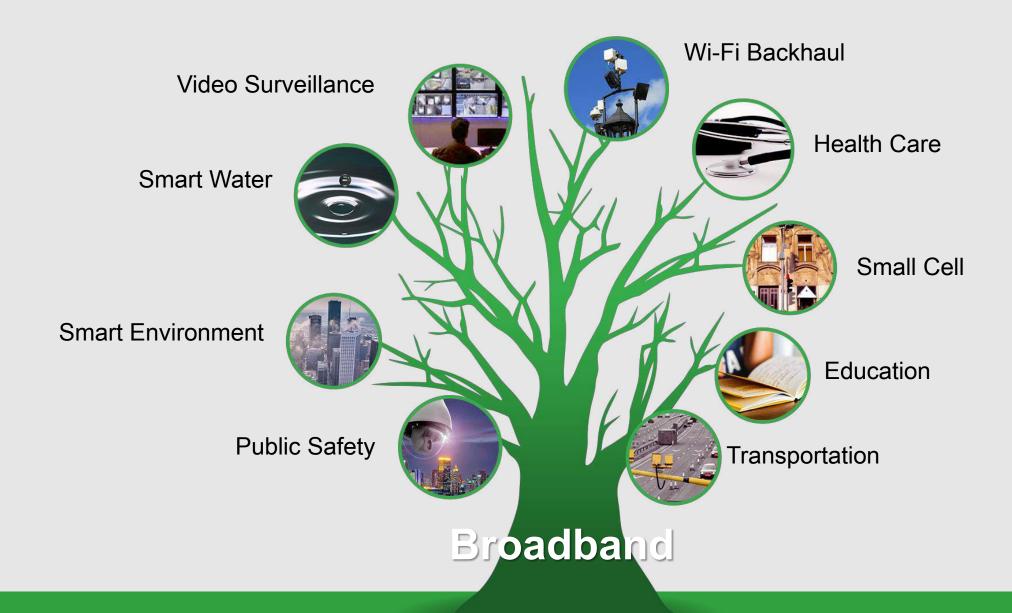


Municipalities Digitally Transforming into Smart cities

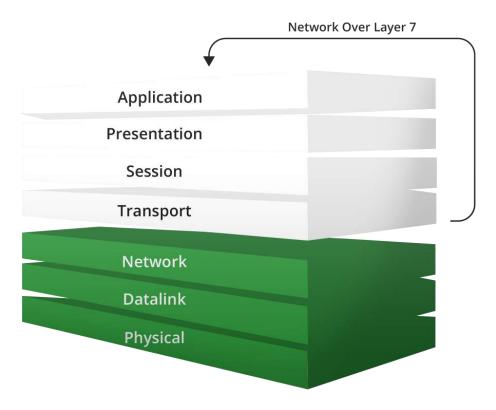
- Smart City solutions help address many of the key challenges cities face today, including:
- Economic development
- Sustainably managing strained infrastructure like roads and water
- Reducing the digital divide
- Meeting increasing resident, visitor, and business expectations for a fully connected mobile experience

Connectivity is the Foundation of Smart City



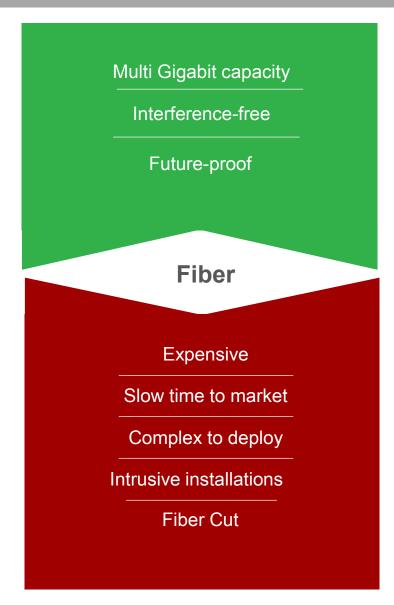
SMART CITY STARTS WITH RELIABLE NETWORK!

