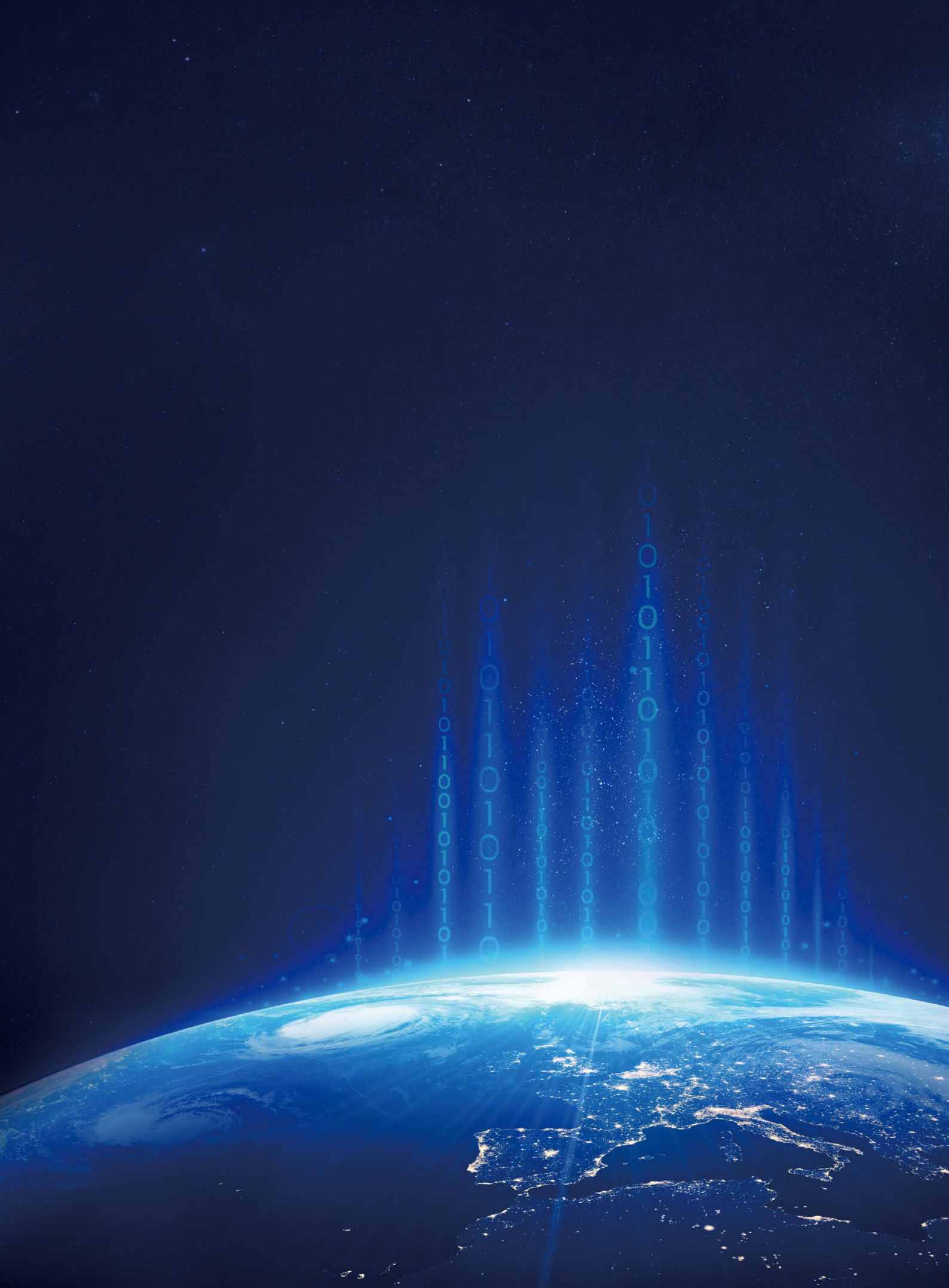




NarrowBand IoT
Wide Range of Opportunities

MWC 2016
22-25 FEBRUARY BARCELONA



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Executive Summary

The LPWA market has existed for about 10 years; it's not a new thing. The current technologies (solutions) supporting this market are fragmented and non-standardized, therefore there are shortcomings like poor reliability, poor security, high operational and maintenance costs. Furthermore, the new overlay network deployment is complex.

NB-IoT overcomes the above defects, with all the advantages like wide area ubiquitous coverage, fast upgrade of existing network, low-power consumption guaranteeing 10 year battery life, high coupling, low cost terminal, plug and play, high reliability and high carrier-class network security, unified business platform management. Initial network investment may be quite substantial and superimposed costs are very little. NB-IoT perfectly matches LPWA market requirements, enabling operators to enter this new field.

NB-IoT enables operators to operate traditional businesses such as Smart Metering, Tracking, by virtue of ultra-low-cost (\$ 5) modules and super connectivity (100K / Cell), also opens up more industry opportunities, for example, Smart City, eHealth.

NB-IoT makes it possible for more things to be connected, but also managing the commercial value of the resulting Big Data is a big task, operators can carry out cooperation with related industries, in addition to selling connections, they can also sell data.



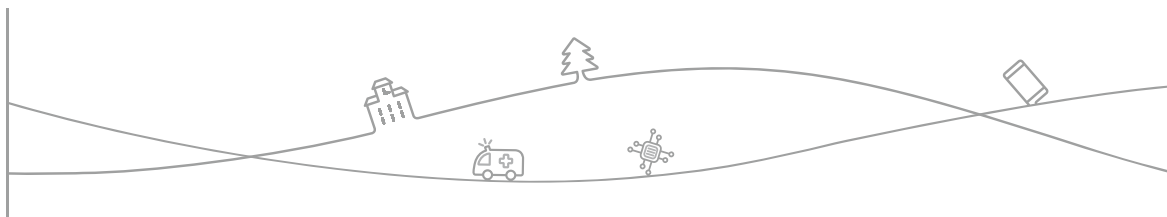
Emerging Market for Low Power Services and Applications

- **IoT development & Growing Demand for LPWA**

The Internet of Things – IoT – has moved from fiction to reality. By 2020, there will be over 14 billion network-enabled devices, according to the International Energy Agency. This compares to approximately 3.2 billion people using the internet. IoT dramatically widens the internet's scope from people-operated computers towards autonomous smart devices. Often, these devices are connected to the internet for remote diagnostics & control, leading to cost savings. In addition, innovative IoT hardware & services can generate new revenues – for example, connected glasses used for industrial applications, more efficient logistics serving new market segments, or industrial appliances sold in a per-usage business model. In many cases, business users & private users can control their IoT application through existing smartphones and tablets, through mobile applications that interact with web servers which the connected objects connect to.

Many mobile operators have set up dedicated IoT/M2M business units in order to serve the growing number of companies looking to embrace the business benefits that mobile IoT brings. Larger operators have even made acquisitions so that they can serve a wider part of the value chain and capture revenues beyond pure connectivity. As the market grows, it is becoming obvious that there are many mobile IoT use cases for which existing cellular networks are not suitable.

The reasons are simple: Coverage, battery life and device cost. First, coverage: Existing cellular networks already offer very good area coverage in mature markets. However, many potential "connected objects" are located in vast remote areas, far away from the next cellular base station. If there is coverage, it is often weak which requires the device transmitter to operate at high power, draining the battery. In addition, cellular networks are not optimized for applications that occasionally transmit small amounts of data. A battery life of several years combined with an inexpensive device cannot be realized on existing cellular standards, as they do not support the required power saving mechanisms.



