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250 M€ TURNOVER

Year 2021

1500 EMPLOYEES

500 of whom abroad



200 R&D and SW development
350 System engineers
400 Tech. support, Op. Centers
200 FTTH & 5G planners
100 Project managers

14 Sites in 7 Countries

Italy: Milan, Rome, Palermo

Spain: Madrid, Barcelona, Ciudad Real, Sevilla

Germany: München, Düsseldorf

France: Courbevoie (Paris)

Peru: Lima

Brazil: Sao Paulo, Rio de Janeiro, Curitiba

Colombia: Bogotá, Medellín

Top CUSTOMERS

5 of 20 top world's global Telco Operators

2 of 10 top world's electric Utility Companies

1 of 5 top Banks in EU

> 50 Public Administrations

>100 Large Enterprises

TECHNICAL HUBS

R&D centers: Milan & Palermo

Demo centers and test plants: Milan & Palermo

Operation Centers: Milan, Ciudad Real & Sao Paulo

V

Volatilidad

Que cambia o varía de forma poco previsible

U

Incertidumbre

Falta de seguridad sobre lo que ocurre y ocurrirá

C

Complejidad

Difícil de comprender por sus múltiples factores

A

Ambigüedad

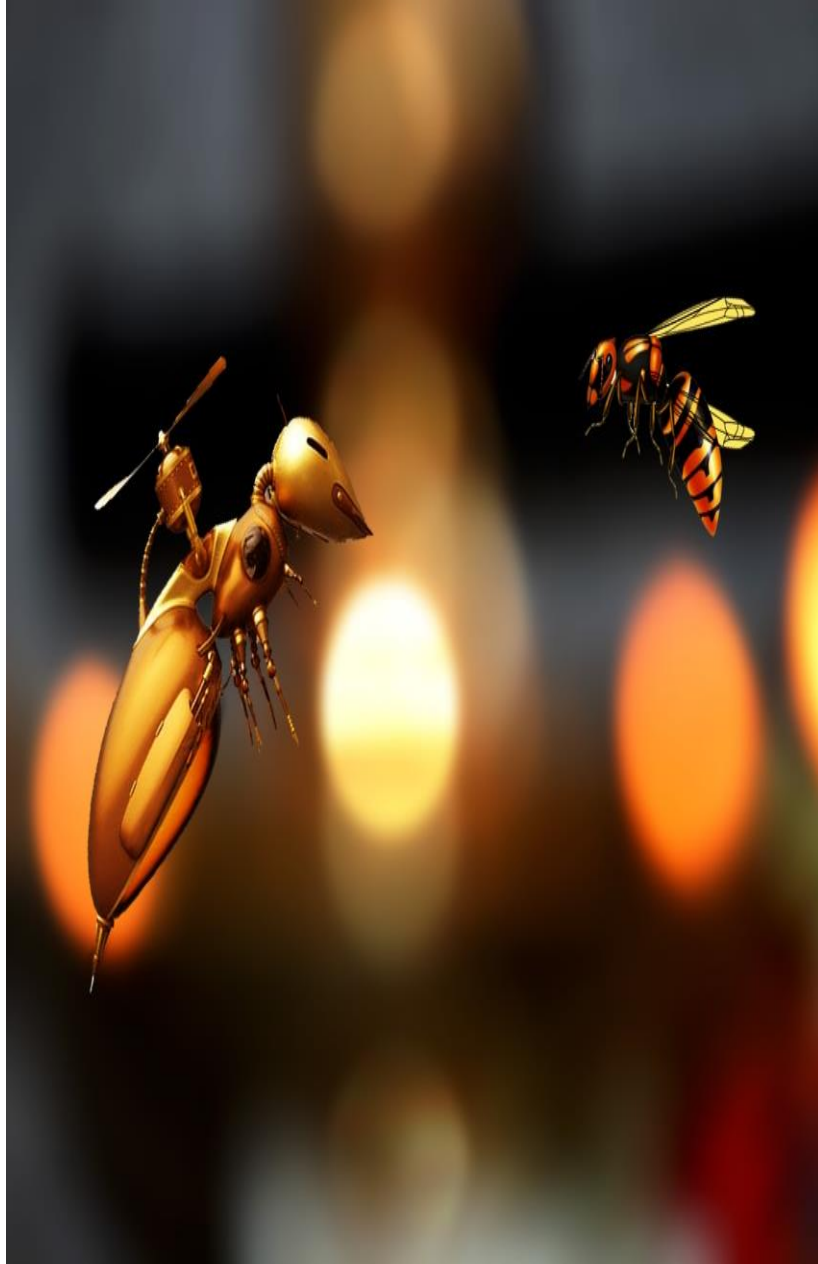
Dificultad para interpretar o adivinar consecuencias



desmotivaciones.es

Todos los locos son unos visionarios,
pues nadie antes había pensado lo que ellos habían hecho.





Tecnología
4ª Revolución Industrial



Nuevas Generaciones
Millennial & Generación
Z



Visión Holística
Ciudades

el

Como seran las ciudades del futuro?