- Reliable independent city wide network
- Aggregating all network consumer over single infrastructure:
 - City voice and data Communication needs
 - Surveillance systems
 - Public services, WiFi
 - Variety of sensors



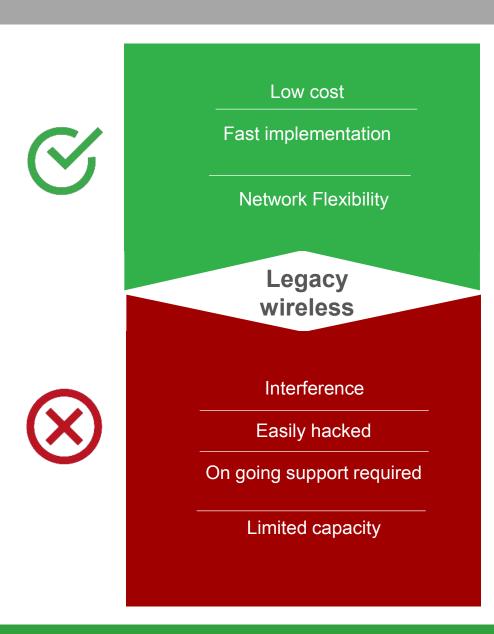
FIBER is the Ultimate solution?





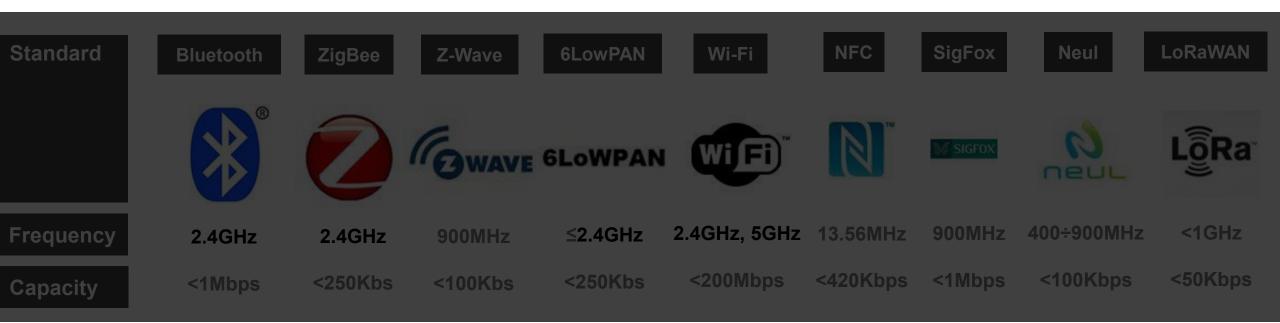


How about LEGACY WIRELESS?

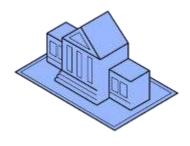




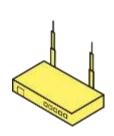
SMART CITY WIRELESS APPLICATIONS

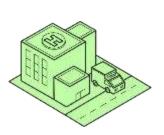


Same Frequencies for multiple applications?