The third aspect is device cost: Mobile devices working on GSM, 3G and LTE are designed for a variety of services, including mobile voice, messaging and high-speed data transmission. However, NB-IoT applications do not utilize any of this; they just require low-speed but reliable data transfer, and an appropriate level of reliability. Therefore, using cellular devices for NB-IoT applications means using devices that are too expensive for the application. Many of the NB-IoT use cases require a low device price, not just in order to have a positive business case for the service operation, but also due to practical aspects such as ease of installation or risk of theft.

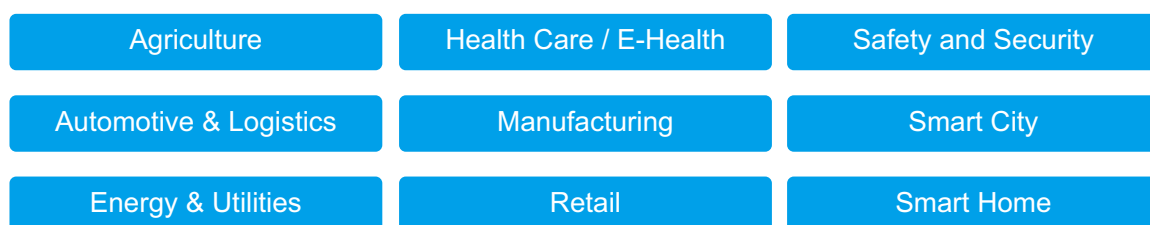
In summary, there are strong market trends pointing at growing demand for NB-IoT applications, while the networks that can efficiently serve such applications are not in place yet. This whitepaper examines trends in the market for NB-IoT applications and discusses technology options that operators can choose from in order to enter this new business.

• NB-IoT Use Cases & Market Potential

The strong growth in the NB-IoT market has motivated many analyst firms to create forecasts showing the expected numbers of connections as well as the revenue potential. Generally, the global IoT market is expected to be worth trillions of dollars by 2020. The NB-IoT market is a subset of this, and it is important for operators to understand the revenue potential in the countries they operate in.

Before looking into specific countries, we need to identify the industries or verticals where NB-IoT can add value. Figure 1 below shows nine industries where we see major market potential for NB-IoT services:

Figure 1: Target Industries for NB-IoT Services



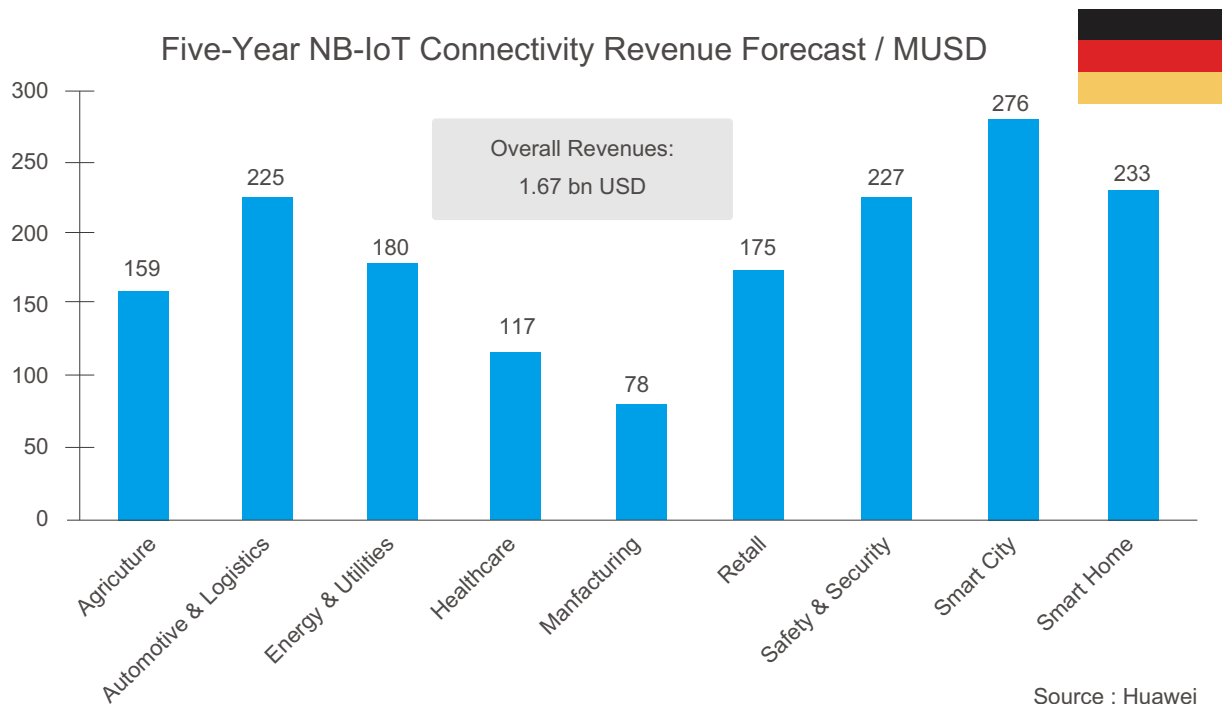
Huawei's business case analytics is designed to evaluate the NB-IoT business for specific industries, countries or regions. Based on our deep country-specific research which includes social and demographic data evaluation, we have modeled how the adoption rates for different NB-IoT applications will develop during the next five years.

Our forecasts are based on use cases; distinct NB-IoT applications that will often be deployed in more than one industry. The model currently includes over fifty use cases, covering many service categories such as:

- Smart metering (electricity, gas and water)
- Facility management services
- Intruder alarms & fire alarms for homes & commercial properties
- Connected personal appliances measuring health parameters
- Tracking of persons, animals or objects
- Smart city infrastructure such as street lamps or dustbins
- Connected industrial appliances such as welding machines or air compressors.

Figure 2 below shows as one output example of five-year revenue forecast (connectivity only) by Huawei for Germany divided by nine industries:

Figure 2: Five-year NB-IoT revenue forecast for Germany



The overall sum of 1.67 billion USD for five years equals a per-year NB-IoT revenue of 334 million USD. This would equal to a revenue uplift of 2.2% for the existing German operators thanks to the launch of NB-IoT services. This shows, just as starting point, that already with conservative assumptions, NB-IoT is a promising new business area which operators should invest into now, if they do not want other players to capture this attractive market.

2 Emerging Low Power Technologies

- Introduction to NB-IoT (Best Solution for LPWA)

As mentioned earlier services that leverage low power wide area networks mainly require deep / wide coverage, low power consumption, low device cost and massive connections. There are several inherent characteristics of the NB-IoT technology that makes it the best for LPWA deployment.

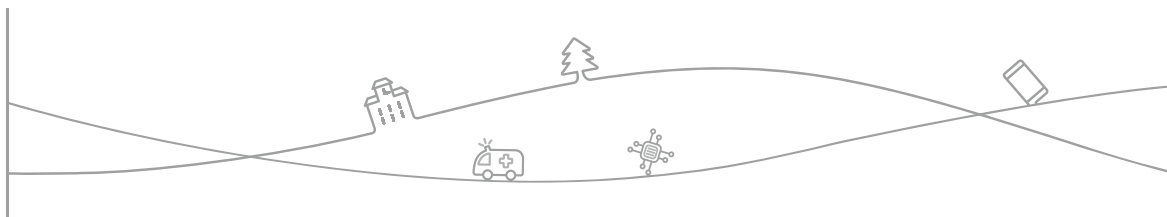
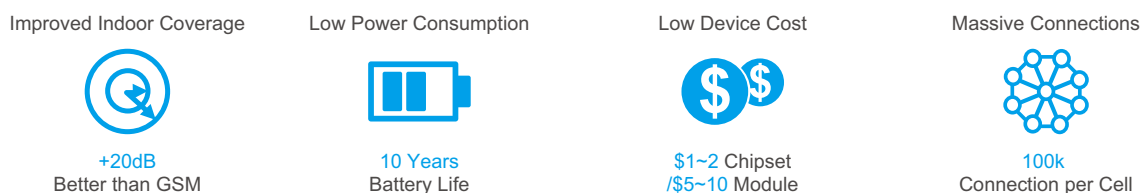


