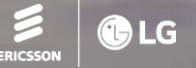


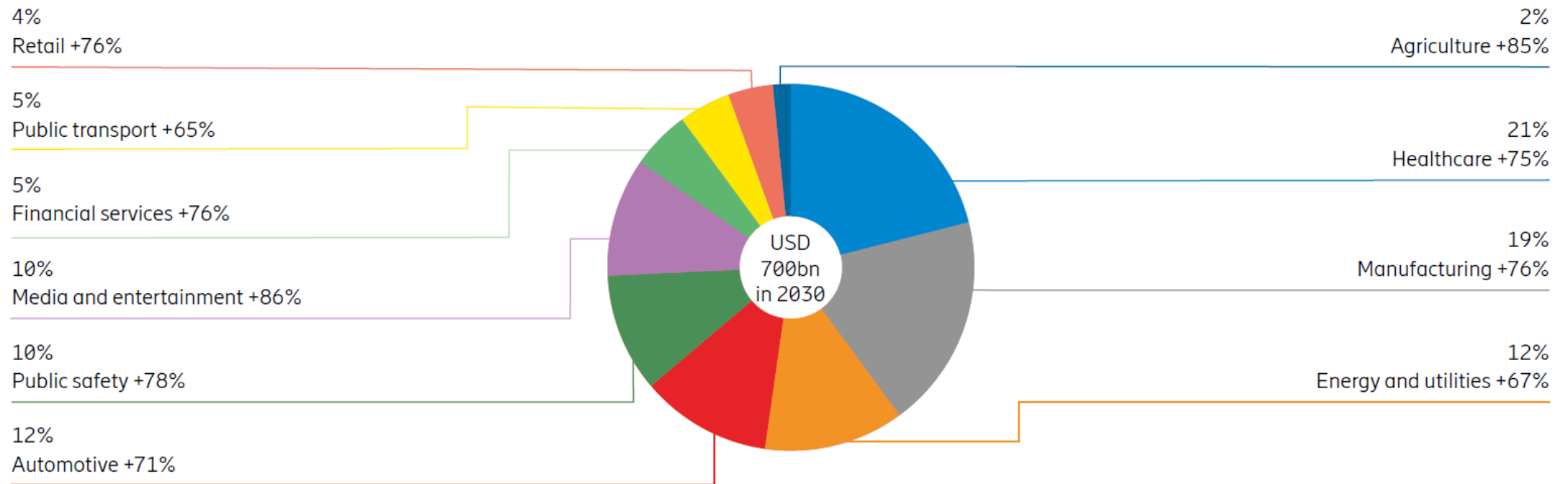
# 5G for business: the rise of wireless



Hakan Cervell  
CEO, Ericsson-LG

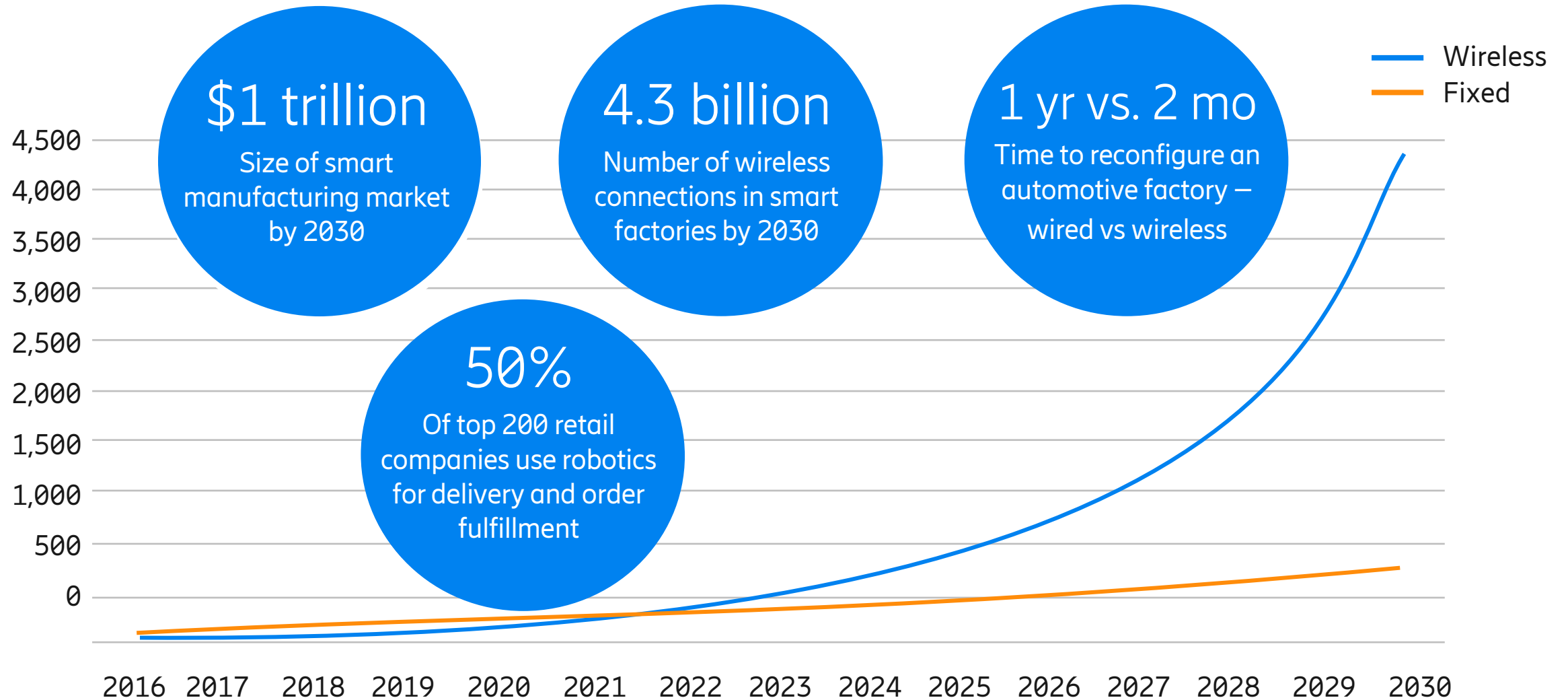
5G Vertical Summit 2020

# 5G-enabled revenue potential across 10 industries



Global service creator, 5G for business addressable market, 2030 share, 2020-2030 CAGR

# The rise of wireless



Global Digital Factory connections, 2016 to 2030

# Unlock digital value of wireless communication

**\$1**

USD per  
square meter per day



**\$ 4 000 000**

Annual value for  
10 000 m<sup>2</sup> factory

## 1. Reduced waste

Reduced waste by digital  
e.g. calibrating a tool just in time.