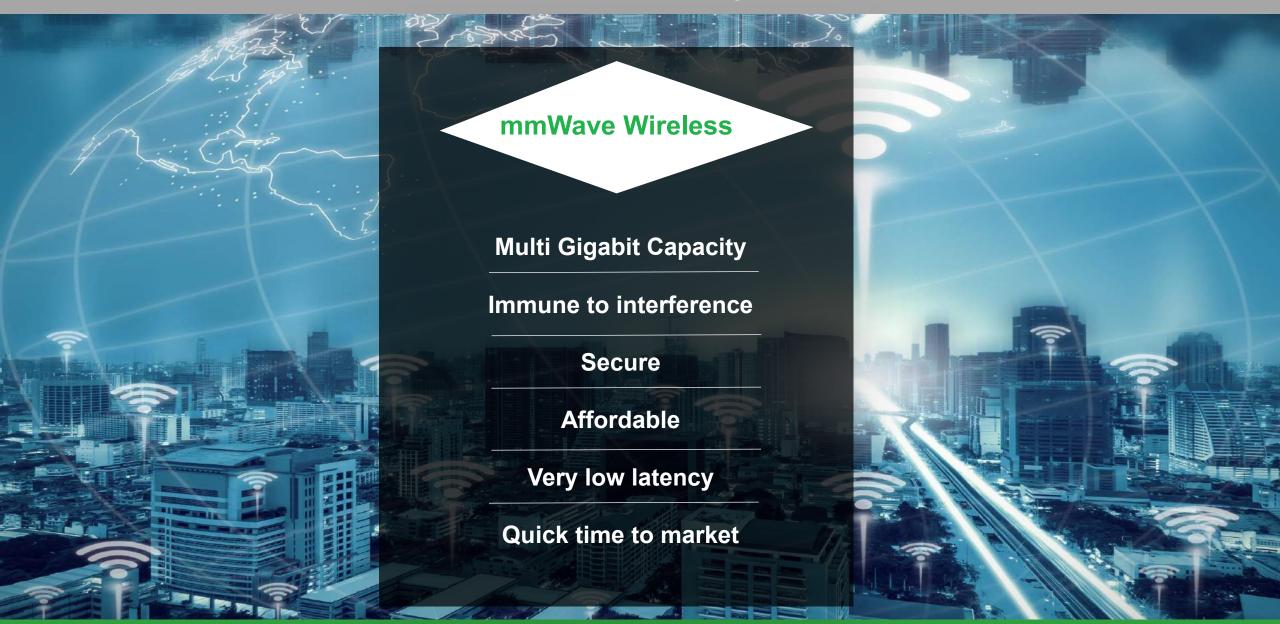




Meet mmWave wireless

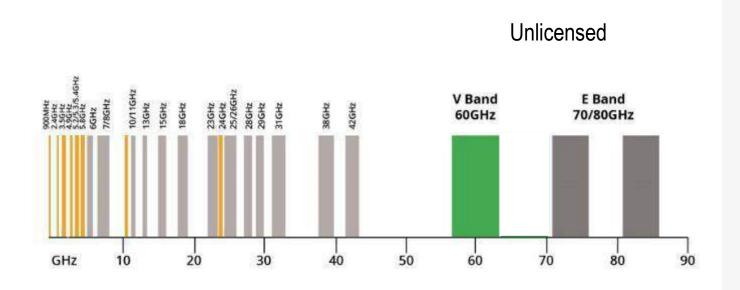


MMWAVE – Fiber like performance

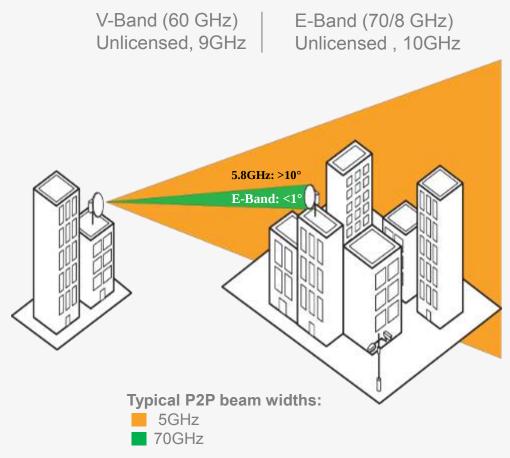


