



Smart+Connected Communities in a Global World

Enabling Economic, Social and Environmental Sustainability

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Agenda

What is Sustainable Smart City?

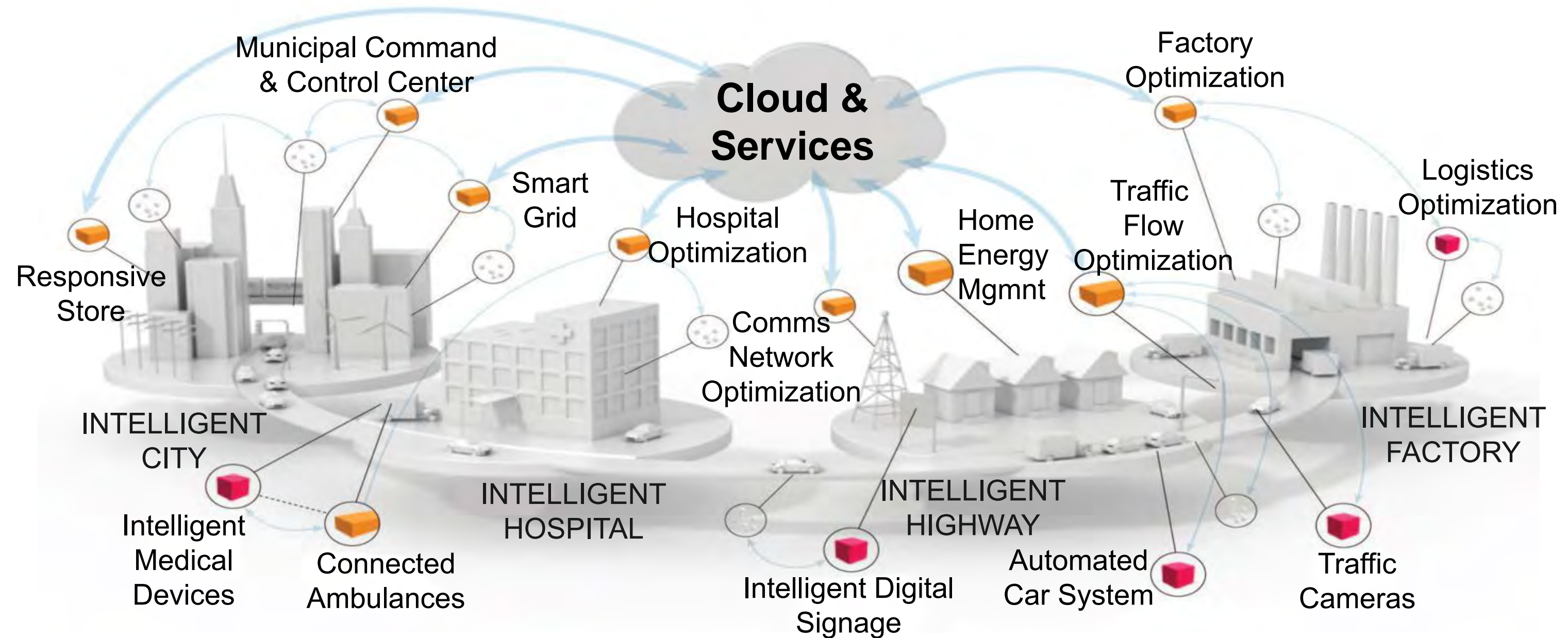
Smart City Framework

Market Opportunity

Business Modelling

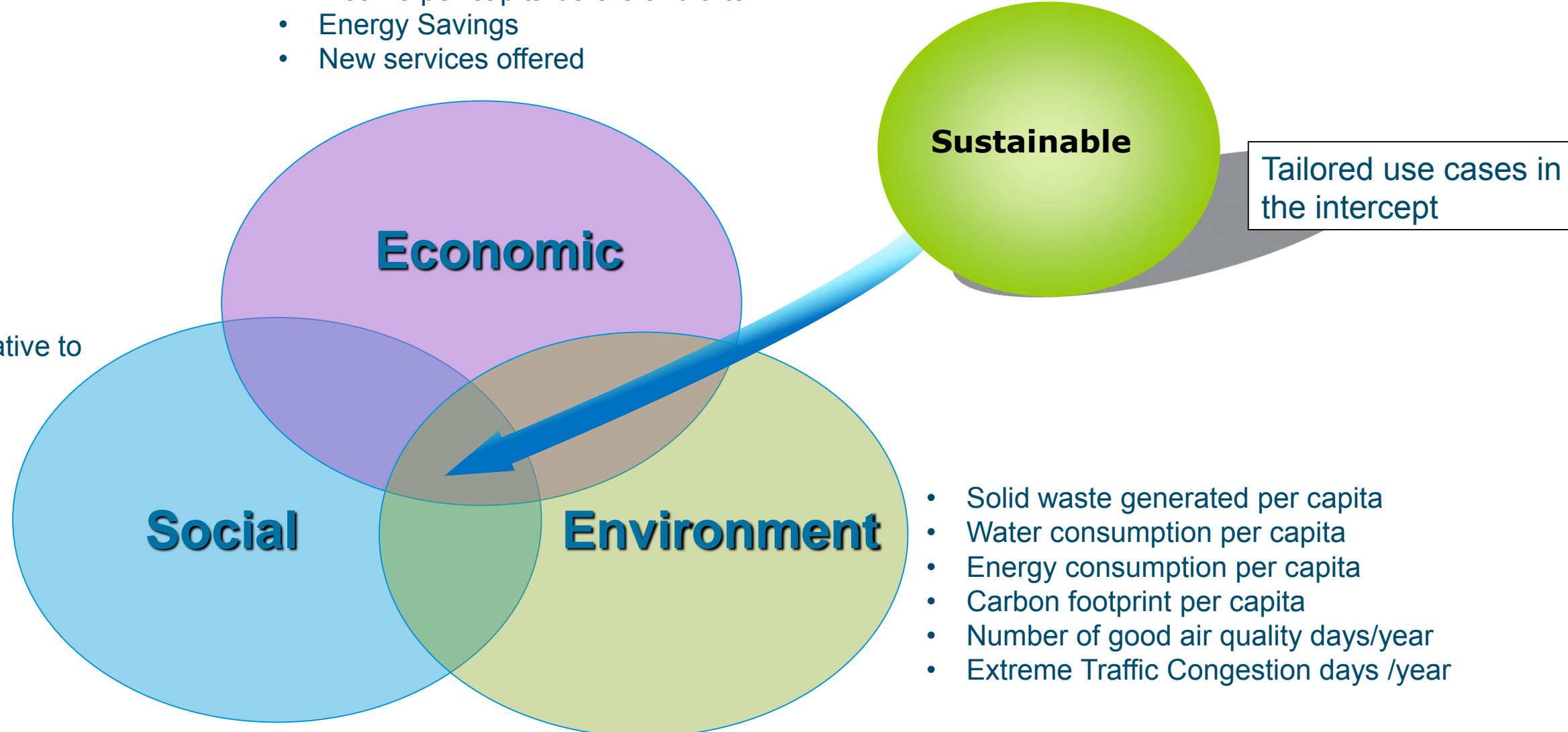
Next Steps

What is Smart City?



What is sustainability?

