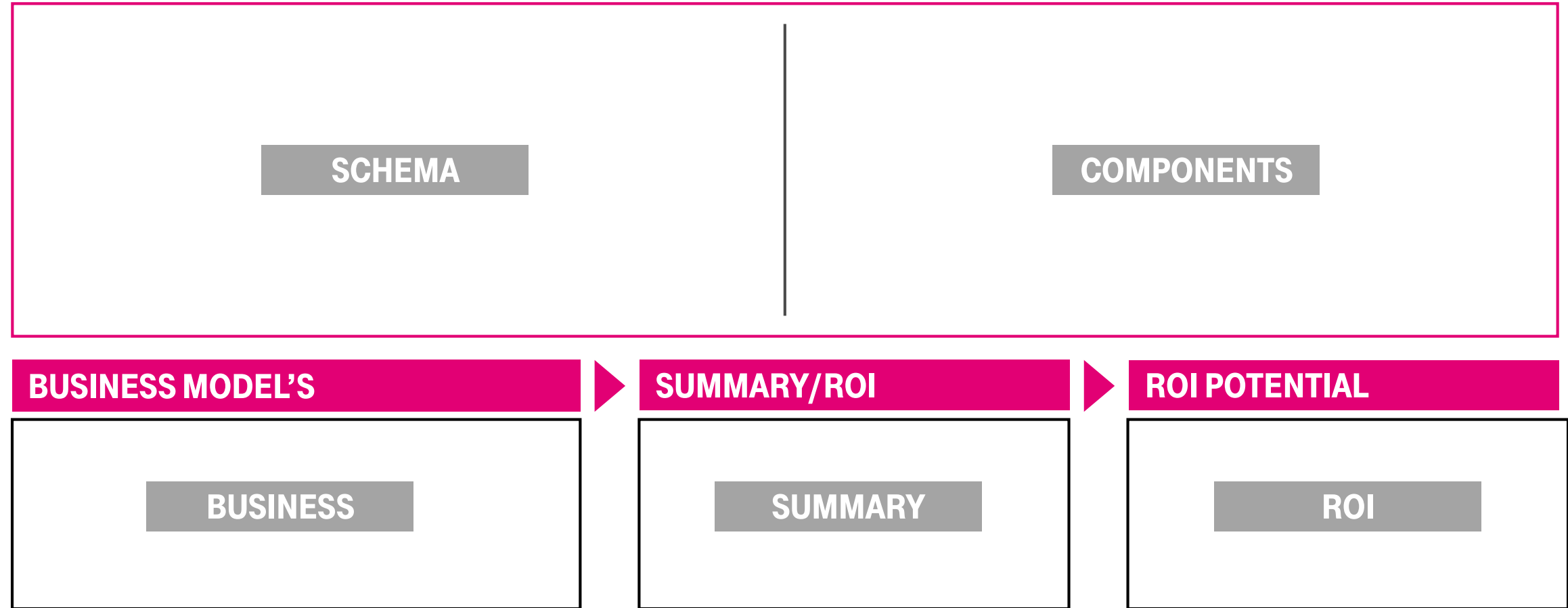
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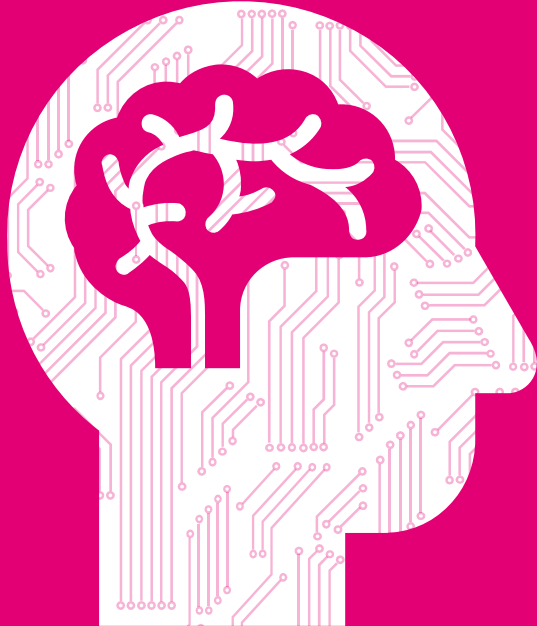
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AI BASED ROI

EXAMPLE: TEMPLATES





AI/KI

WHAT IS... & WHAT YOU NEED FOR... ...ARTIFICIAL INTELLIGENCE (AI)

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ARTIFICIAL INTELLIGENCE (AI)

WHAT IS...