Decálogo para el desarrollo de una Smart City

SMART CITY VISION en 10 IDEAS





1

SIGLO 21: SIGLO DE LAS CIUDADES



The World's Top 100 Economies

Country/City/Company	GDP/Revenues	Country/City/Company	GDP/Revenues	Country/City/Company	GDP/Revenues
1 United States	14,204	35 ExxonMobil	426	69 Chevron	255
2 China	7,903	36 Osaka/Kobe, Japan	417	70 Toronto, Canada	253
3 Japan	4,354	37 Wal-Mart Stores	406	71 Detroit, USA	253
4 India	3,388	38 Colombia	395	72 Peru	245
5 Germany	2,925	39 Mexico City, Mexico	390	73 Portugal	245
6 Russian Federation	2,288	40 Philadelphia, USA	388	74 Chile	242
7 United Kingdom	2,176	41 Sao Paulo, Brazil	388	75 Vietnam	240
8 France	2,112	42 Malaysia	383	76 Seattle, USA	235
9 Brazil	1,976	43 Washington, DC, USA	375	77 Shanghai, China	233
10 Italy	1,840	44 Belgium	369	78 Madrid, Spain	230
11 Mexico	1,541	45 Boston, USA	363	79 Total	223
12 Tokyo, Japan	1,479	46 Buenos Aires, Argentina	362	80 Singapore, Singapore	215
13 Spain	1,456	47 BP	361	81 Sydney, Australia	213
14 New York, USA	1,406	48 Venezuela	357	82 Bangladesh	213
15 Korea, Republic of	1,358	49 Sweden	344	83 Mumbai, India	209
16 Canada	1,213	50 Dallas/Forth Worth, USA	338	84 Rio de Janeiro, Brazil	201
17 Turkey	1,028	51 Ukraine	336	85 Denmark	201
18 Indonesia	907	52 Greece	329	86 Israel	201
19 Iran, Islamic Rep	839	53 Switzerland	324	87 Ireland	197
20 Los Angeles, USA	792	54 Moscow, Russian Federation	321	88 Hungary	194
21 Australia	762	55 Hong Kong, China	320	89 Finland	188
22 Taiwan	710	56 Austria	318	90 General Electric	183
23 Netherlands	671	57 Philippines	317	91 Kazakhstan	177
24 Poland	671	58 Nigeria	315	92 Volkswagen Group	158
25 Saudi Arabia	589	59 Atlanta, USA	304	93 ENI	158
26 Chicago, USA	574	60 Romania	302	94 AXA Group	157
27 Argentina	571	61 San Francisco/Oakland, USA	301	95 Phoenix, USA	156
28 London, UK	565	62 Houston, USA	297	96 Minneapolis, USA	155
29 Paris, France	564	63 Miami, USA	292	97 Sinopec-China Petroleum	154
30 Thailand	519	64 Seoul, South Korea	291	98 San Diego, USA	153
31 South Africa	492	65 Norway	277	99 HSBC Holdings	142
32 Royal Dutch Shell	458	66 Algeria	276	100 Barcelona, Spain	140
33 Egypt, Arab Rep	441	67 Toyota Motor	263		
34 Pakistan	439	68 Czech Republic	257		

34

Ciudades

13

Empresas

53

Países

Data sources: Country data: GDP-PPP from the Development Data Platform time series, World Bank; City data: PricewaterhouseCoopers (PwC). 2009. Which are the largest city economies in the world and how might this change by 2025? Economic Outlook; Companies: Data retrieved from http://www.forbes.com/lists/2008/18/biz_2000global08_The-Global-2000_Rank.html (accessed November, 2009)

Cite as: Hoomweg, D., P. Bhada, M. Freire, C.L. Trejos Gómez, R. Dave. 2010. *Cities and Climate Change: An Urgent Agenda*. World Bank.