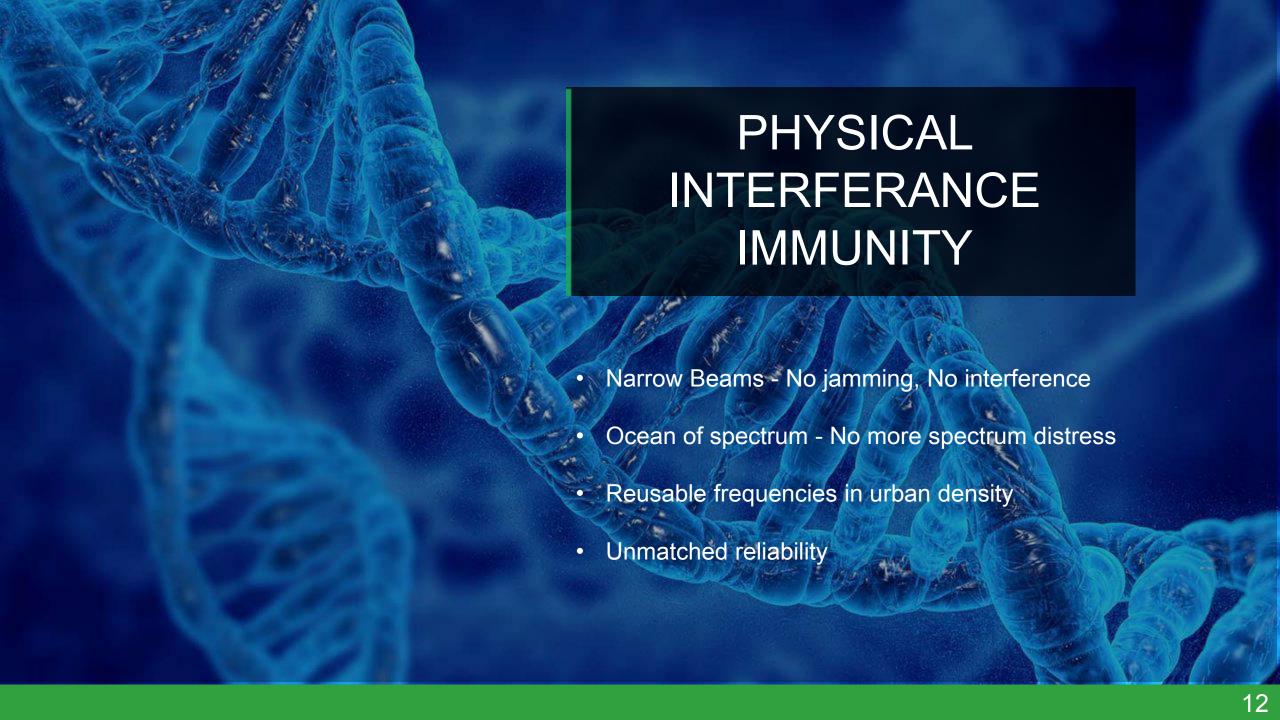
WHAT IS MILLIMETER WAVE WIRELESS?

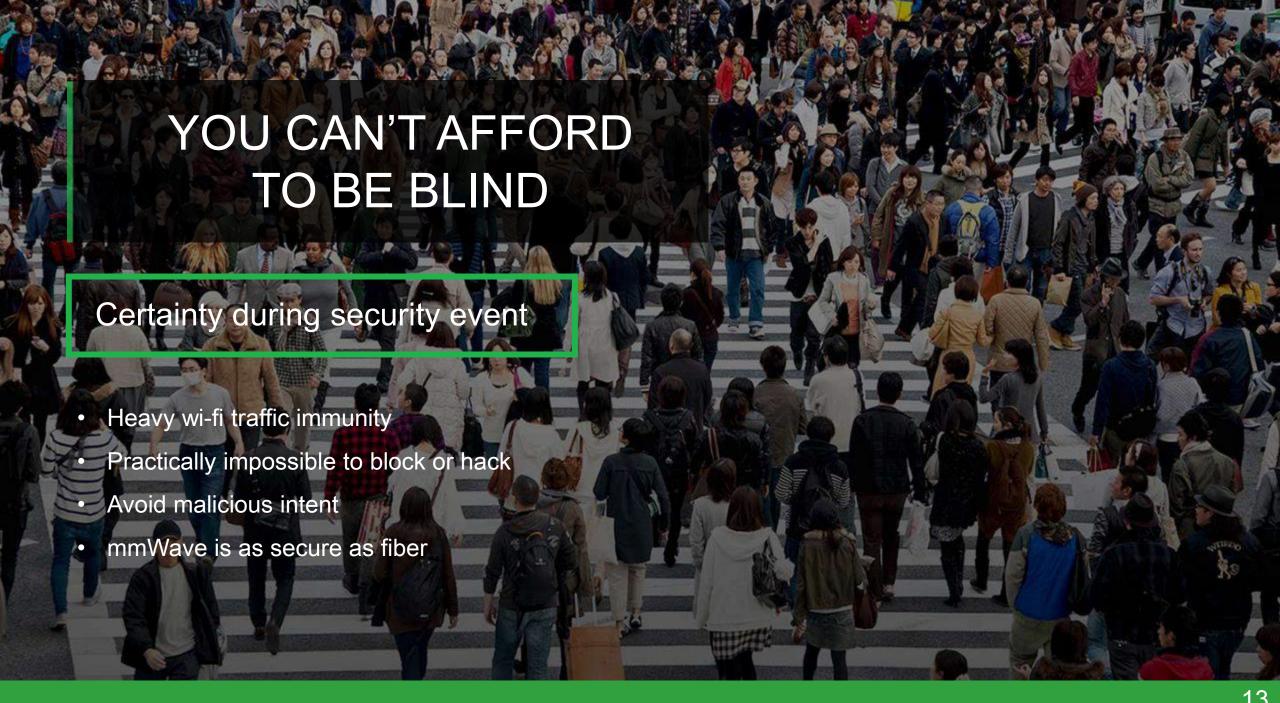
Widest spectrum - High capacity!