Figure 3: Inherent capabilities of NB-IoT

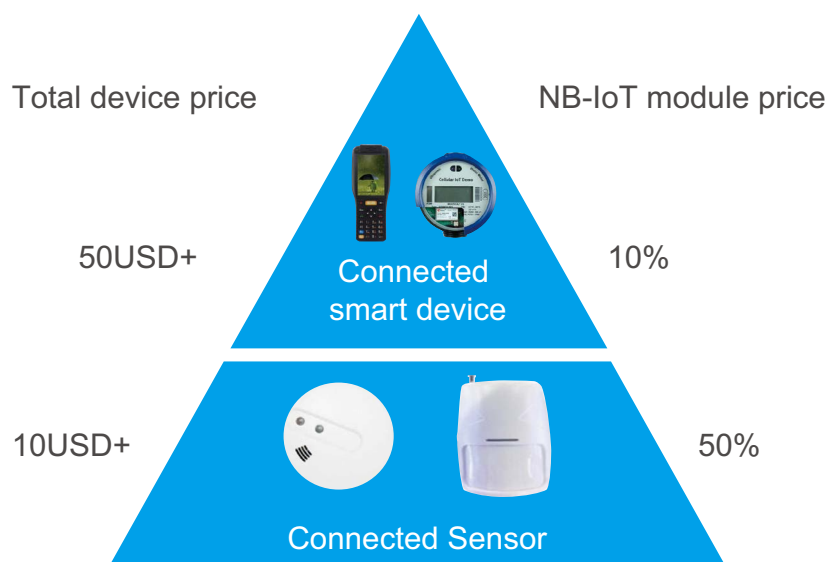


Firstly, coverage is the basic requirement for LPWA applications, mainly because such applications can be deployed anywhere, like underground or deep indoor. Current 2G/3G/4G technologies are designed for human connection and it falls short of coverage when applied to M2M connections, data from one of China's city suggests that about 2% of smart meters equipped with 2G technology cannot report data because of weak coverage. Therefore the grid company has to get data manually for those 2% users.

Moreover low power consumption is a prerequisite for almost 80% of all LPWA use cases, ranging from applications like smart meter, smart parking, and wearables to smart grid. The basic requirement for those applications is once device is installed, you don't need to touch it for a few years, otherwise the maintenance cost will be increased, for those massive connection applications, it is almost a disaster that you have to change the battery every few days,

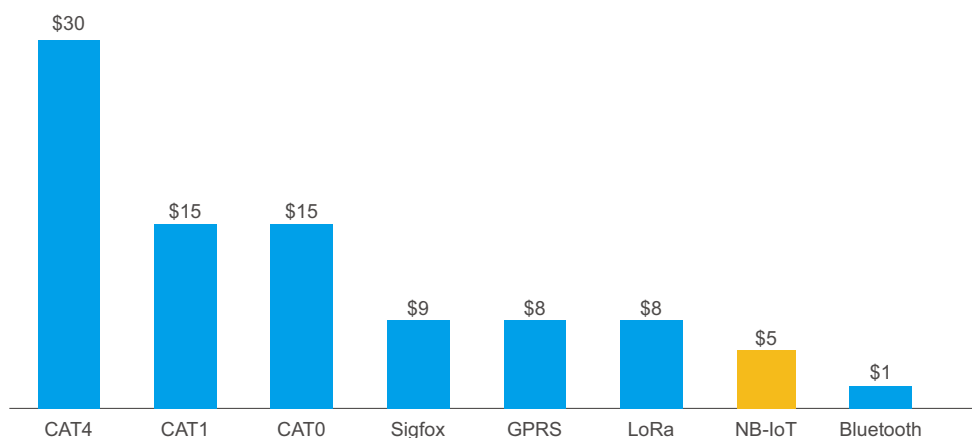
Most of LPWA devices are sensors, like smoke detector sensor, soil detector sensor or security sensor, for those type of devices, unit price is very cheap, most of them are around 10 USD, in order to bring these sensors connected, the communication module should also very cheap, not more than 50% of the total price, otherwise price would be a major obstacle for operators to bring sensor related applications.

Figure 4: IoT device price



For smart device applications like POS machine and smart meters, there are already several candidate IoT technologies in use. NB-IoT oversteps those technologies in terms of coverage and power consumption, but price is also an important factor for users to select those smart devices. Currently price of 2G module range from \$8 to \$13, the cheapest SigFox module has already decreased to 9 USD. As a common view from the industry, ideal price for NB-IoT module should be less than 5USD.

Figure 5: Wireless module price



The growth of MBB connection number is limited by the human population, however IoT connections will connect things, like cars, meters, animal, plants, so the growth of IoT connection would be much faster than MBB connections in the coming few years. As predicted by Machina, total IoT connection number will be 27 Billion by 2024, representing a CAGR of 18%. NB-IoT as a subset of IoT will also have a great growth opportunity, In order to enable things around us to get connected, the capacity of the NB-IoT cell should be much larger than MBB cells, based on the assumption that household density per every sq m is 1500 and 40 devices in every household, it is necessary to have a capacity of 100K concurrent connections in each cell.

• The NB-IoT deployment scenarios

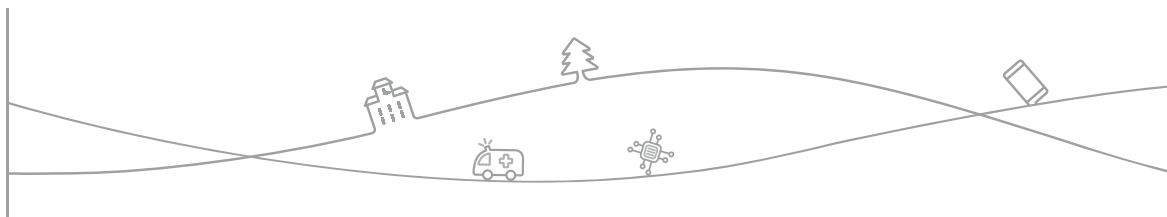
The recently 3GPP agreed technology for LPWA deployment NB-IoT will offer three deployment scenarios; these are, Guard Band, In Band and Stand Alone.

Standalone deployment is mainly utilizes new bandwidth where as guard band deployment is done using the bandwidth reserved in the guard band of the existing LTE network, In Band on the other hand makes use of the same resource block in the LTE carrier of the existing LTE network.

Figure 6 Three deployment scenarios of NB-IoT



For In-band deployment scenario, NB-IoT carriers are seamlessly close to LTE Resource Blocks, so therefore in order to avoid interference, 3GPP defined that PSD(Power Spectral Density) difference between NB-IoT carrier and LTE RB shouldn't be more than 6 dB and due to this PSD limitation, the coverage of In-band scenario is restricted.