## 2. Increased flexibility

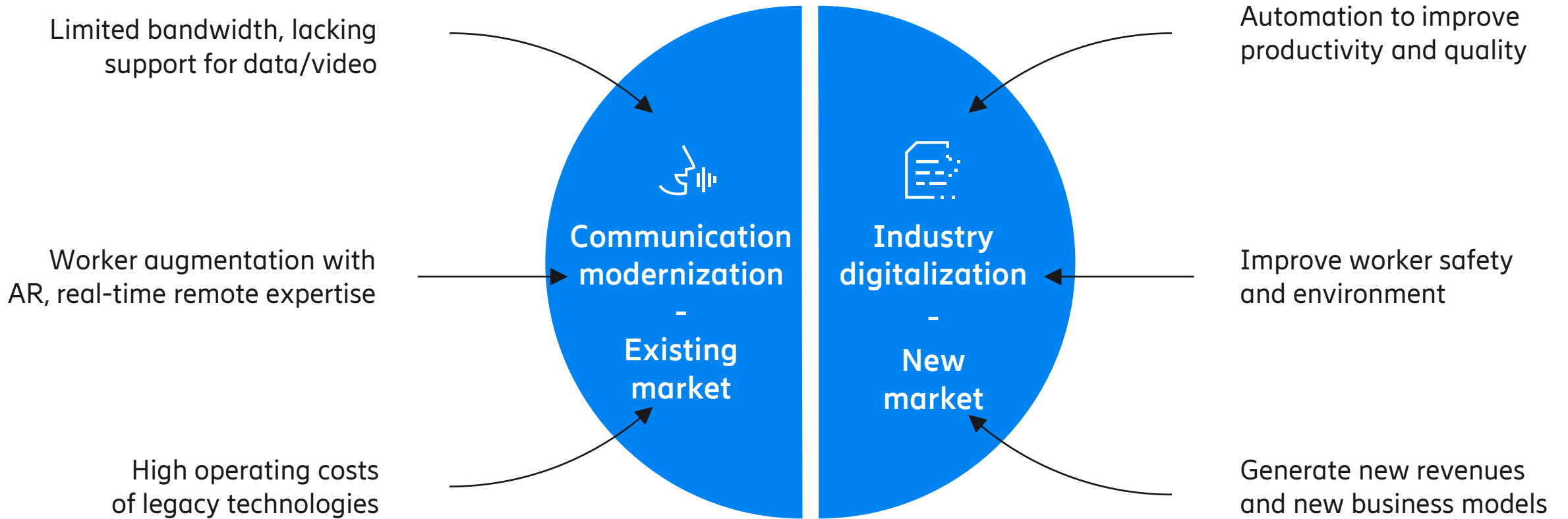
Savings from limiting  
cabling cost with flexible re-  
balancing of factory floor

## 3. New digital services

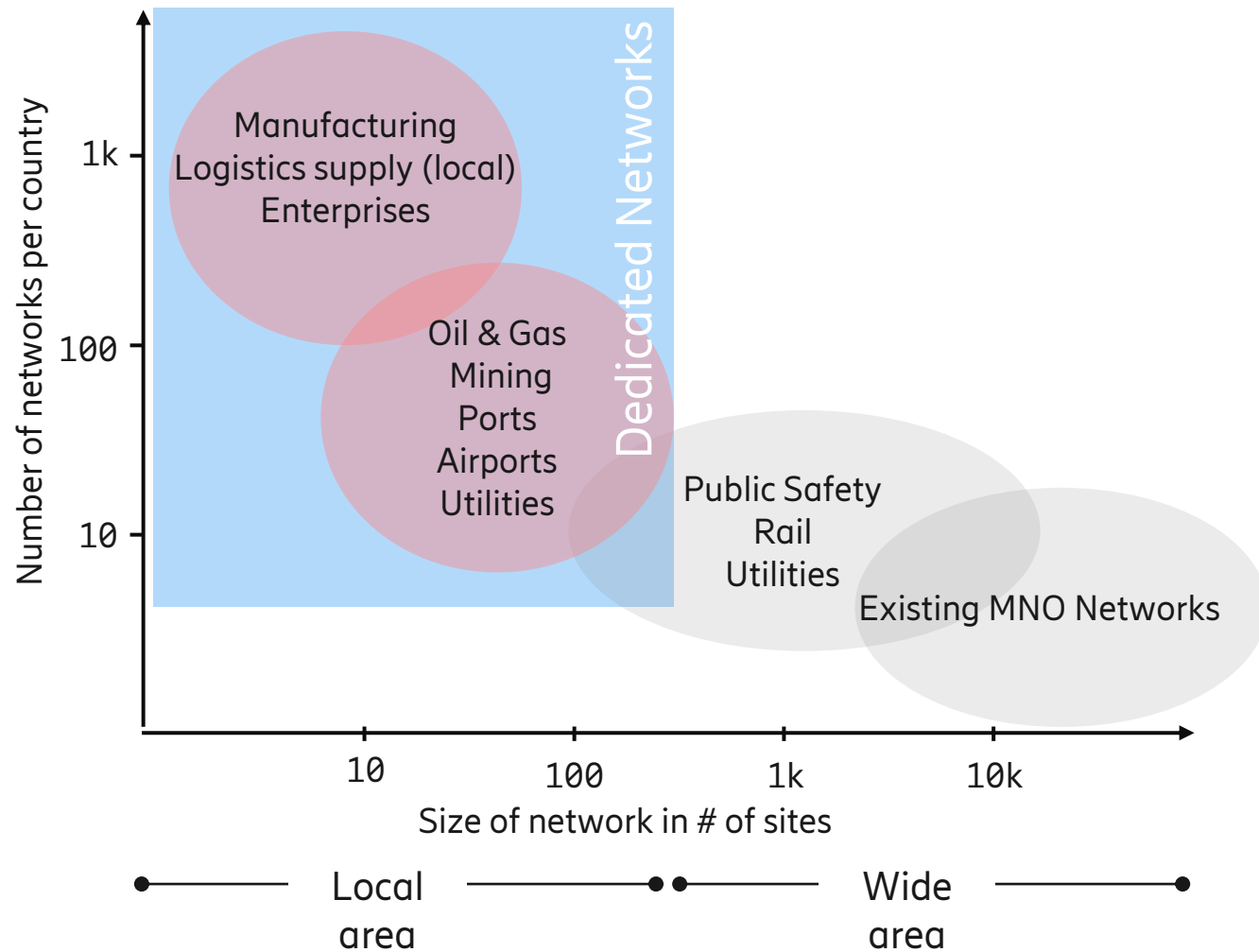
OEE increase with more  
uptime, automation efficiency  
and new services