2 TECNOLOGÍA como facilitador, NO el objetivo

Policy-making

Resource allocation

Empoderamiento de los ciudadanos

Abierta & transparente

Smart





3

RETOS & OBJETIVOS

BIENESTAR CIUDADANO



CRECIMIENTO ECONÓMICO



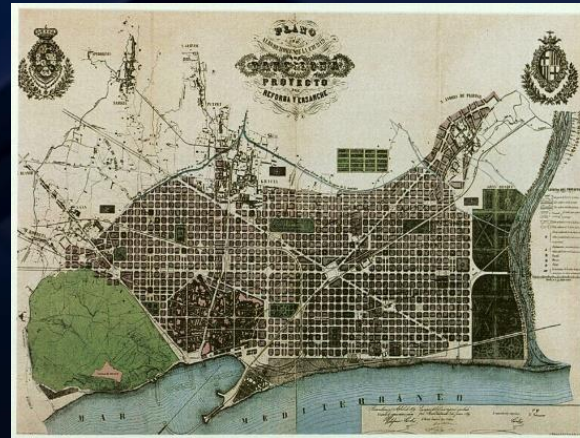
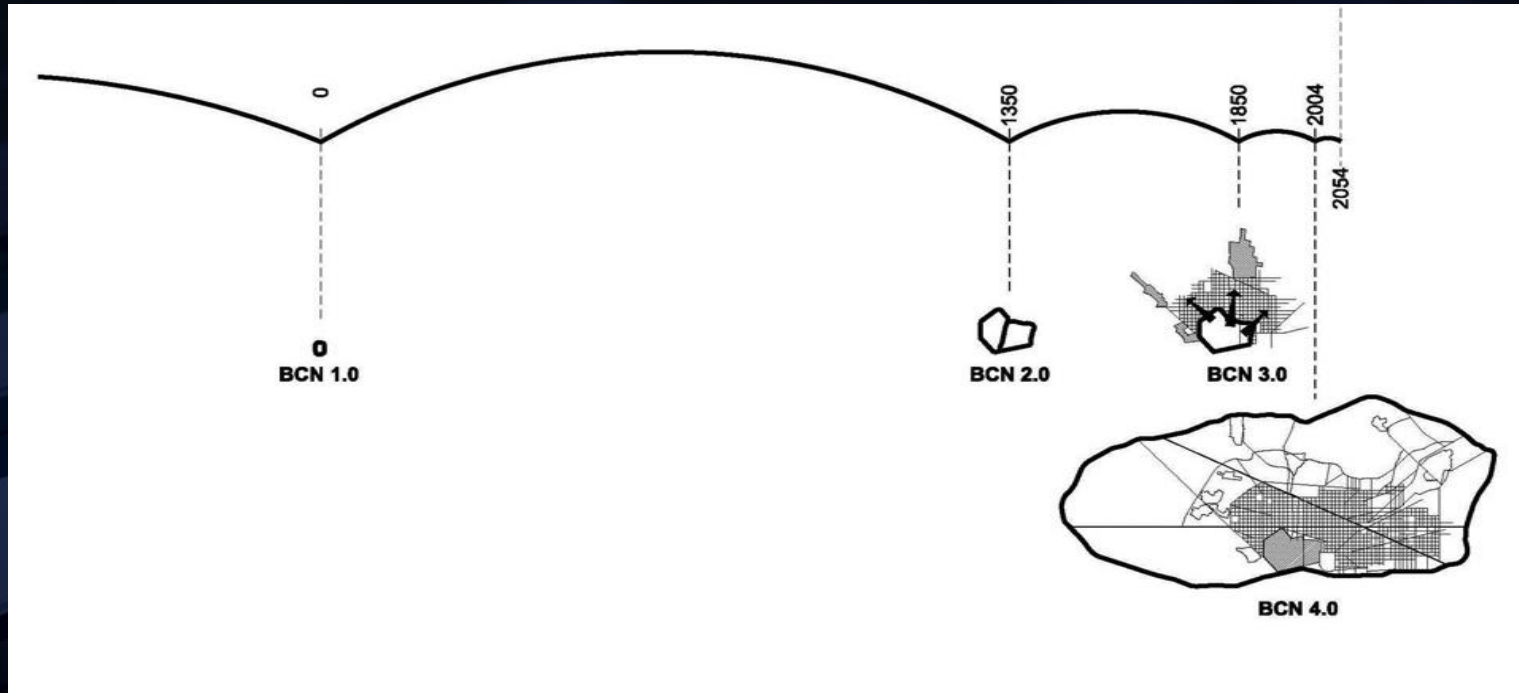
SOSTENIBILIDAD





4

PROYECTO DE TRANSFORMACIÓN DE CIUDAD





5

VISION A LARGO PLAZO Y LIDERAZGO

A long term ambitious vision is highly valuable.
It must address the question *what do we want to become, as a city, in 20 or 30 years' time?*

BARCELONA

“Trebалlem perquè Barcelona esdevingui una Ciutat autosuficient de barris productius de velocitat humana en el si d'una metròpolis híper-connectada i d'emissions zero.”

BUENOS AIRES

“Buenos Aires referente como Ciudad Inteligente e Innovadora, inclusiva, accesible y feliz, que desarrolla todo su potencial innovador y creativo; idóneo para la atracción de inversión y visitantes, fomentando de esta manera un ecosistema económico sustentable donde los ciudadanos serán el eje central de todas las decisiones, siempre pensando en grande...”

STOCKHOLM

“In 2030, Stockholm will be a versatile city, offering top-class education and business opportunities, alongside unspoiled nature at your doorstep - a unique combination that will continue to attract visitors from around the world”

SINGAPORE

“Many Smart Ideas, One Smart Nation. A Smart Nation is one where people are empowered by technology to lead meaningful and fulfilled lives.”

VIENA

“Viena es una ciudad habitable para los niños, los jóvenes, las mujeres y los hombres, las personas mayores, las familias, los empresarios, los artistas, los investigadores, las personas con necesidades especiales: en definitiva, una ciudad abierta a todos, sin importar cuánto tiempo lleven viviendo aquí”

DUBAI

“Our vision is to make Dubai the happiest city on Earth. Our mission is to create happiness, by embracing technology innovation”