- **Band selection to achieve fast deployment**

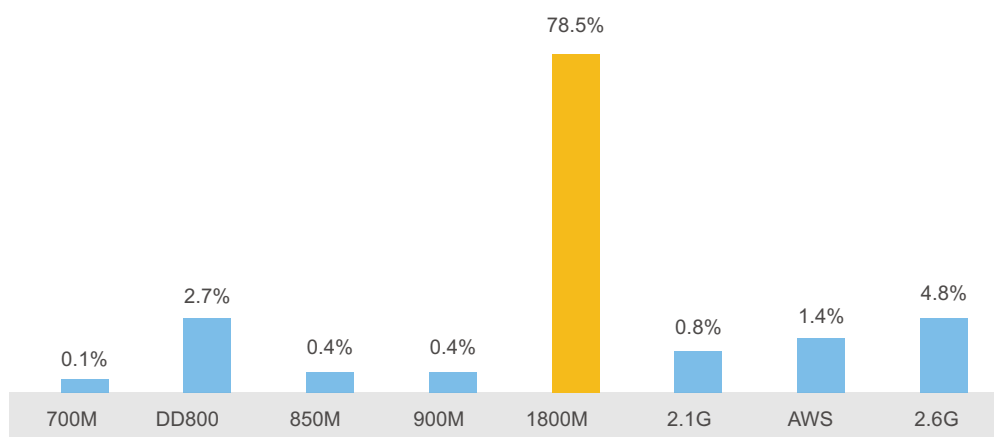
Low band is quite known for its excellent performance in terms of coverage; furthermore leveraging the inherent characteristics of this frequency band in deploying NB-IoT offers several benefits. It is widely known that several operators around the globe use the 900MHz frequency band for GSM voice deployments because of its extensive coverage capability. This is possible because such low frequency bands have excellent propagation characteristics and this generally improves the indoor penetration.

Deploying NB-IoT in frequency bands like 700MHz, 800MHz, and 900MHz is a great choice because they provide an already large and established ecosystem since quite a number of operators select them; it also offers benefits in terms of site number. There is quite a substantial number of commercial networks both UMTS and LTE that are currently running on the 900MHz frequency band. Analyst firms recently confirmed that there are about 14 LTE 900MHz commercial networks as at July 2015.

A few examples of such operators can be found in the Czech Republic and Sweden. There are other operators in South Korea with commercial LTE networks on the 800MHz frequency band. For mobile operators who are already running GSM 900MHz, it is possible to just upgrade, some operators might also be running on LTE 800MHz, there is a clear upgrade pathway to NB-IoT for such operators too.

1800M is also a good choice because the 1800M band has the largest number of commercial LTE networks in the world. In countries, like UK, China, Australia & Singapore, L1800 has already become best covered network in their country. Through, software upgrade L1800 software will be the simplest way to launch NB-IoT service, especially for those operators who are short of low band spectrum.

Figure 7: LTE Site Number Distribution



- **NB-IoT Standardization Status**

It is quite important to overcome the challenge of fragmented and unstandardized IoT technology. In light of this, 3GPP members have put in a great amount of effort with the aim of pushing the standardization of the LPWA IoT technology. Through the efforts of technology pioneers like Huawei and Ericsson, potential LPWA technologies like eMTC, EC-GSM, NB-IoT WI have been accepted to be part of R13.

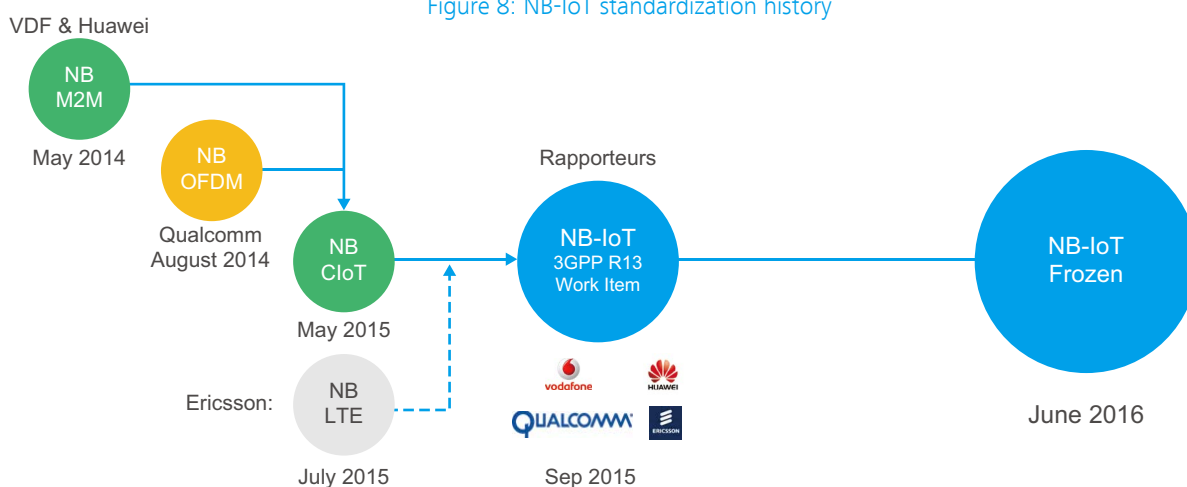
In May 2014, Huawei and Vodafone collaboratively applied for the approval of the Study Item of the NB-M2M technology in 3GPP GERAN, where it was finally approved. Further down during same year in October, Qualcomm submitted a proposal for another version of the Narrow Band IoT technology with the name NB-OFDM;

In May 2015, the air interface technologies that had been proposed by Huawei and Qualcomm were merged together consequently resulting in both parties agreeing to use FDMA in uplink and OFDMA in downlink, the name as at then was changed to NB Clot (NarrowBand Cellular IoT).

After the technology proposals of both Huawei and Qualcomm have been merged, other vendors including Ericsson increased the pace of their research of the NarrowBand IoT technology and later submitted the NB-LTE (NarrowBand LTE) concept during the August 10, 2015 GERAN Meeting.

In September 2015, 3GPP accepted both NB-LTE and NB-Clot as Work Item in R13; therefore the name was changed to NB-IoT, moreover due to differences in viewpoints of the air interface. Decision for the air interface has been postponed to the next meeting. Following a two month period of discussions, a consensus was reached in December 2015.

Figure 8: NB-IoT standardization history



The final air interface description agreed by all parties is as follows;

1.NB-IoT supports 180 KHz bandwidth for both uplink and downlink.

2.OFDMA technology in downlink

15 kHz sub-carrier spacing,

3.SC-FDMA technology in uplink: two options

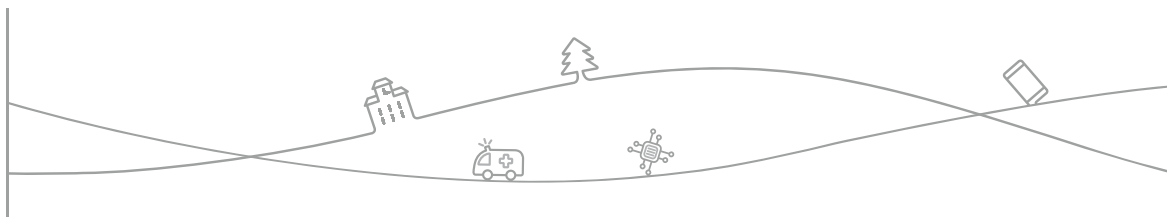
Single tone transmissions with 3.75 kHz or 15 kHz bandwidth

Multi-tone transmissions with 15 kHz UL subcarrier spacing

• NB-IoT Ecosystem Update

Unlike traditional Telco service, NB-IoT has a long tail ecosystem, start from chipset, module, and vertical device to application platform. This is a big challenge for the commercialization of NB-IoT industry. Good news is more and more companies started development of NB-IoT products, including chip, module, device and infrastructure vendors. Telco vendor, operators and vertical companies also started cooperation in several projects in order to jointly build the E2E ecosystem.

Neul is the first vendor to produce narrow band IoT chipset, In 2015, Neul performed several trials together with Telco operators with his first generation chipset-Iceni, in 2016, Neul will release his second generation chipset-Boudica to support



standardized NB-IoT technology, first in band of US700/APT700/DD800/850M/900M, then extend to 1800M in 2017.

U-blox is a Swiss company who is the first one to produce narrow band IoT modules, in 2015, U-blox released narrow band IoT module which is embedded with the Neul chipset, and plan to release 900M and 850M modules to support standardized NB-IoT technology in 2016.

In Oct 27, 2015, Qualcomm announced the plan to release NB-IoT chipset, in the near future, more and more chip vendors will engage in the development of NB-IoT chipset.