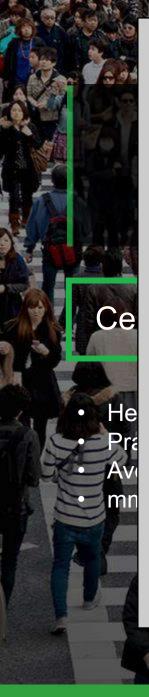


Narrow beams - No Interference!

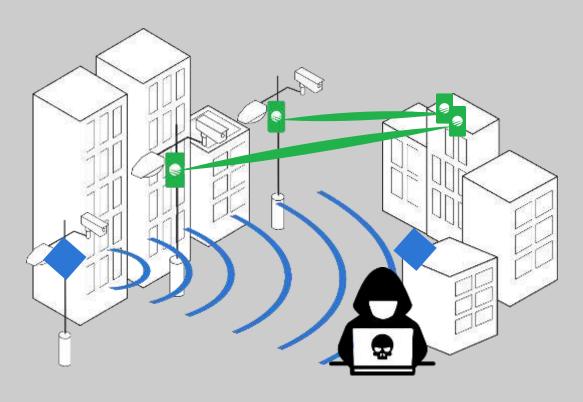








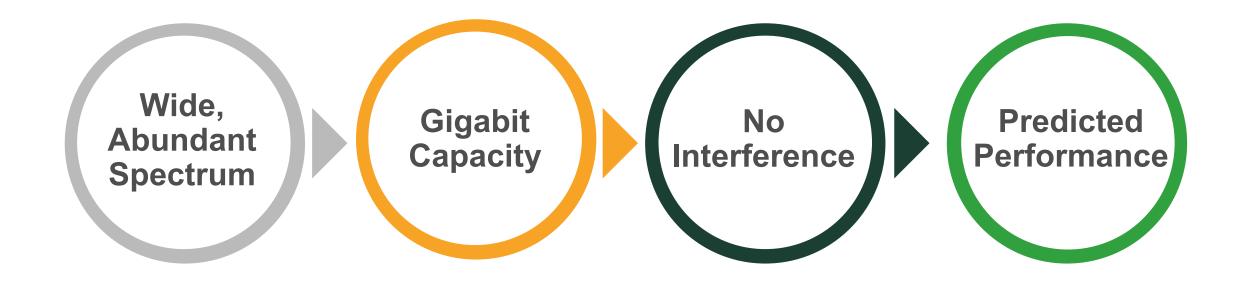
Encrypted network is no longer enough



- Virtually impossible to monitor the network
- Do not get the time to crack the encrypted network
- mmWave is as secure as fiber