6

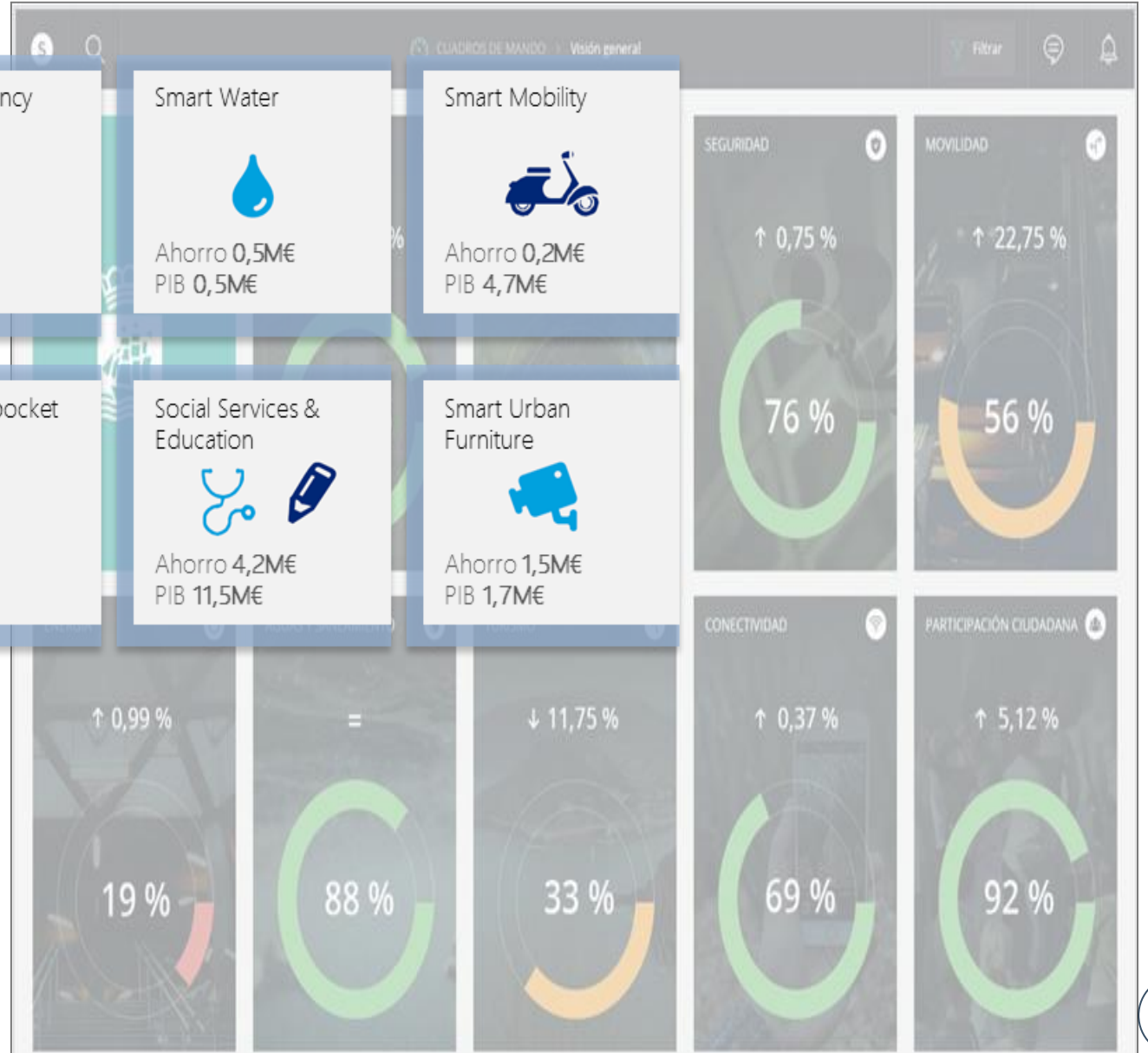
DESARROLLO HOLÍSTICO DE CIUDAD

1	Telecommunications networks		12	Citizenship	
2	Urban Platform		13	Open Government	
3	Smart Data		14	Barcelona in the pocket	
4	Smart Light		15	Smart Garbage Collection	
5	Energy self-sufficiency		16	Smart Regulation	
6	Smart Water		17	Smart Innovation	
7	Smart Mobility		18	Health and Social Services	
8	Renaturation		19	Education	
9	Urban Transformation		20	Smart Tourist Destination	
10	Smart Furnishings		21	Infrastructure and Logistics	
11	Urban Resilience		22	Leisure and Culture	