Regarding to vertical device, a few applications already successfully provided E2E demo in several projects, like smart parking, smart water meter, smart gas meter and pet tracking, more and more vertical device is under development, such as grid meter, street light, hopefully these device will be released to market in 2016

In order to accelerate the ecosystem of NB-IoT technology, global NB-IoT forum preparatory meeting was held in Hong Kong On Nov 4th 2015, top telecom industry players like China Mobile, China Unicom, Ericsson, Etisalat, the GSMA, GTI, Huawei, Intel, LG Uplus, Nokia, Qualcomm Incorporated, Telecom Italia, Telefonica and Vodafone joined this meeting, laying the foundations for a new industry forum aimed at accelerating two ecosystems around Narrow Band Internet of Things (NB-IoT) technology, including ecosystem in telecommunication industry and ecosystem in the cooperation of vertical market. During this meeting 6 operators together with Huawei announced the creation of 6 open labs worldwide, NB-IoT industry player can use this lab for development, interoperability tests and product compliance certification. The creation of open lab will greatly stimulate the maturity of NB-IoT ecosystem.

3 Shaping the Business model

• Value Chain and Partnerships

As shown in the NB-IoT business study for Germany, already connectivity is a valuable contributor to the operator's bottom line. Partnerships with IoT technology providers and alliances with chipset manufacturers are helping the operators to secure this part of the value chain as we see it today for some of the NB-IoT solutions, e.g. smart metering, smart parking and pet tracking. At the moment we see connectivity platforms already in the cloud in many markets where operators have deployed IoT services.

But there is more in than just connectivity. Operators have a chance to go further up the value chain by taken over more responsibilities than pure connectivity.

Figure 9 : Telco business models for NB-IoT along the value chain

Provide Connectivity	Operate NB-IoT Network as service	Move up to value chain
<p>Low ARPC, volume use cases as metering and tracking</p> <p>Connection management platform in the cloud</p>	<p>ARPC increased due to the opportunity to generate service revenue</p> <p>Provide full NB-IoT network functionality in the cloud</p> <p>Support Big Data solutions for enhancing user experience</p>	<p>Much higher ARPC possible due to deeper engagement in service integration and delivery</p> <p>Competition with OTT and IT solutions require fast and flexible service definition and delivery</p>

Consequently the next step towards an integrated offer would be the incorporation of more functionality which points towards a setup, where the operators can offer the full NB –IoT Network as a service in the cloud to end to end service providers which are either private or governmental entities, according to the addressed industries or verticals .

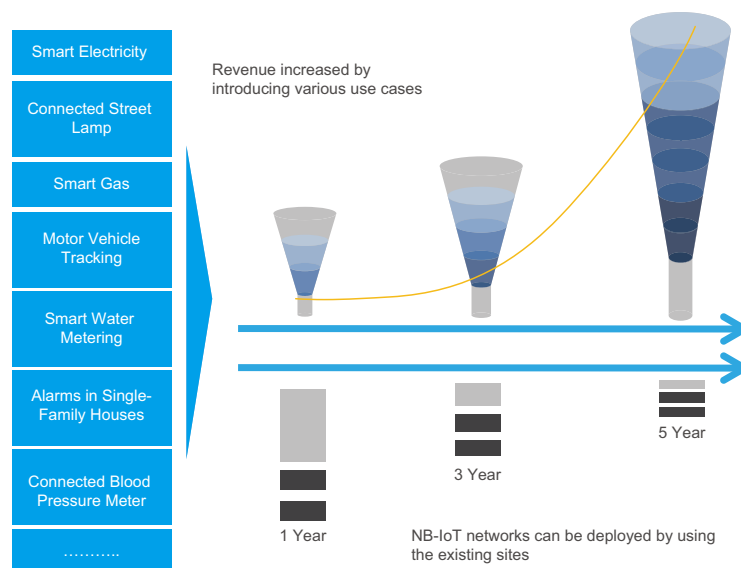
This will create for the operator the opportunity to lever its asset as security, billing and big data into that domain. Quality of service assurance and service level agreements are common in the telco space and could be leveraged into the NB-IoT Network as a service business model

Following this idea even more, operators themselves can enter the IoT business as an end to end service provider by adding customer management and system integration functionalities on top. The operator as e2e business owner can also outsource certain parts of the e2e domain to its partners, sharing effort and revenues, and to expand the operators own experience in the OTT domain. However competing in the OTT domain is not common to most of the today's operators and could be quite challenging.

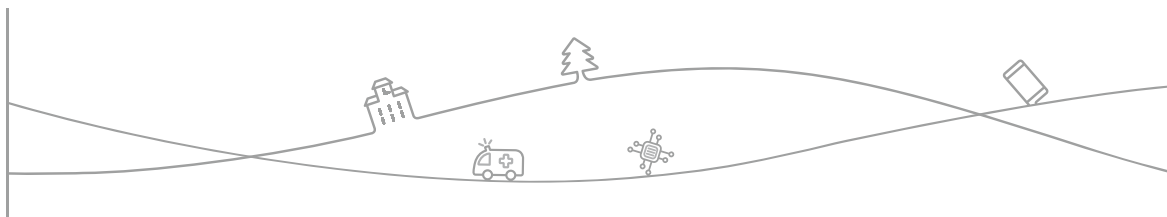
• Business Potential & Revenue model

The business is scalable and can be grown by demands by orienting the service introduction and go to market strategy on use cases which are profitable at a given point of time and contributing to the operator's bottom line allowing further business expansion. As the operator can reuse his existing sites, no specific investment in towers or acquisition of sites are needed.

Figure 10 : NB-IoT “time to market” and number of primary use cases



The selection of use cases can be different per operator, country and region or per addressed market. Huawei's business modeling framework is able to address those challenges and advise on the right mix of investment, use case deployment and business model selection.



• Summary

The opportunities for operators to enter business in NB-IoT domain are reflecting the huge potential of NB-IoT. Operators can choose from three basic setups according to their strategy per country or region:

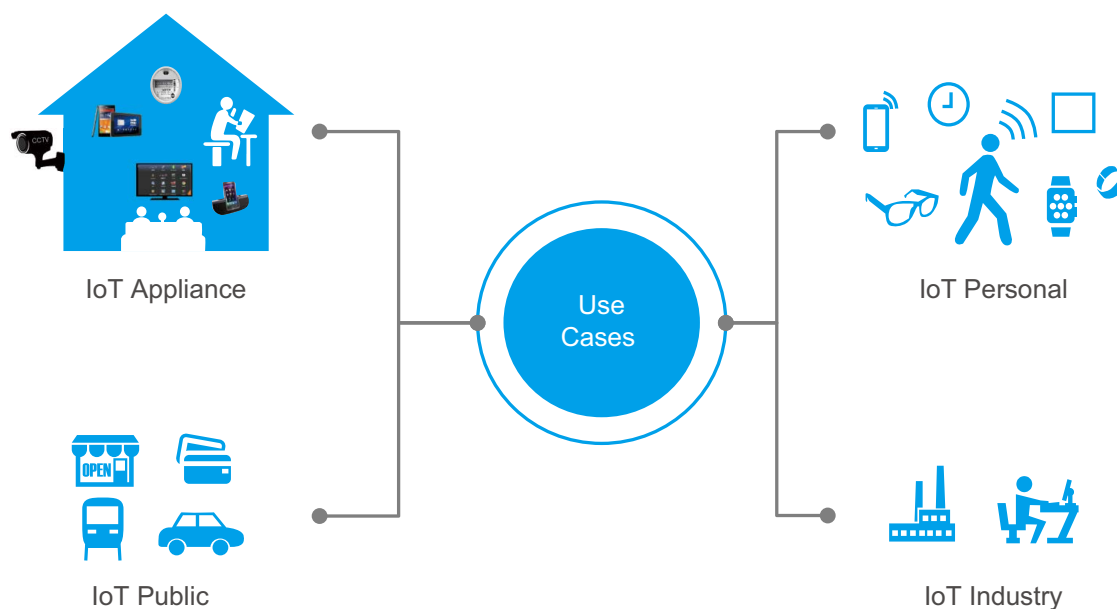
- Connectivity: For the Internet of Things a reliable connectivity is required, but there are more business opportunities as just to engage in connectivity
- NB- IoT NW as a Service: Carrier grade solutions with security, billing, big data integration and QoS assurance allow the creation of new businesses and improvements to existing ones on a solid technological basis. NB-IoT Network as a service is supporting the global trends of network virtualization and cloud based service provision.