Artificial Intelligence (AI)

Cognitive Services
Machine Learning
Deep Learning
High Performance Computing
Business Intelligence
Big Data & Analytics
Internet of Things
AR/VR/Mixed Reality
Hybrid/Public/Edge
...

COMBI-
NATION
OF

Pillars

Connectivity

Hardware

Cloud

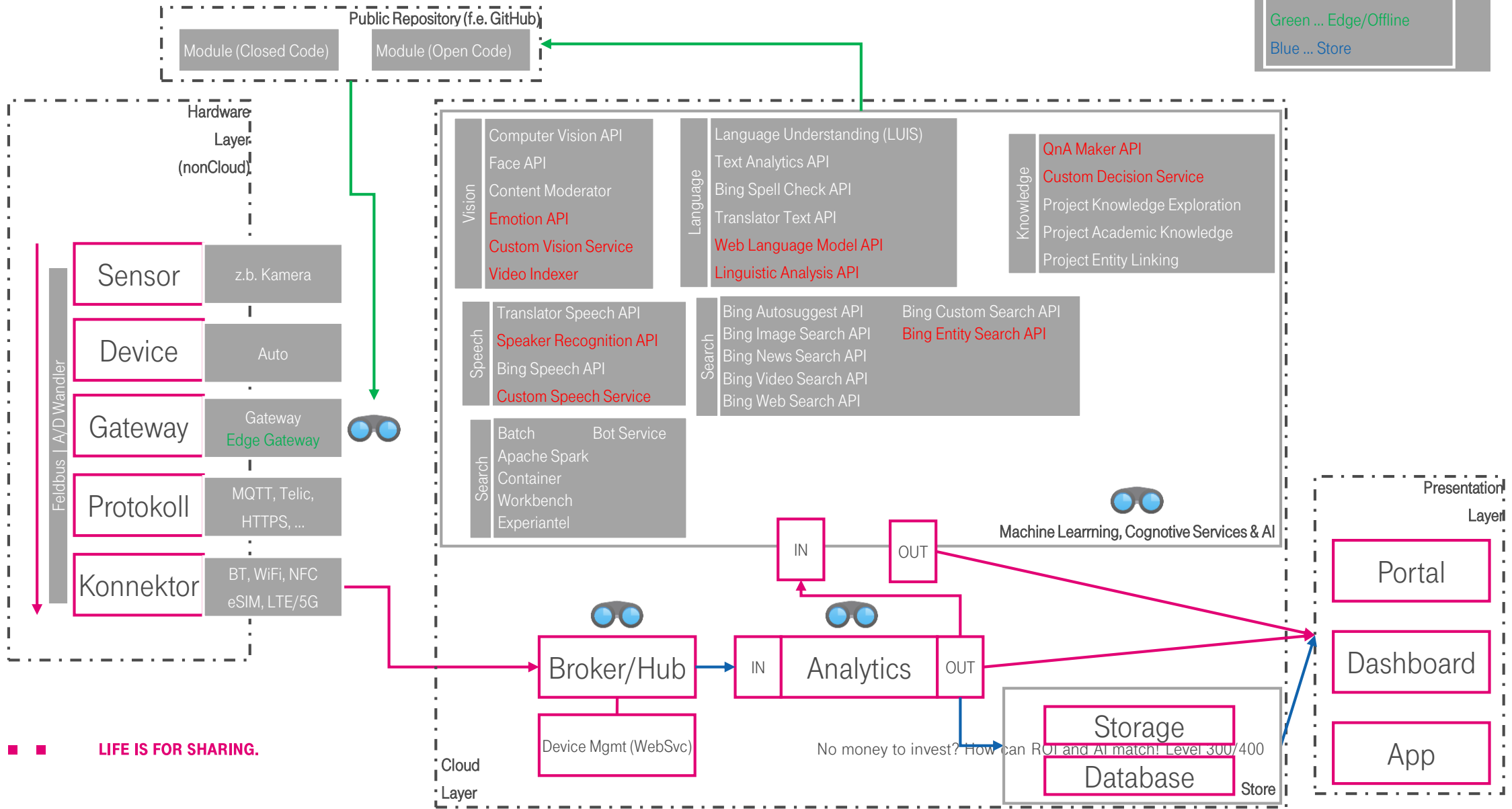
Software

Logic

Solution

AI NEED'S
REALTIME

INDUSTRIAL INTERNET OF THINGS (IIOT)