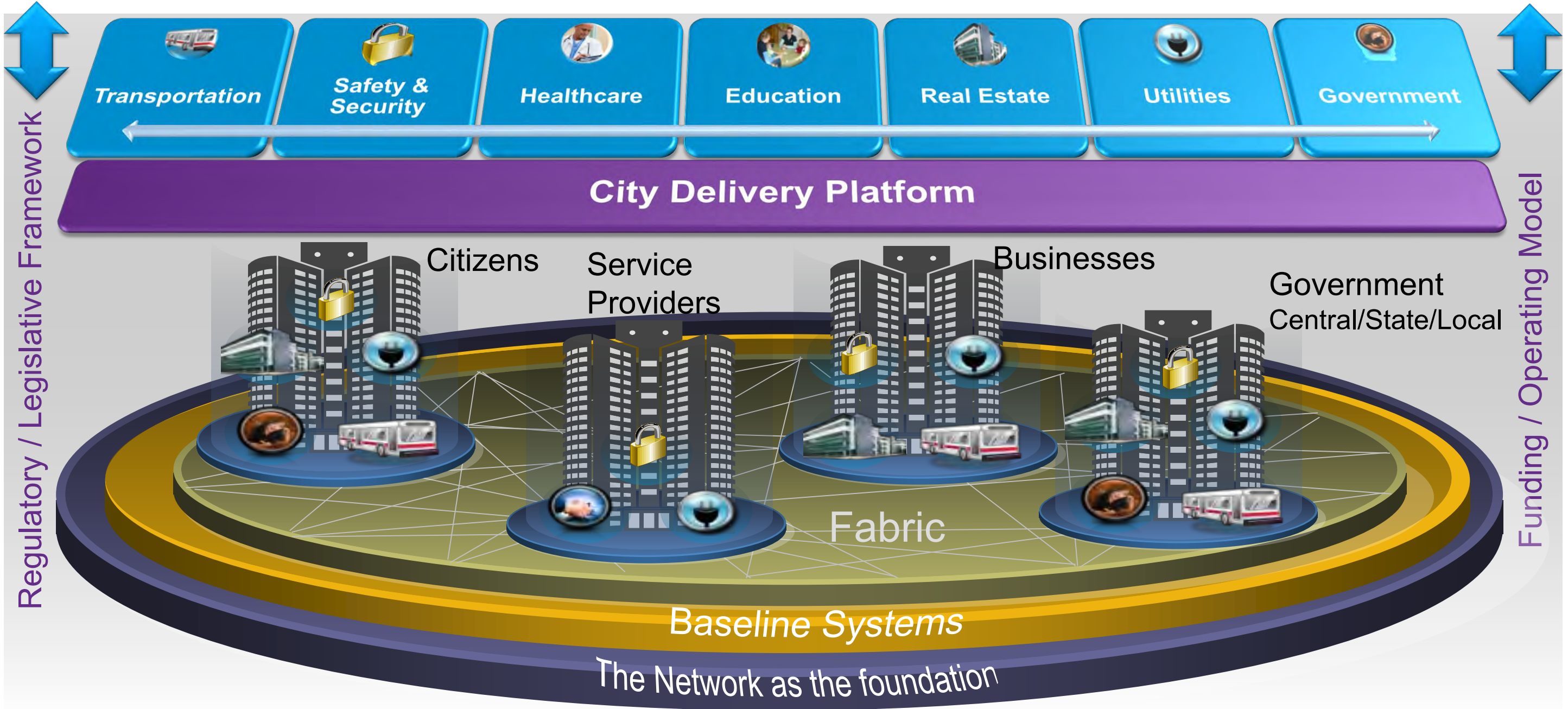
- Jobs Creation
- New company registration
- Income per capita before and after
- Energy Savings
- New services offered



- Distance travelled on public relative to private transport per capita
- Livability Index
- Crime Rates
- Hospital Admission Rates
- Nr graduated from high school

- Solid waste generated per capita
- Water consumption per capita
- Energy consumption per capita
- Carbon footprint per capita
- Number of good air quality days/year
- Extreme Traffic Congestion days /year

Smart City Conceptual Framework



Business Models City Infrastructure as a Service

City Primed
Operator Primed
External Financier Led

City Services Ecosystem

CITY COUNCIL / GOVERNMENT

- Responsible for providing Smart Lighting & Parking Services
- Collects Parking fine/fee from Citizens

CITY SERVICES OPERATOR

- Signs SLA with City to provide Smart Lighting & Parking Services
- Provides City Wifi services to citizens

SERVICE PROVIDER

- Network services (WiFi coverage for all smart services)

ASSET OWNER

- Buys & leases Smart Lighting assets to City Services Operators

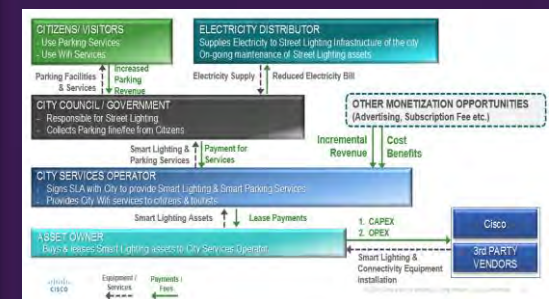
ELECTRICITY DISTRIBUTOR

- Supplies Electricity to Street Lighting Infrastructure of the city
- On-going maintenance of Street Lighting assets

Value Exchange Considerations

- ❑ **City Infra as a Service** – through existing city service operators or any of the key stakeholders or a new operator with SLA with the city
- ❑ **Payment terms** – fixed fee or revenue share
- ❑ **Asset ownership** – city or any of the key stakeholders, could be lighting operator, power distributor, SP, or 3rd financing partner
- ❑ **CapEx spending** – through city procurement process or 3rd party

Customized Business Model



Next Steps

- Tailored City Digitization Strategy
- Targeted Full Service Use Cases
- Regulatory Framework

- Build the ecosystem
- Value Exchange
- Business Model
- Pay as you grow
- End-to-End Architecture

- Measure
- Scale
- Monetize

Program Management

Thank you.