End to End service provision: Operators may choose to extend into the e2e service provider domain for specific IoT solutions, but this needs careful planning, technology and business partnerships with players in the industry, including outsourcing and revenue sharing models.

4 IoT Use Case

In this section, the various services and applications supported by LPWA has been classified under four categories; IoT Appliance, Personal, Public and Industry.

Figure 11: Four use case categories for NB-IoT



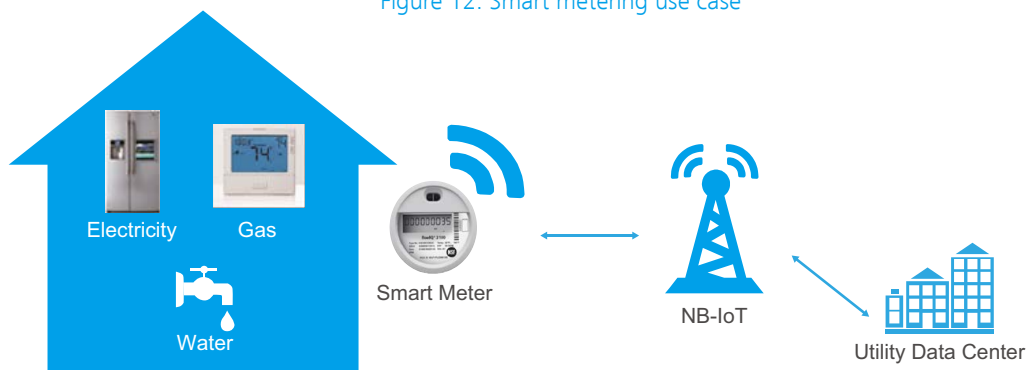
- **IoT Public**

As the name suggests, IoT public focuses on LPWA applications that serves the general public; below are a few examples.

Smart metering

Smart metering helps save manpower by remotely collecting electricity, water and gas meter data over the cellular network. This is gaining quite an amount of momentum with most of the top European MNOs taking an interest in this topic mainly due to the market opportunity it presents. Smart metering will consequently help cut down cost generated from manual meter reading and changing of meter batteries, which seems to be the two major cost drivers for conventional metering. Smart metering includes smart meters for water, gas and electricity.

Figure 12: Smart metering use case

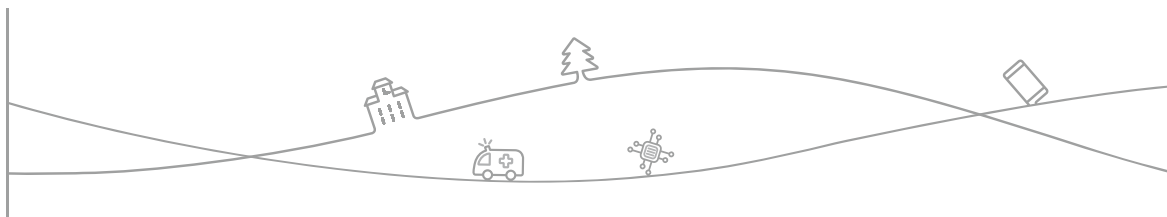


Alarms & Event Detectors

Security has always been a very important aspect of human living, people at all times want to be guaranteed of home safety. Alarms and event detection will help to rapidly inform that user about a detected home intrusion. This system will not only offer intelligent protection from intrusion but will also offer intelligence for detected events that can lead to a fire outbreak like a sudden increase in home temperature or smoke. Alarms and event detectors will make use of sensors placed in ideal locations in the home that constantly communicate with the LPWA network, this use case will make use of a very low data throughput and battery life of the devices will be ultra critical.

Figure 13: Alarm & Event Detectors





Smart garbage bins

Garbage bins in city are not built by demand, and most of time the collecting trucks' routes and schedule are fixed which is not optimal for a smooth collection. Smart garbage cans can signal to the waste management agent when the garbage can is full and in need of service, the best collection route will be calculated and delivered to the drivers. Historical collection data can provide optimized routes and guide on the right-size garbage can for each location. Charging for this service can be done on sensor amount or on monthly fee basis.

Figure 14: Smart garbage bin



• IoT Industry

IoT Industry mainly delivers low power wide area applications that help to improve general enterprise and industrial efficiency; here are a few examples;

Logistics tracking

Large volumes of sensor data sent from tracking devices on shipping containers are aggregated and taken into an analysis to ensure that real time tracking of the location of shipments can be made possible. Alerts and optimized service recommendations are sent to technicians on their iPads, so that they can take preemptive actions in -real time. Charging model for this application can be done on a monthly payment or postpaid basis.

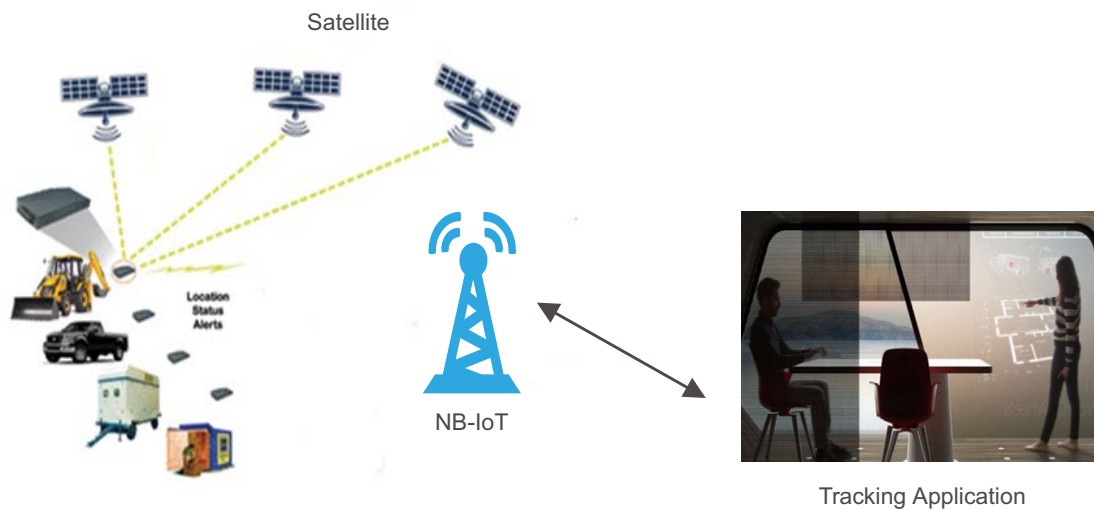
Figure 15: Logistics tracking use case



Asset tracking

Asset tracking mainly deals with monitoring methods of physical assets made possible by a module on the asset broadcasting its location. Assets are usually tracked using GPS technology. This service is best leveraged in the logistics and transportation management industry, where through the use of sensors in modules sending information over the cellular network it is possible to gather and manage data relating to the current geographical location of assets. Asset tracking helps the owners of the assets to detect and preemptively react to unexpected events.