# Why industries invest in cellular dedicated networks



# Local private networks







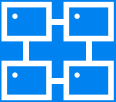
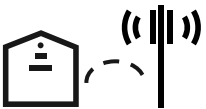
## Technical customer needs

- High availability and resiliency
- Low latency, high throughput
- High security for sensitive data
- Advanced QoS features
- Additional coverage and/or capacity
- Additional services, such as PTT

## Solution customer needs

- Pre-packaged and pre-integrated
- Manageable at scale
- Globally consistent, common SLAs
- Eco system of devices and applications

# Enterprise needs - why cellular?

	Reliability and low latency	<ul style="list-style-type: none"><li>– Licensed spectrum</li><li>– Quality of Service</li></ul>
	Flexible Deployment	<ul style="list-style-type: none"><li>– Full or partial on-premises system</li><li>– Data connectivity only or plus value added services</li></ul>
	Security	<ul style="list-style-type: none"><li>– Cellular based security</li><li>– Secure device authentication</li></ul>
	Capacity & Coverage	<ul style="list-style-type: none"><li>– Various spectrum and bandwidth</li><li>– Indoors and outdoors coverage</li></ul>
	Thriving Ecosystem and Future Proof solution	<ul style="list-style-type: none"><li>– Evolving ecosystem</li><li>– Evolution to 5G</li></ul>
	Seamless Mobility	<ul style="list-style-type: none"><li>– 3GPP global standards</li><li>– Interoperability with commercial mobile networks</li></ul>

# Industry 4.0 wireless ecosystem

Independent software vendors  
 Applications ecosystem  
 Application enablement Platforms  
 Manufacturing Execution Systems (MES)  
 Enterprise Resource planning System (ERP)



Cellular Network 4G /5G (public, sliced, Private Network, Industry Connect)



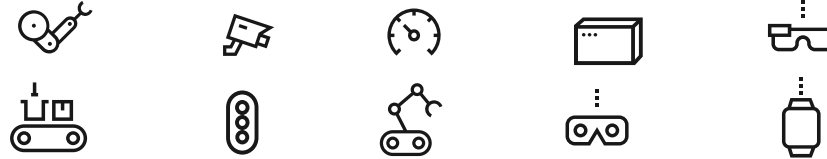
Modules



Cellular Gateways

Current loop  
 Ethernet  
 RS232  
 Analog I/O  
 Digital I/O

Machinery  
 Sensors  
 Actuators  
 Handhelds  
 Wearables



Wired via Gateway or Integrated Module, grid power ← → Integrated with Cellular Module or Chipset, battery