Millimeter Wave Facts

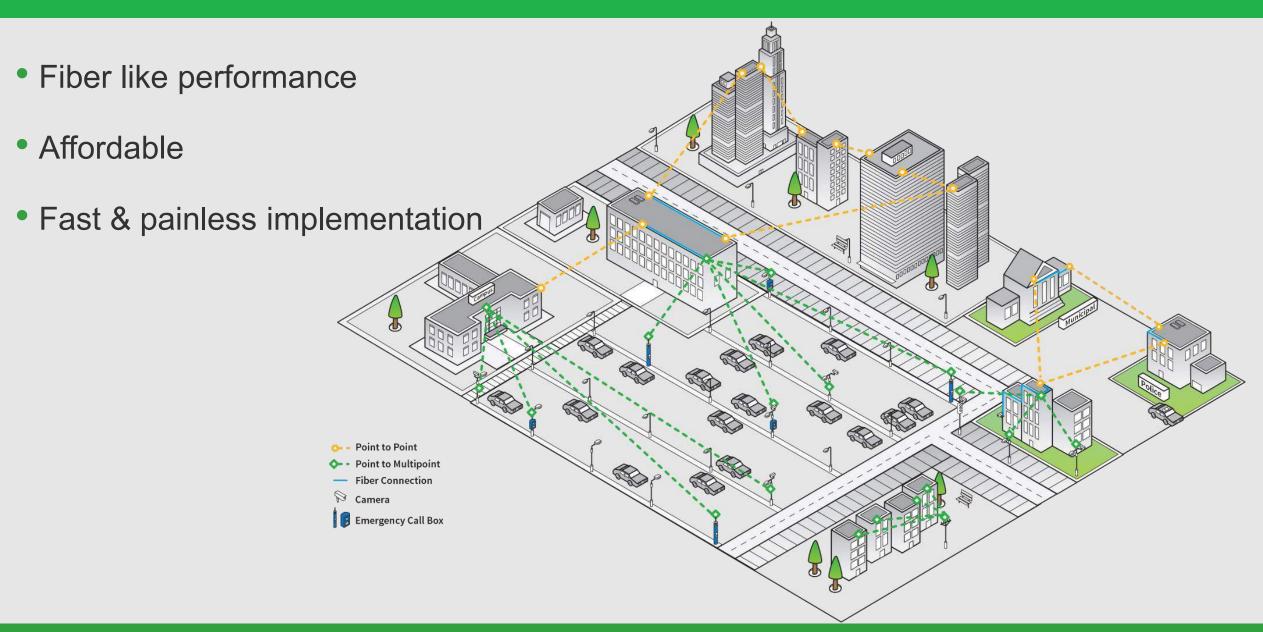


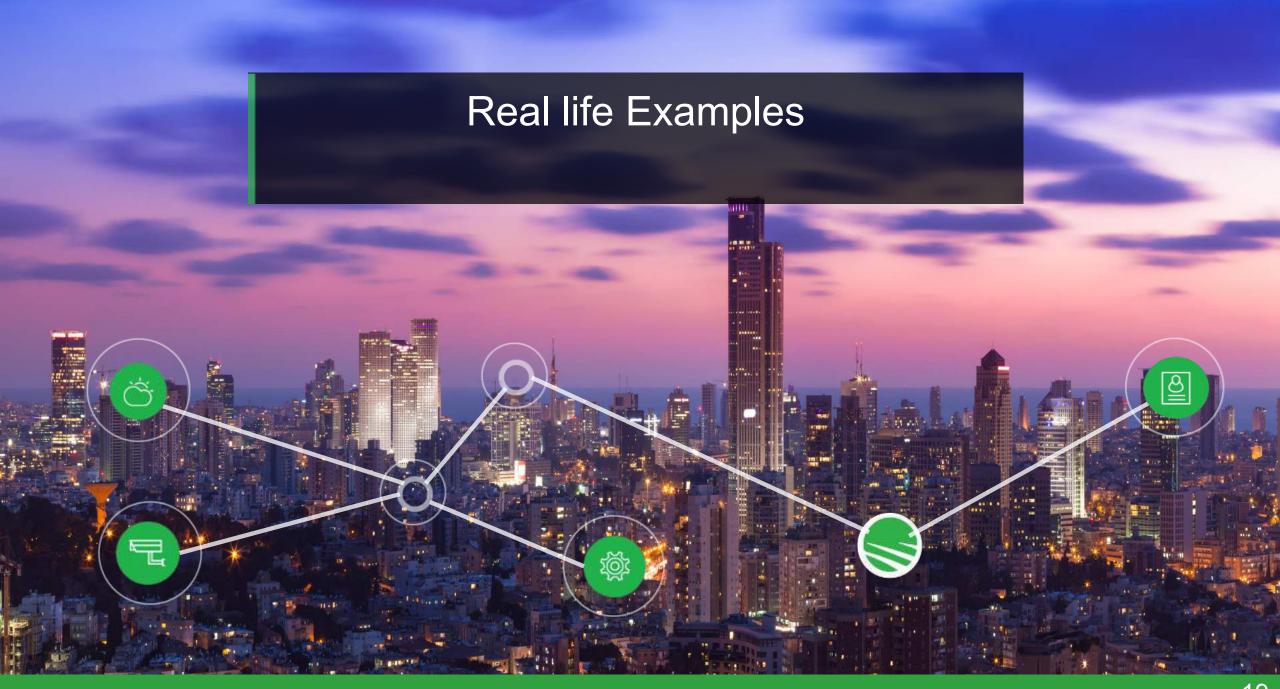


Hybrid Fiber Wireless – High performance practical solution



SMART CITIES WITH HYBRID FIBER WIRELESS





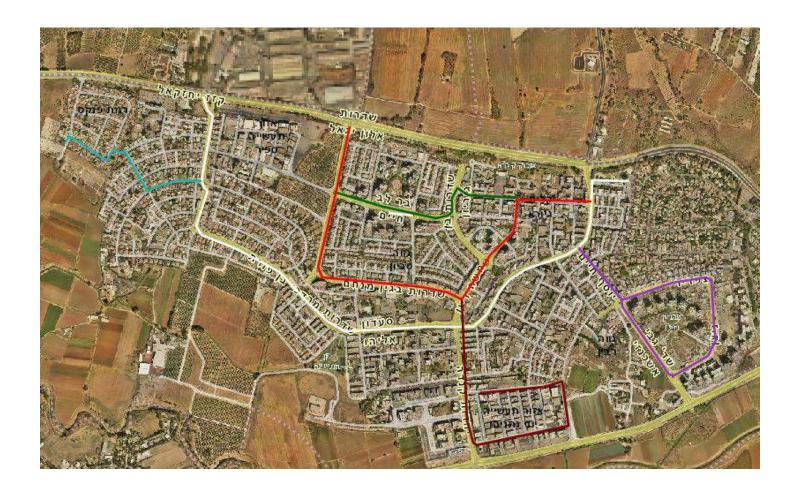
Prerequisites for Smart City Project launch

- Leadership and Vision
- Dedicated and engaged team (internal and external)