ARTIFICIAL INTELLIGENCE (AI)

WHERE IT INTERACT... (INTERACTIVE)



EVANGELISM TELEKOM CLOUD

LEVEL 300

Multi Cloud

Artificial Intelligence (AI)

Cognitive Services

Machine Learning

Deep Learning

High Performance Computing

Business Intelligence

Big Data & Analytics

Internet of Things

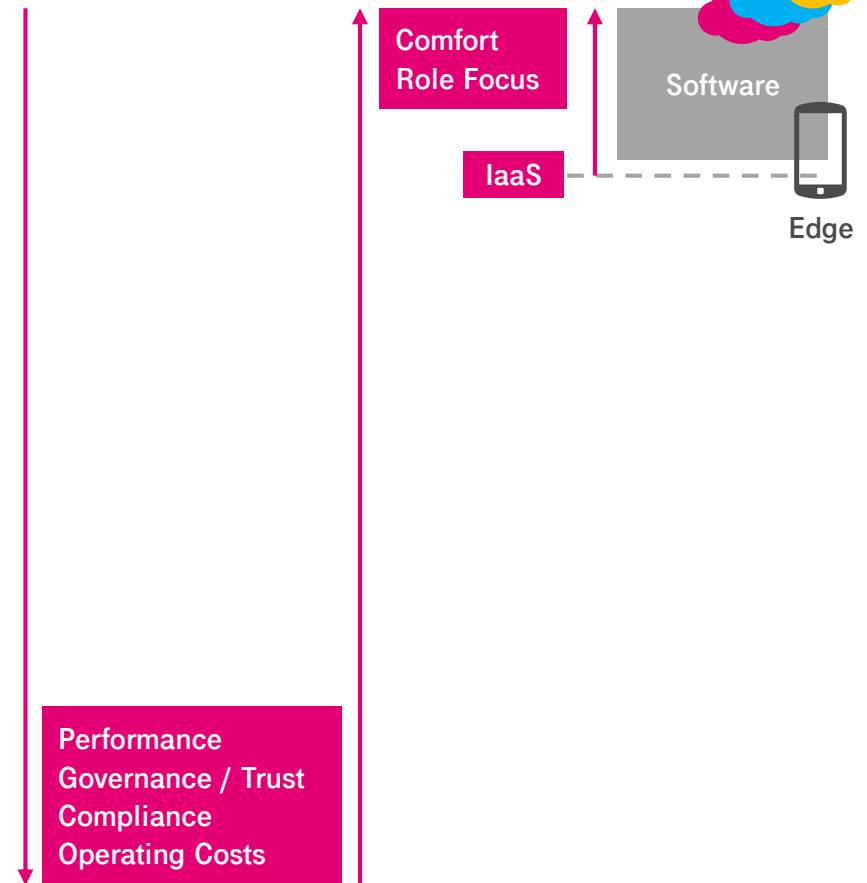
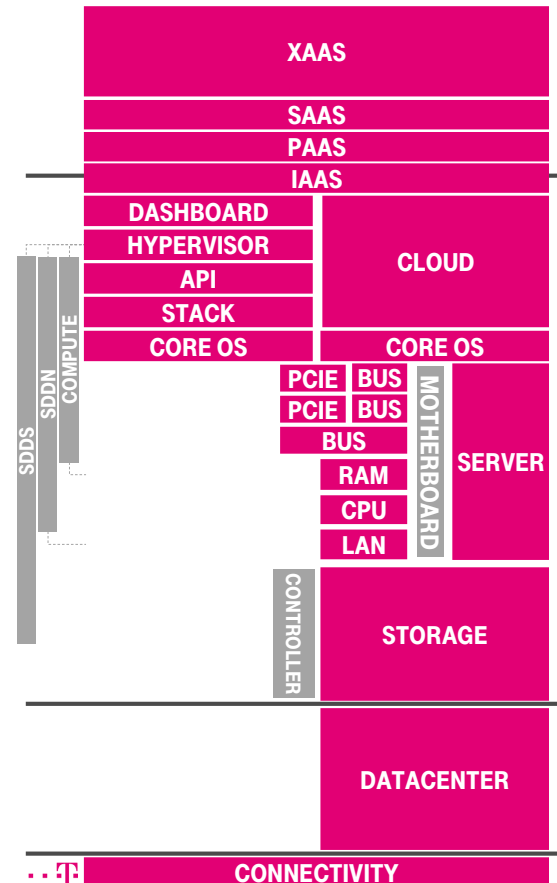
AR/VR/Mixed Reality