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MEDIR & EVALUAR EL IMPACTO



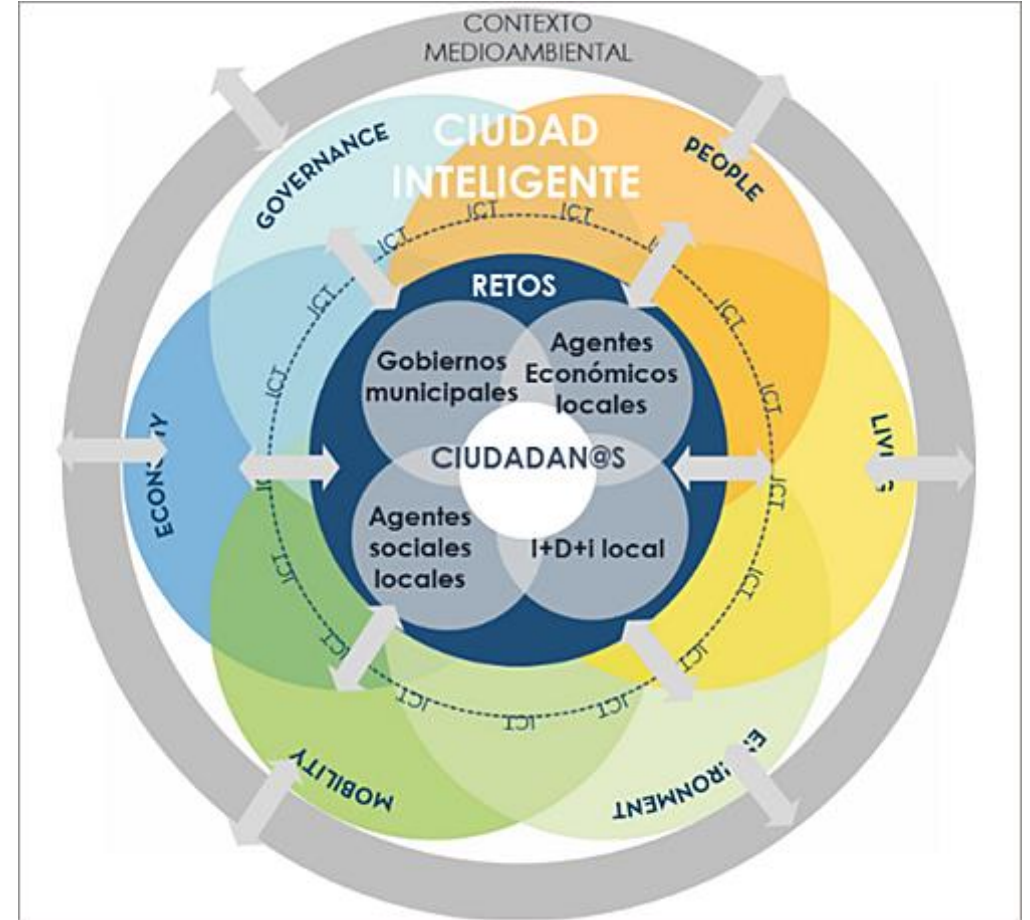
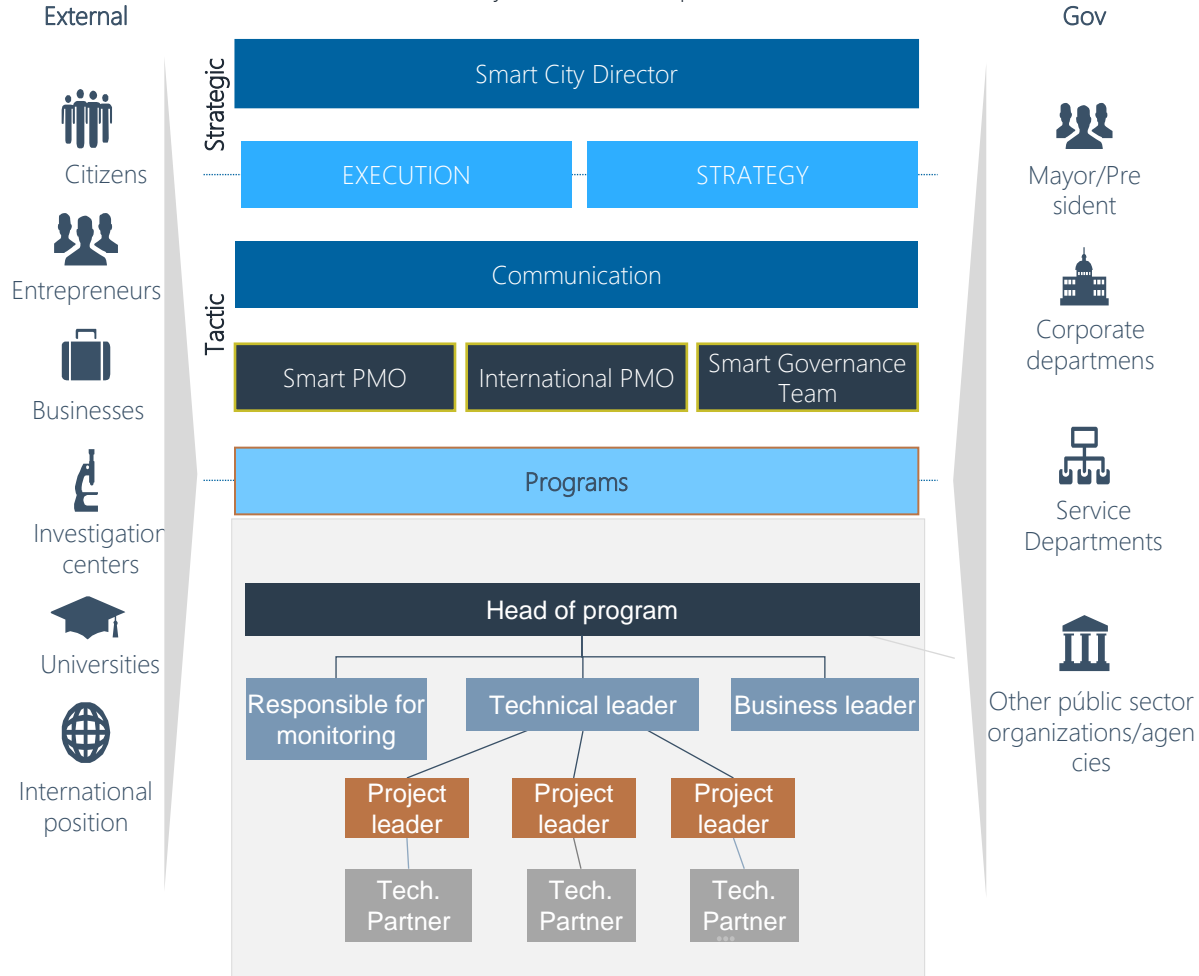
IMPACT EVALUATION: ROI AND ROS