Figure 16: Asset tracking use case

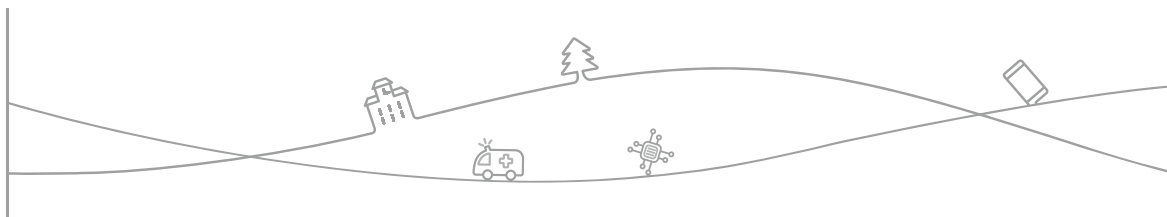


Smart agriculture

Farming industry is a sector with slim margins, and the way to survive in this industry is to optimize the general agriculture production including crops and livestock. Developing a sensor function to ensure the feeding of cattle has an optimized mix of nutrients to improve the yields from farming, and to reduce the waste of cattle feed. Installing sensors in the farming equipment that mix the cattle's feed, through sensors measurements the variation in the cattle diet can quickly be identified, assessed and corrected. Charging model for this application can be done on a monthly payment or postpaid basis.

Figure 17: Smart agriculture





• IoT Appliance

Conventionally, smart home application are deployed on short range technologies like Z-Wave, Zigbee but a home gateway is needed. In the case, where the appliance is embedded with an NB-IoT chipset the benefits are surprising. For example, management becomes more efficient through improvements in big data analysis. IoT appliance mainly comprises of LPWA applications that aims to provide intelligence for the user through sensors and devices that are found in the local area. Below are a few examples;

Figure 18: IoT Appliance use cases



• IoT Personal

IoT personal largely features LPWA applications that create a personal area network for the purposes of information exchange for the user. Below are a few examples;

Wearables

Connected wearables in the past few years have taken center stage and increasingly becoming a lucrative industry as it is an application that mainly revolves around health, fitness and wellness. According to Cisco, there will be 177M connected wearables by 2018. Its market value is estimated at \$250M in 2015 and is set to rise to \$1.6B in 2022. A report released by Research&Markets and Berg Insight also estimated that global shipments of connected wearables in 2014 was 19 million and this figure is set to hit 168.2million by 2019 growing at a CAGR of 74.8%. Some of the few products that are making inroads in this industry are JawBone, GoPro & Nike just to name a few. While smartphone giants like Apple, Sony and Samsung are more linked to smartwatches.



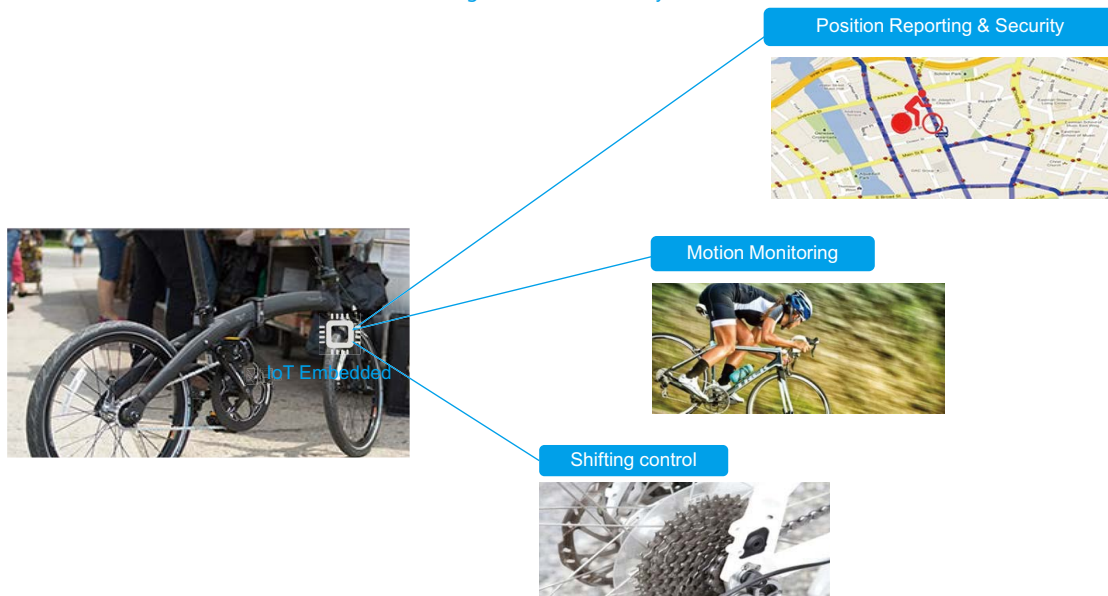
Figure 19: Wearables use case

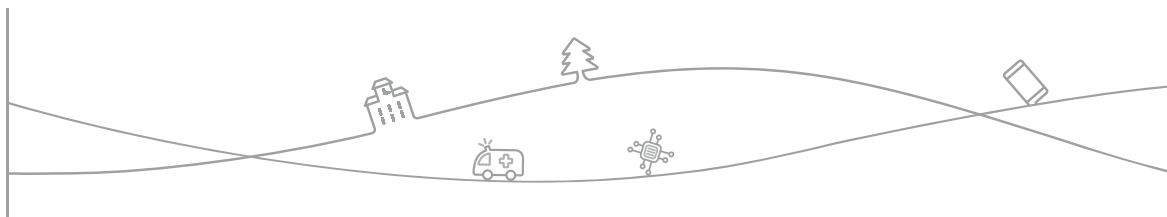


Smart bicycle

For bike rental companies it is vital to keep track of where the bike is at the moment, especially if it gets stolen. A bike rental company in Holland has embedded an M2M SIM card into the bike's frame, and in this way the bike rental company can always find the bike. The M2M SIM is embedded into the bike in a non visible place. If the bike is not returned to the rental company then the bike is positioned via the SIM. The rental cost for bikes can be reduced since the number of stolen bikes dramatically decrease. Stolen bikes can easily and quickly be located by the police via the SIM. Charging model can be done on a monthly payment or postpaid basis.

Figure 20: Smart bicycle





Kids monitoring use case

The world's population is aging, and senior people living alone at home need care in an easy and affordable way. Also parents have a great interest in being assured about their wellbeing and activities. This use case provides realtime tracking of kids and the elderly. The information about their activities to the cloud. Real-time insights about the their status can be received on the users smartphone or other device.

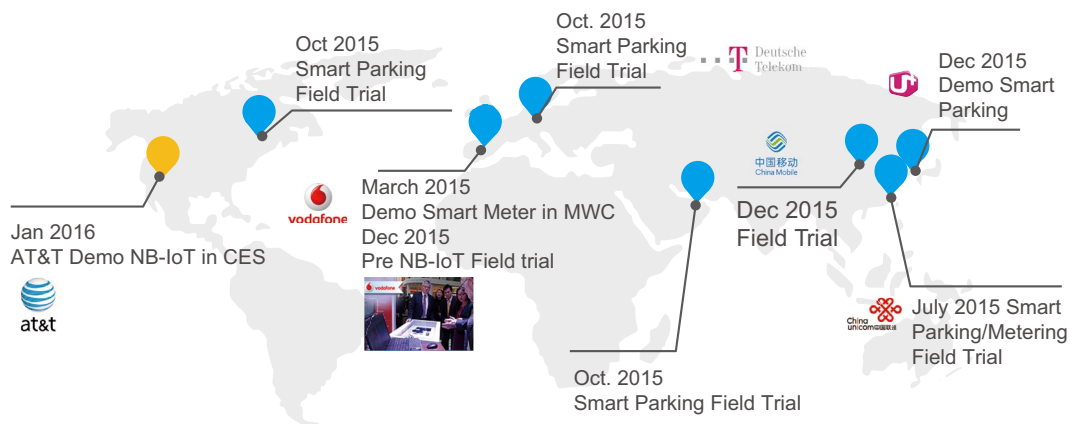
Figure 21: Kids monitoring use case



5 Operator Reference Cases

Top industry players have recognized the NB-IoT market potential and actively started demo, test or trial to proof the availability of applications using this technology.