Hybrid/Public/Edge

...

COMBI-NATION OF

AI NEED'S REALTIME

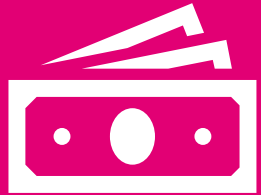


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MONEY



TIME



SEXINESS

...OK...

**BUT WHY RETURN OF INVEST?
(ROI)**

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DIABATES & AI
"I FEEL I HAVE FORGOT SOMETHING"
AI BASED SSON (INTERACTIVE)
AI BASED TCO WORKLOAD-MOVEMENT (INTERACTIVE)

HOW ARTIFICIAL INTELLIGENCE ENABLE C-LEVEL FOR INVEST... THE ANSWER: AI BASED ROI

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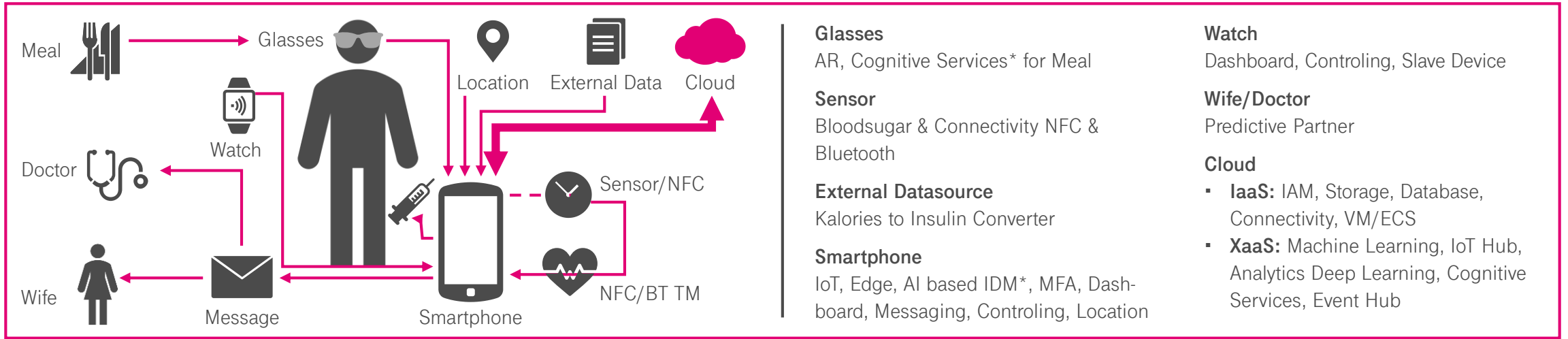
AI BASED ROI

EXAMPLE: DIABETES & AI TOGHETER



EVANGELISM TELEKOM CLOUD

LEVEL 400



BUSINESS MODEL'S

- Bloodsugar Sensor
- NFC to Bluetooth Transmitter
- Device & App (Open Code)
- Insulin Pump
- Argumented Reality Glasses
- Meal
- Geolocation
- Message
- AI based Cloud Solution