- Access to real-estate shelters, vertical assets, Utility
- Proper IT system
- Financing
 - City Funded
 - Private Public Partnership (PPP)
 - Service provider



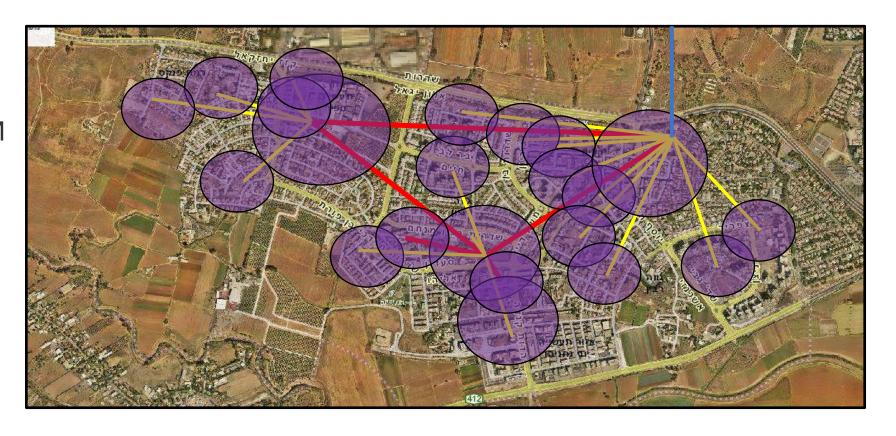
THE FIBER OPTION

- Basic Back Bone
- Total 11.2Km of Fiber
- Cost per meter 6000Ru
- Total Fiber cost Ru67.2M
- Fiber Equipment cost Ru68M
- Total Ru135.2M