8

MODELO DE GOVERNANZA: RELATIONSHIP & STAKEHOLDER MAPS

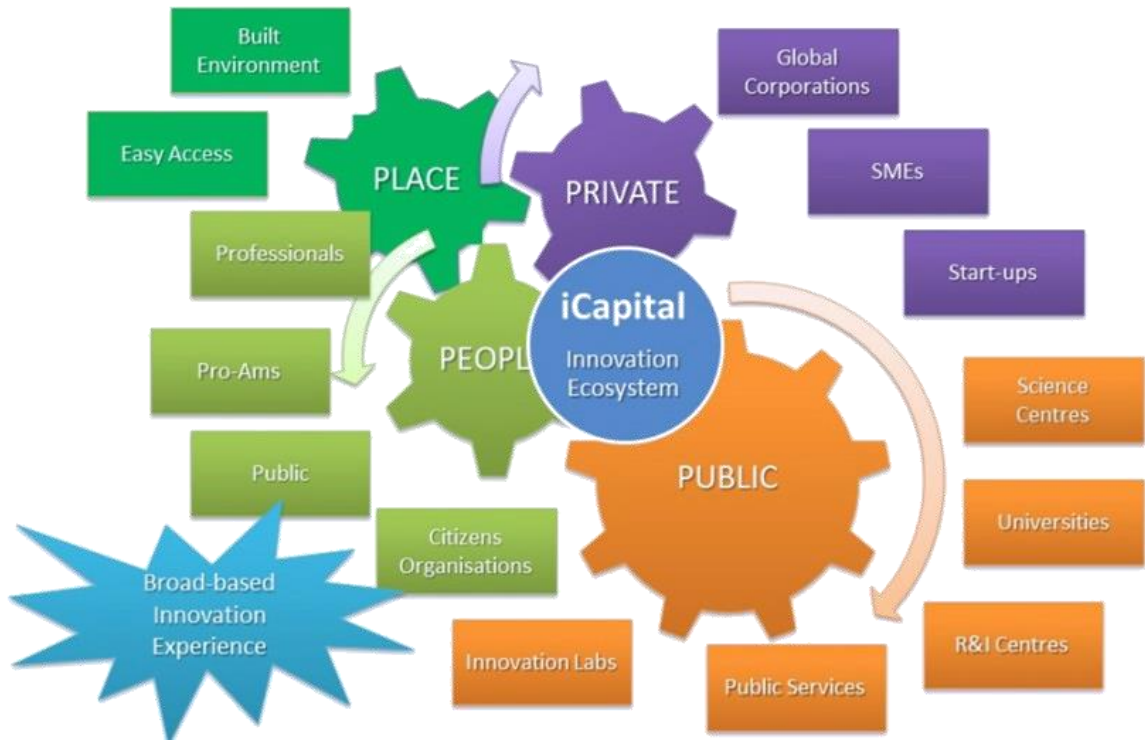
Smart City Stakeholder Map





9

ALIANZAS: COMPETITION & COLLABORATION INDUSTRY PARTNERSHIPS & INNOVATIVE ECOSYSTEM





10

ENGAGEMENT CIUDADANO: FOCUS IS ON CITIZENS



“no smart city without smart citizens”

Do it in an OPEN, INCLUSIVE and PARTICIPATORY way

Generate and develop projects TO and WITH the CITIZENSHIP

Engage citizens in the DEFINITION

of the city we want for the future (Smart Social Innovation)

and

In the STRATEGY and MANAGEMENT of the city (Smart Government)