**COSTS IN SUM
8400USD PER PERSON**

SUMMARY/ROI

- Save Life
- Predictive Maintenance
- Reduce Risks
- Training Initiative
- Help to React
- Reduces Stress
- Reduces Costs for Insurance

ROI POTENTIAL

- Inplace Marketing
e.g. Apple or Snickers
e.g. Water or Coke
e.g. Mapping with chefkoch.de
- Healthy Life
- Blood sugar tolerance

**COSTS AFTER AI
1200USD PER PERSON**



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*Edge

AI BASED ROI

EXAMPLE: DIABETES & AI TOGHETER | Q&A



EVANGELISM TELEKOM CLOUD

LEVEL 400

Glasses

AR, Cognitive Services* for Meal

Sensor

Bloodsugar & Connectivity NFC & Bluetooth

External Datasource

Kalories to Insulin Converter

Smartphone

IoT, Edge, AI based IDM*, MFA, Dashboard, Messaging, Controlling, Location

Watch

Dashboard, Controlling, Slave Device

Wife/Doctor

Predictive Partner

Cloud

- **IaaS:** IAM, Storage, Database, Connectivity, VM/ECS
- **XaaS:** Machine Learning, IoT Hub, Analytics Deep Learning, Cognitive Services, Event Hub

BUSINESS MODEL'S

SUMMARY/ROI

ROI POTENTIAL



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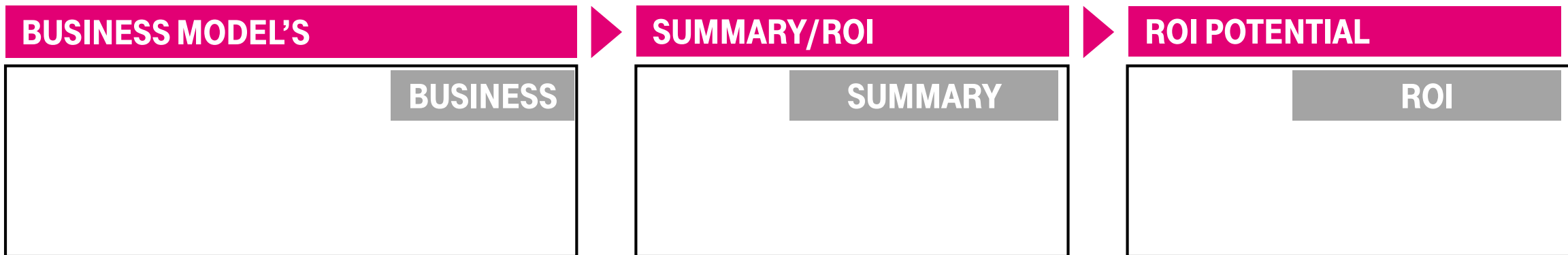
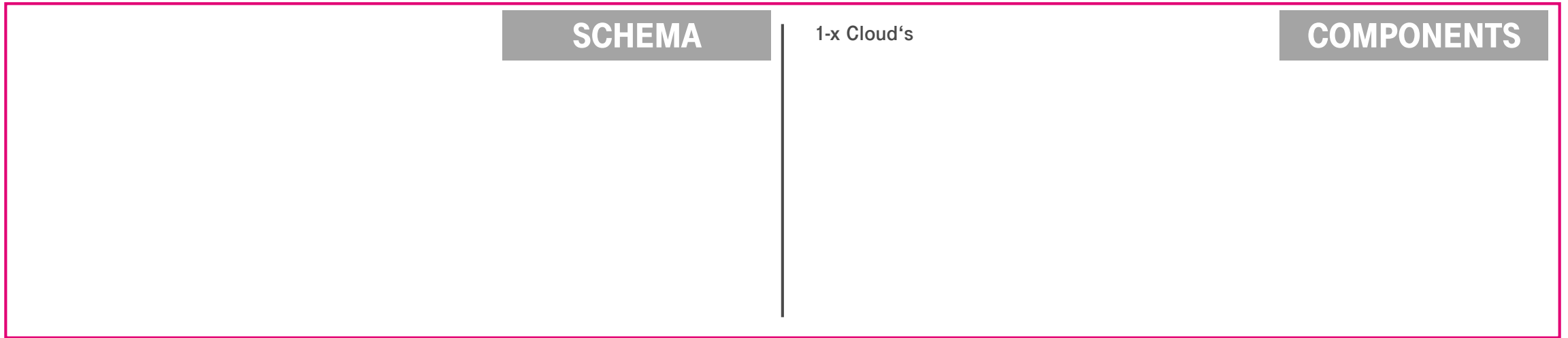
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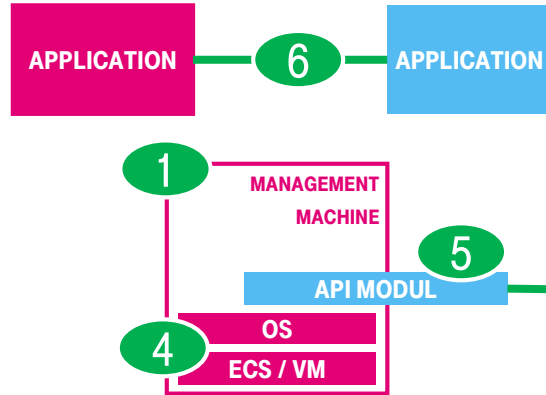
AI BASED ROI