THE HFW OPTION

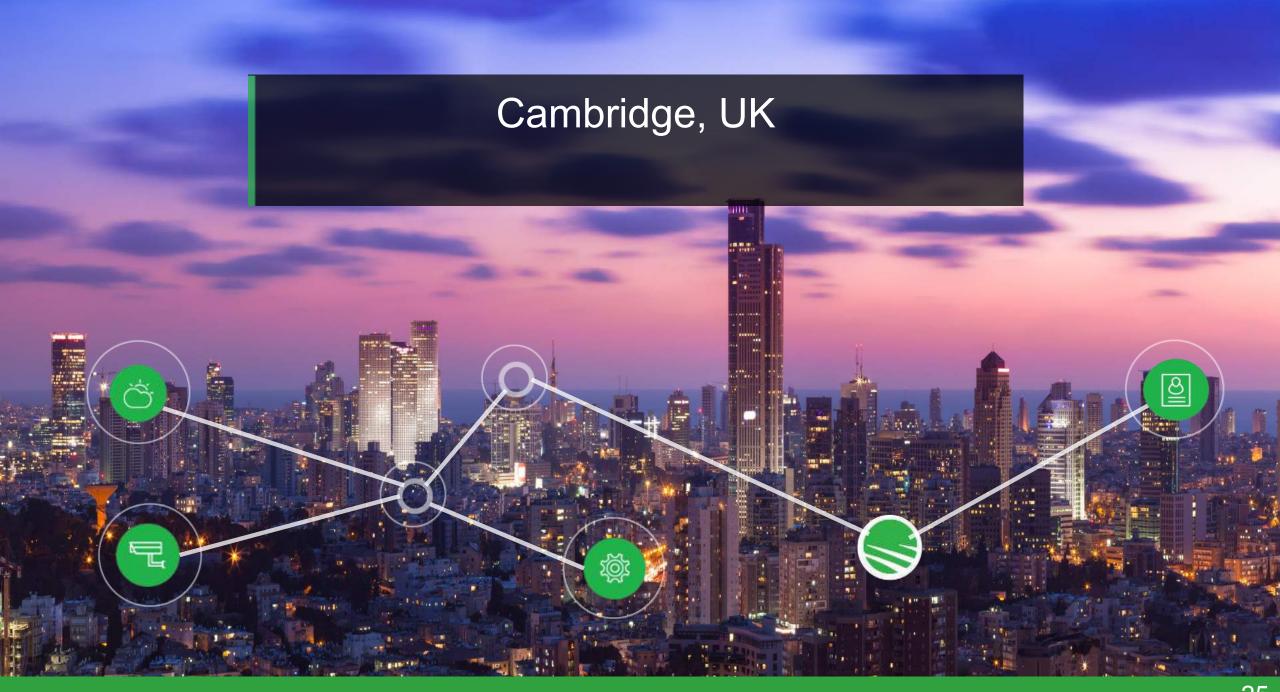
- Wireless + Networking
 Equipment Ru30.6M
- Installation cost Ru13.6M
- Total Ru44.2M



PROJECT FINANCING

Main source of Financing - OPEX Saving

- Municipality Telephone lines
- VPN between municipality buildings
- Schools Telephone lines
- Schools broadband connectivity
- Expenditure Increase due to project implementation 0



CAMBRIDGE CITY, UK

- One network serves 254 cameras:
 - City center
 - Car parks
 - Housing projects
 - City's anchors
 - Temporarily installs for special events
- Backhaul: migrate from leased fibre lines, delivering significant operating expense reductions