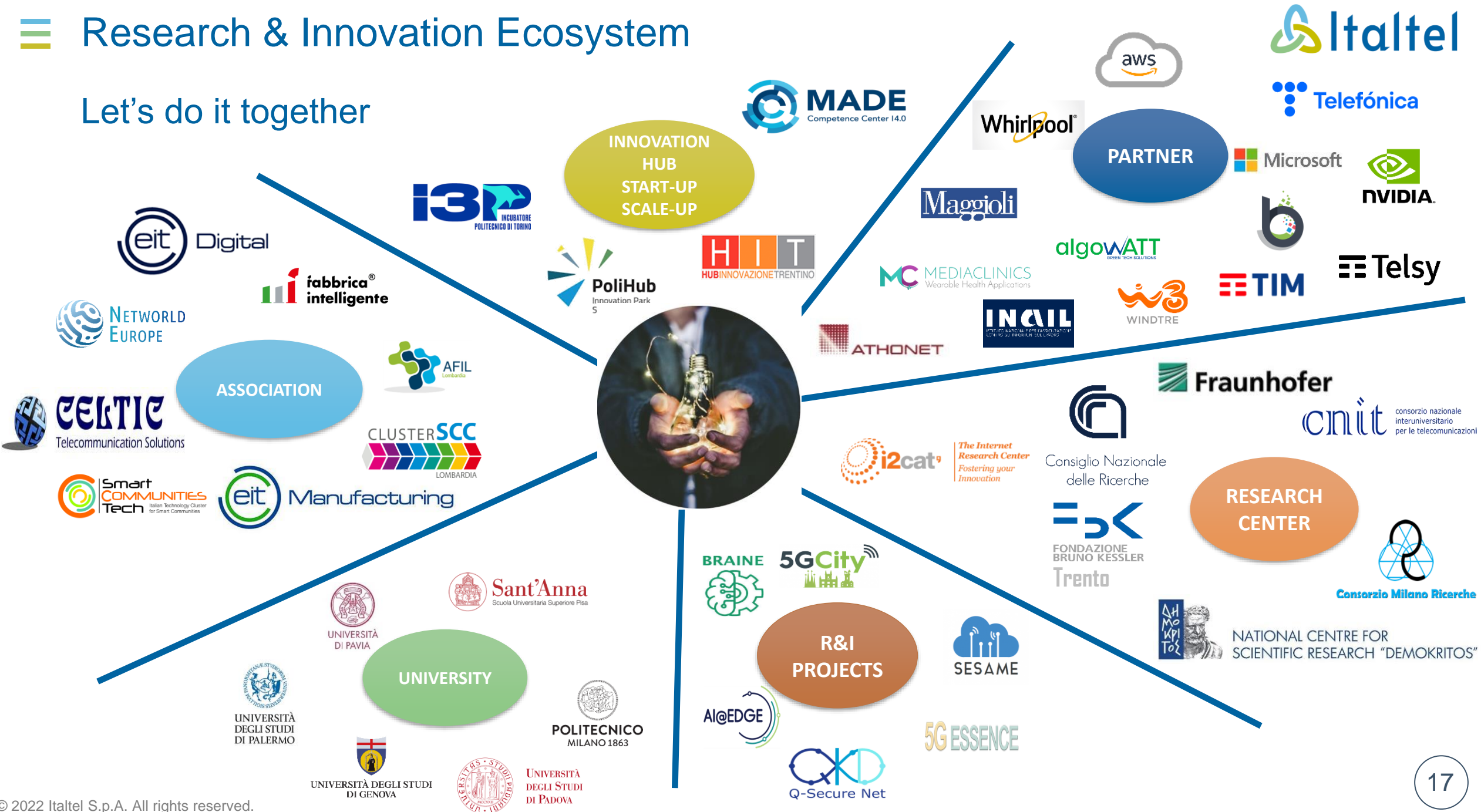


BARCELONA is
European Capital of Innovation
iCapital
2014-2016

<https://www.youtube.com/watch?v=rs-10eEGEe0>

Research & Innovation Ecosystem

Let's do it together



European Projects



ReCycleMan

Blockchain technologies to enable circular business model improving EoL management of RAEE and chemical waste from **manufacturing** process

CLEVER

Collaborative **edge-cCloud** continuum and Embedded **AI** for a Visionary industry of the futuRe



An **Artificial Intelligent** Aided Unified Network for **Secure Beyond 5G** Long Term Evolution



A Secure and Reusable **Artificial Intelligence** Platform for **Edge** Computing in Beyond 5G Networks

BRAINE



Big data pRocessing and **Artificial Intelligence** at the Network **Edge**



Quantum Key Distribution (**QKD**) on current metropolitan fiber-optic networks

GUARD

A **cybersecurity** framework to GUArantee Reliability and trust for Digital service chains

5G ESSENCE

Embedded Network Services for **5G** Experiences



5G-ready applications and network services over sliced programmable infrastructure



Enabling Smart Cities through **5G** Clouds



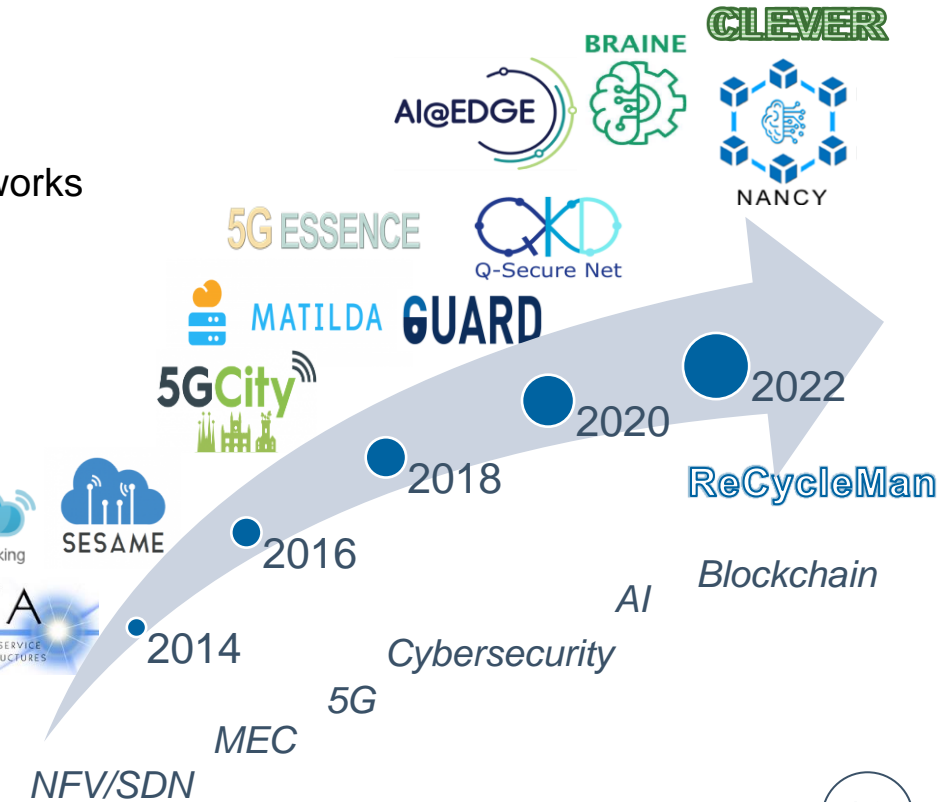
Small cEIS coordinAtion for Multi-tenancy and **Edge** services



Network Functions As-a-Service over virtualised infrastructures



Mobile Cloud Networking



Italtel serves most prominent players in the respective industries, both in Italy and internationally

Key Customers by industry and geography

Global key accounts

Italtel - Italian main customers, by industry

	Telco, Media & Cloud	TIM, INWIT, TOWERS, FASTWEB, WINDTRE, Vodafone, SPARKLE, noovle, terrecablare, IRIDEOS, open fiber, RETELIT, BT
	Enterprise	Aeroporti di Roma, LEONARDO, MARCEGAGLIA, Costa, ST, TRENITALIA, BMW, LOTTOMATICA, ELETTRICBO, Rai, esa
	Banking & Insurance	GENERALI, UniCredit, nexi, Banco Desio, sara, INTESA SANPAOLO
	Energy & Utilities	Dolomiti energia, Terna, GSE, e-distribuzione, Eni, enel
	Public Sector	ESERCITO, INAIL, SDA, consip, Postali, CASAS FORENSE, saeco simst, sogei, INVITALIA, SOGIN
	Local Public Sector	CSF, IC, top, ROMA, Lepeda, Regione Lombardia, Regione Liguria, Regione Piemonte, Regione Veneto, Regione Marche, Regione Umbria, Regione Lazio, Regione Campania, Regione Puglia, Regione Basilicata, Regione Calabria, Regione Sicilia, Regione Molise, Regione Abruzzo, Regione Marche, Regione Umbria, Regione Lazio, Regione Campania, Regione Puglia, Regione Basilicata, Regione Calabria, Regione Sicilia, Regione Molise, Regione Abruzzo
	Health	ISMETT, ESTAR, IS.SIBS, Regione Marche, Regione Umbria, Regione Lazio, Regione Campania, Regione Puglia, Regione Basilicata, Regione Calabria, Regione Sicilia, Regione Molise, Regione Abruzzo, Regione Marche, Regione Umbria, Regione Lazio, Regione Campania, Regione Puglia, Regione Basilicata, Regione Calabria, Regione Sicilia, Regione Molise, Regione Abruzzo