EXAMPLE: AI BASED TCO WORKLOAD-MOVEMENT



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1. DEFINITION MASTER CLOUD
2. PHYSISCHE KOPPLUNG
3. VIRTUELLE KOPPLUNG
4. ERSTELLUNG MGMT MACHINE
5. INSTALLATION API MODUL
6. FEDERATION APPLICATION

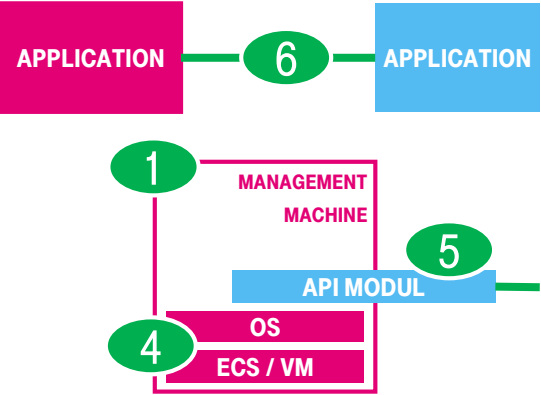
EMPFEHLUNG

Legende j ... ja n ... nein iW ... in Arbeit OoS ... Out of Scope OTCP ... OTC Public OTCH ... OTC Hybrid Red ... 3rd Party L ... Limited Eq ... Equinix																				
		Open Telekom Cloud - Public	Open Telekom Cloud - Hybrid	AWS	AWS Storage Gateway	AWS RDS	AWS S3	AWS Snowball	MSFT Azure	MSFT Azure Stack	MSFT Azure Germany	MSFT Office 365	MSFT Office 365 Germany	MSFT System Center	MSFT StoreSimple	Google Cloud Platform	Google Cloud Hybrid (Cisco)	Alibaba Cloud	Vmware	Vmware on AWS
Public		j	j	j	j	j	j	j	j	L	L	j	L	n	L	j	n	j	n	n
Hybrid		n	j	n	j	j	j	j	n	L	n	n	n	n	L	n	L	n	L	L
Hybrid Link				Link																
Private		n	j	n	n	n	n	n	n	L	n	n	n	j	L				j	n
OTC Account IU	CAT1	CAT1	iW						iW							iW		iW		iW
OTC Tennant IU	CAT1	CAT1	iW						iW							iW		iW		iW
OTC Budget IU	CAT1	CAT1	iW						iW							iW		iW		iW
Control by ServiceNow		j	OTCP	j	n	n	n	n	j	L	j	j	L	j	n	j	n	L	j	n
Control by SM9		j	OTCP	j	n	n	n	n	j	L	j	j	L	j	n	j	n	L	j	n
Control by Remedy		j	OTCP	j	n	n	n	n	j	L	j	j	L	j	n	j	n	L	j	n
Control by WebSvc		j	j	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API
Control by API		j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	L	j	j	j
Control by SDK		j	j	j	L	L	j	j	j	L	j	L	j	L	L	j	L	j	L	L
Control by CLI		j	j	j	n	n	j	n	j	j	L	j	L	j	L	j	L	j	L	L
Connectivity Physical		j	j	T+Eq	OTCH	OTCH	OTCH	OTCH	T+Eq	OTCH	OTCH	T+Eq	T+Eq	OTCH	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq
Connectivity Virtual (SDDN)		j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j
Federation by SDDN		j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j
Federation by IAM		j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j	j
Billing over OTC		j	j	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n
Billingdata by OTC		j	j	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API