Device partners

Gateways  
 Sensors  
 Actuators  
 Handhelds  
 Wearables



OEMs

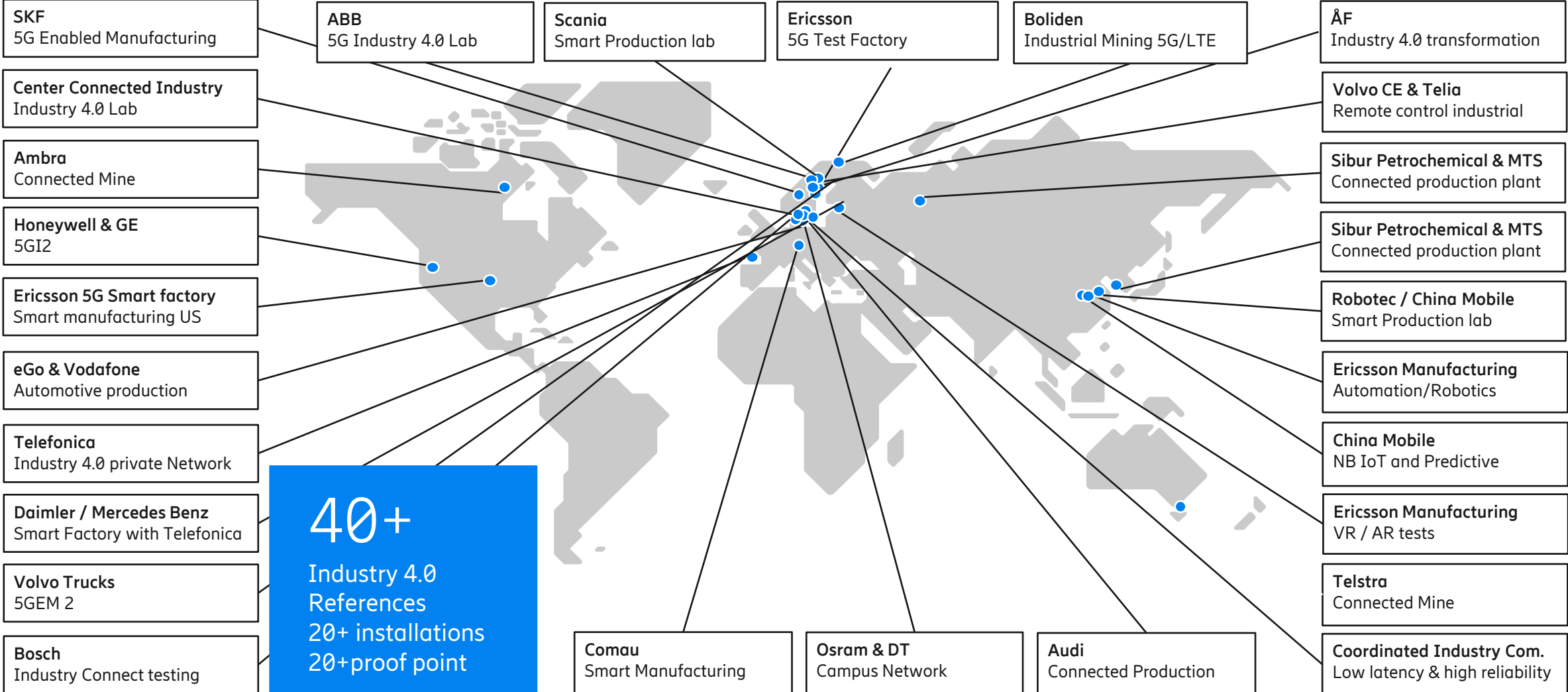


System Integrators



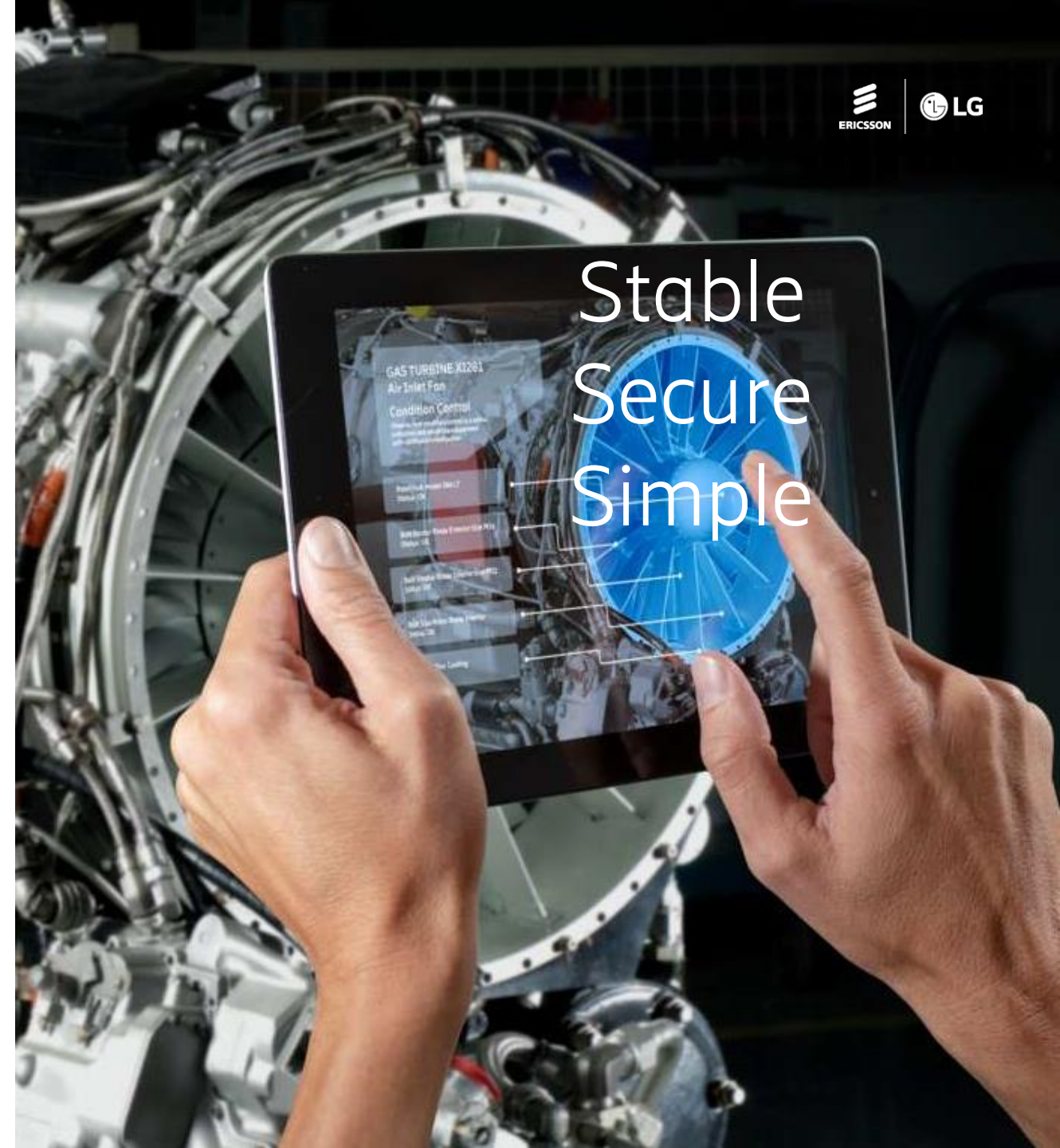


# Smart connectivity – top references



# Dedicated Networks in a nutshell

- Reliable wireless connectivity enables more automation to increase efficiency, productivity, accuracy.
- Dedicated cellular connectivity provides greater reliability and device density, predictable latency and robust security.
- Ericsson Dedicated Networks brings off-the-shelf or tailor-made solutions for industrial environments.
- Our unique ecosystem of over 50 hardware, software, strategic and advisory partners shortens the time of piloting, resulting in savings of time and money.



Stable  
Secure  
Simple