Italtel - International main customers, by country

	Spain	abertis, adif, Govern de Andorra, andorra telecom, enci, NOVO BANCO, Telefonica, cellnex, xarxaoberto, IBERDROLA, TELXIUS, Vodafone, Global Solutions, Lyntia, Estabonell Energia, SFR, Hub One, Legos, IP Directions
	France	orange, SNCF, odigo, SFR, Hub One, Legos, IP Directions
	Germany	plusnet, HospitHome, AIDA, UniCredit, Telefonica, Vodafone
	Brazil	PETROBRAS, LATAM, ambev, YAMAHA, TIM, vivo, enel, UOL, Cielo, UOI, TOTTUS, claranet, oi, SKY, HONDA, ORIGNFL, cielo, UOL
	Colombia	enel, emtelco, SERVICIOS, familia, DAVIVIENDA, Tuya, nutresa, ICESI
	Peru	LUPAO, BBVA, Lima 2019, enel, falabella, Interbank, Telefonica, Claro, CORPAC, BanBif, PCM, entel, LAS BAMBAS
	Others & GSPs	Virgin, proxiimus, EXATEL, LITC, TIM GRUPPO TIM, orange, Vodafone, Telefonica

ITALTEL S.A.: Partnerships y main competences



Puesto de Trabajo	Business Core	Monitorización & ITSM/ITOM	Analítica & EPM	Mensajería y Real Time	Comms & Seg	Infraestructura & Integración	DevOps & Agile
Microsoft Office 365 Enterprise E3 SharePoint Teams vmware Horizon ORACLE IDENTITY MANAGEMENT	SAP salesforce telarix Netcracker	MICRO FOCUS bmc helix bmc Remedy Jira ATLASSIAN PANDORAFMS Nagios	tableau SAP BusinessObjects Informatica ORACLE DATA WAREHOUSE ORACLE PLANNING AND BUDGETING CLOUD Wonderware	Operations Orchestration kafka nifi allot SANDVINE Guardicore FORTINET Check Point paloalto NETWORKS solarwinds CISCO splunk talkdesk	Microsoft Partner aruba zoom Authorized Reseller ORACLE COMMUNICATIONS elastic allot SANDVINE Guardicore FORTINET Check Point paloalto NETWORKS solarwinds CISCO splunk talkdesk	JBoss Fuse IBM apiconnect WSO2 vmware ATHONET MAVENIR Rakuten Symphony NGINX JBoss by Red Hat ORACLE WebLogic Server	OPENSIFT Jenkins sonarqube Sonatype Nexus GitLab PYTHON
5G, Cloud & SW	aws Google Cloud Azure ORACLE CLOUD casa systems IBM ORACLE DATABASE	PostgreSQL MySQL Apache Tomcat	ORACLE CLOUD casa systems	ATHONET MAVENIR Rakuten Symphony NGINX JBoss by Red Hat ORACLE WebLogic Server	ATHONET MAVENIR Rakuten Symphony NGINX JBoss by Red Hat ORACLE WebLogic Server	ATHONET MAVENIR Rakuten Symphony NGINX JBoss by Red Hat ORACLE WebLogic Server	ATHONET MAVENIR Rakuten Symphony NGINX JBoss by Red Hat ORACLE WebLogic Server

ITALTEL S.A.: Main Customers in Spain



Finanzas y Seguros

Tecnología y Media

Telco

Sector Privado

Utilities

Sector Público

NOVO BANCO[†]

BBVA

Santander

Allianz

MAPFRE

GENERALI

MEDIAPRO

MEDIACLOUD

ATRESMEDIA

rtve

CANAL+ FRANCE

TeleMadrid

overon

InterSystems[®]

ADTEL

unitecnic
media solutions

NOKIA

Telefónica
Global Solutions

TELXIUS Telefónica

Telefónica
Tech

orange™

vodafone

MÁSMÓVIL

cellnex

tigô

xarxaoberta
de Catalunya

lyntia
NETWORK TO BUSINESS

Dialoga
THE CloudCarrier Company

AFR-IX telecom

aire
networks

AVATEL TELECOM andorra telecom adamo

Diusframi

mercabarna

ONE OCEAN PORT VELL
BARCELONA

Hub One

Prosodie
Capgemini
CONSULTING. TECHNOLOGY. OUTSOURCING

Avianca

nexica
Critical cloud & hosting

Roca

DISRUPTIVE
INNOVATION

enel

IBERDROLA

REPSOL

estabanell
energia

adif

FGC
Ferrocarrils
de la Generalitat
de Catalunya

CTTI
Centre de Telecomunicacions i Tecnologies de la Informació

Ajuntament de Barcelona

TMB
Transports Metropolitans de Barcelona

titsa



Govern d'Andorra

Ayuntamiento de Jerez

GUARDIA CIVIL

NOSDO
AYUNTAMIENTO DE SEVILLA

Thank you