TCO BASED ON API CONNECTED BILLING ENGINE'S TO SHIFT WORKLOAD FROM MARKET TO OTC

LEVEL 300



<div>Legende</div> <div>j ... ja n ... nein</div> <div>iW ... in Arbeit</div> <div>OoS ... Out of Scope</div> <div>OTCP ... OTC Public</div> <div>OTCH ... OTC Hybrid</div> <div>Red ... 3rd Party</div> <div>L ... Limited</div> <div>Eq ... Equinix</div>	Open Telekom Cloud - Public		Open Telekom Cloud - Hybrid		AWS		AWS Storage Gateway		AWS RDS		AWS S3		AWS Snowball		MSFT Azure		MSFT Azure Stack		MSFT Azure Germany		MSFT Office 365		MSFT Office 365 Germany		MSFT System Center		MSFT StoreSimple		Google Cloud Platform		Google Cloud Hybrid (Cisco)		Alibaba Cloud		Vmware		Vmware on AWS	
	j	j	T+Eq	OTCH	OTCH	OTCH	OTCH	OTCH	T+Eq	OTCH	OTCH	T+Eq	T+Eq	OTCH	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq	OTCH	T+Eq		
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Billing over OTC	j	j	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n	n			
Billingdata by OTC	j	j	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API	API		