Figure 22: NB-IoT reference overview



As illustrated in the map, In March 2015, Vodafone together with Huawei demoed the smart meter application in MWC, in Dec 2015, Vodafone completed the first commercial trial by water meters running with pre-standard NB-IoT technology. In July 2015, China Unicom launched world first trial with narrow band IoT technology, smart parking was verified in a certain scale in one of Shanghai parking lot, China Unicom plan to commercially launch this application in large scale in Shanghai Disney land;

In Oct 2015, Deutsche Telekom (DT) and Huawei showed world's first Narrow Band IoT field implementation on a Commercial Network, smart parking application was demoed in the field. In Dec 2015, LGU+ demoed smart monitoring system for parking lots equipped with Narrow band IoT technology. In Dec 2015, China Mobile declared the commercial launch of NB-IoT technology in 2017; In Jan 2016, AT&T demoed smart bicycle and smart agriculture application in CES show.

• Smart Parking

Parking can be a challenging issue, especially in urban areas where 30 % of all traffic congestion is caused by drivers circling around to find a parking space. Smart parking provides parking information to citizens in real time to enable better parking management. Huawei and a top operator are working on a smart parking project. Operator expects tens of millions of devices to be connected with this smart parking service. Another collaborator in this project is Neul, who provides the platform.

Figure 23: Smart Parking reference case

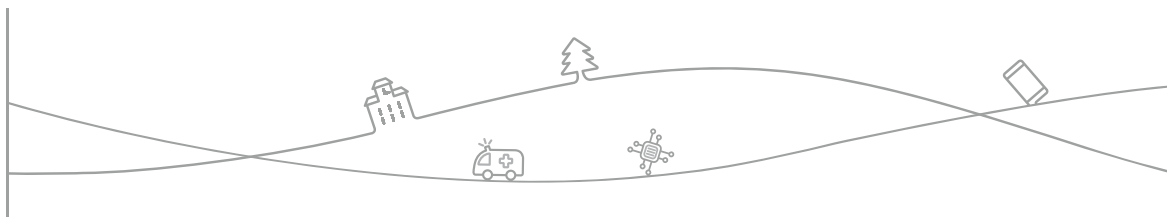


In this service, sensors that are placed under cars will communicate with the parking server through the cellular network to gain parking information. The operator and Huawei completed field trials for the smart parking project in July 2015 with Proof of Concepts already done. The commercialization of this project is expected in the second quarter of 2016.

• Smart Metering

Smart metering as mentioned earlier enable the automated collection of utility meter data (Electricity, Water & Gas). Huawei and another operator are collaborating on an end to end smart metering solution. During Mobile World Congress 2015, Huawei and the operator unveiled this partnership on end to end smart metering project. Other players like Neul, Veolia, Kamstrup and Ublox are all collaborating efforts on this project.

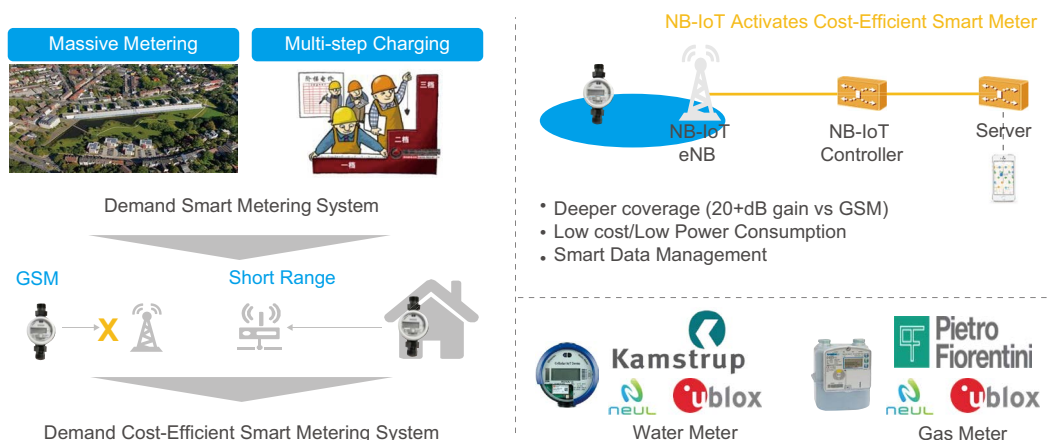
In December 2015, Vodafone Group, Huawei, and u-blox have completed the first successful commercial trial of pre-standard NB-IoT (Narrowband Internet of Things). Vodafone and Huawei successfully integrated the technology into the operator's existing



mobile network in Spain and then sent the first pre-standard NB-IoT message to a u-blox module installed in a water meter.

Further trials and proof of concept deployments are planned by the companies. Industry technology standards for NB-IoT will be set in early 2016 with Release-13 from global standards organisation 3GPP.


Figure 24: Smart metering reference case




• Pet Tracking

Humans and their pets share a good bond, unfortunately many users often face issues regarding lost or stolen pets. Pet tracking use case is one application that helps the user to keep track of its pets activities and most importantly location at all times. A small lightweight device placed around the neck of the pet embedded with an NB-IoT chipset helps to send tracking information to its user's device. This NB-IoT devices collects and sends location information leveraging GPS and Location Based Services and this can be done either periodically or in real time based on the users' preferences.


Figure 25: Pet tracking reference case





Specifications

- 40*40*17mm
- Battery: >2000mAh
- SIM: No SIM or Soft SIM
- Band 8/Band 5/Band 20/Band 28
- Location: GPS+LBS, Periodic & Real-time
- Alarm: Battery Alarm, Wreck Alarm
- Electronic Enclosure

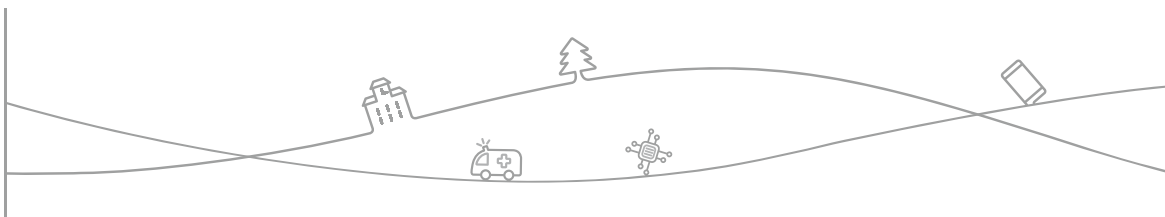


- Tracking Route Integrated with Map
- Active Location
- SNS

The user can then receive the information with a tracking route that is already integrated with the map. Furthermore, this device is embedded with several forms of alarms that can alert the user when the device battery is running low. Huawei is collaborating with other industry players and another operator on the pet tracking application.



5 Glossary



NB-IoT- Narrow Band Internet of Things

PSD - Power Spectral Density

LPWA-Low Power Wide Area

GMSK - Gaussian Minimum Shift Keying

CAGR - Compound Annual Growth Rate

SC FDMA - Single Carrier Frequency Division Multiple Access

DL - Downlink

UL - Uplink

eHealth - Electronic Health

3GPP - Third Generation Partnership Project

TTM - Time to Market

dB - Decibel

GPRS - General Packet Radio Service

MNO - Mobile Network Operator



PoC - Proof of Concept

KHz - Kilohertz

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