- 3
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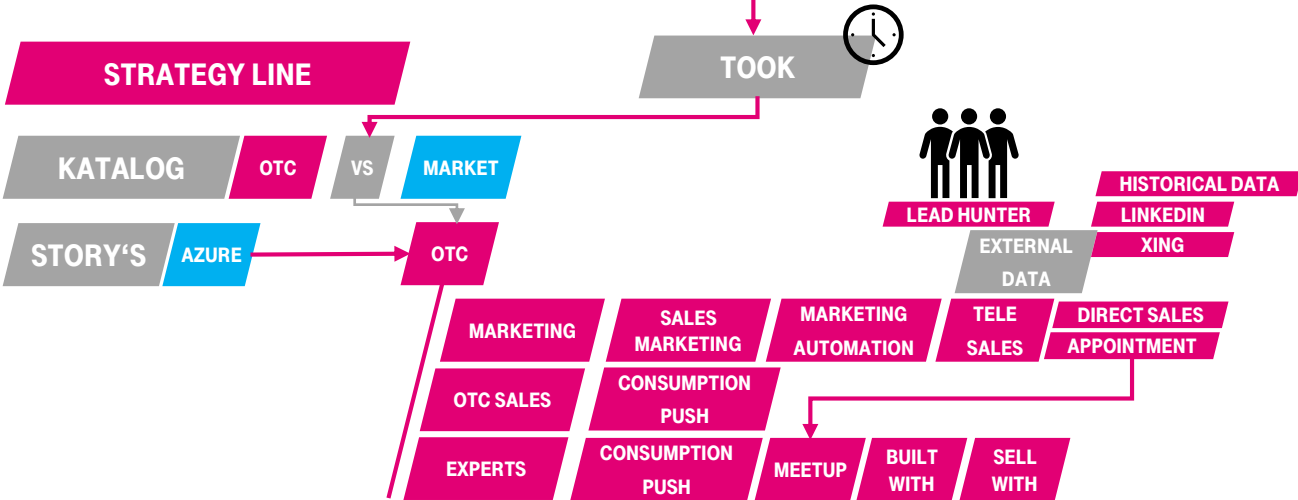
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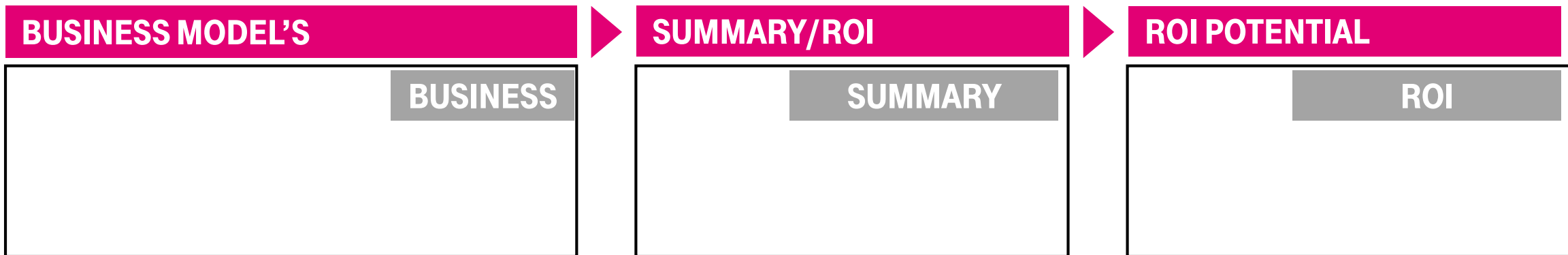
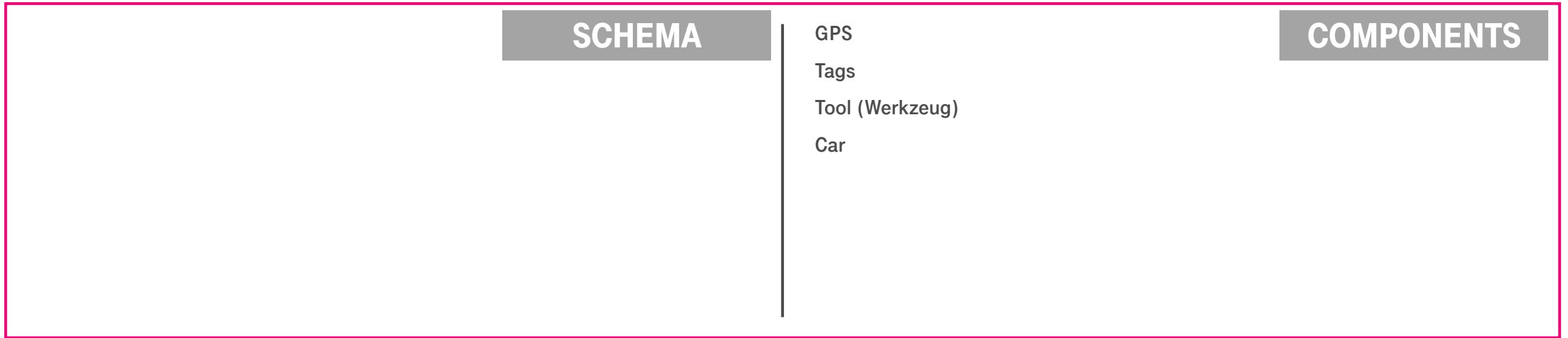
AI BASED ROI

EXAMPLE: I FEEL I FORGOT SOMETHING



EVANGELISM TELEKOM CLOUD

LEVEL 200



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AI BASED ROI

EXAMPLE: AI BASED SSON

SCHEMA		COMPONENTS
		<div>Cognitive Picture, Speach</div> <div>GPS</div> <div>Network (WiFi)</div> <div>Office 365</div> <div>Exchange 2013</div> <div>Webex/Jabber</div> <div>KeyStone (IDM)</div>

BUSINESS MODEL'S	SUMMARY/ROI	ROI POTENTIAL
<div>BUSINESS</div>	<div>SUMMARY</div>	<div>ROI</div>

Q&A

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**THANK
YOU!**
