

Partnership Day – May 20th

SnT – Post

Mai 2014



Summary

- **Introducing the team**
- **Company profile and Strategy**
- **Project Description**

Introducing the team

Post:



SNT



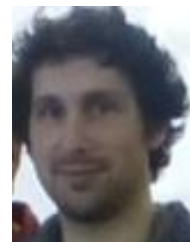
Prof. Yves
Le Traon



Cyril
Cassagnes



Gregory
Nain



Francois
Fouquet



Patrice
Caire

Company Profile

- Company founded in 1842 as a public administration, has been a public company since 1992
- The group includes 13 subsidiaries and employs approximately 4.000 people. It is the 3rd largest employer and its staff represent more than 27 nationalities
- The company operates postal, financial, telecom and ICT services
- In telecommunications it operates a broadband and mobile network and serves residential and professional customers
- ICT: datacenter tiers IV
- Its international high-speed fibre optic network, TERALINK (www.teralink.biz), connects major financial and economic global players, both to and from Luxembourg.
- The company is currently the leading operator in mobile telephony and broadband connectivity

Company profile - subsidiaries



POST Telecom PSF

As an ICT solutions specialist in the POST Luxembourg Group, POST Telecom PSF offers a wide range of converged solutions which integrate the virtualization of servers, advanced storage technologies, Data Center and Enterprise Networks completed with converged VoIP and Multimedia collaboration in a high Security environment.



EBRC

As a European specialist in ICT solutions, ebrc responds to the challenges of data management and fragile infrastructures with an offer based on confidence - "Trusted", including "Trusted Data Centres Services", "Trusted Cloud Europe Services", "Trusted Managed Services", "Trusted Resilience Services", "Trusted Advisory Services" and "Trusted Security Europe".



EDITUS

Editus S.A. provides the public with free high-quality access to practical information for making everyday life easier (white pages, yellow pages, web directory, etc.). Companies also have access to promotional tools and useful contacts.



VISUAL ONLINE

Visual Online S.A. specializes in Internet access. Over time, associated services such as site hosting, server collocation, website creation, email management, leased lines and secure access, have been added to the wide range of existing services. Voice over IP is proving to be increasingly popular among users.



Hot City

Founded in October 2009, HotCity S.A. markets several HotCity networks, while offering access to the internet and several applications. In addition, HotCity S.A. promotes their services platform used by other towns in Luxembourg, the greater area and beyond. Last but not least, HotCity S.A. offers internal BTB Wi-Fi coverage.



Regify

regify S.A. is an international supplier of registered and secure emails. Founded in 2006, regify S.A. ensures the secure exchange of documents and messages in the most user-friendly way. The regify service combines the benefits if regular post with the speed, simplicity and lower cost of emails.



INTECH

InTech is specialised in the design and implementation of ICT business solutions for major client accounts, particularly in the financial services, manufacturing and institutional sectors.



ELTRONA

The core business of Eltrona Interdiffusion S.A. is the broadcasting of analog and digital television channels and radio stations over its Imagin network head-end. Eltrona also leases and sells equipment for screenings and multimedia presentations, designs and integrates automation and control systems, and supplies alarm and remote surveillance systems.



VICTORBUCK SERVICES

Supporting the financial sector as a customer communication agent, VBS offers confidential information distribution services (hardcopies and electronic) to the European financial industry and commands a leading position in the industry for Luxembourg-based investment funds. In addition to its print center in Leudelange, VBS operates a second high-volume print and mail-inserting center within P&T's Sorting Center in Bettembourg.



TNT EXPRESS LUXEMBOURG

TNT Express Luxembourg S.A. offers all types of goods transportation and special deliveries, including associated services. Since September 2006, TNT has been in its new offices in Bettembourg next to P&T's Sorting Center.



MICHEL GRECO

Michel Greco S.A. specializes in the delivery and express transportation of mail and small parcels. Greco, the national market leader, offers its customers a comprehensive portfolio of customized services.

INFOMAIL



Infomail S.A. markets and packages all types of printed forms and advertising items, while commercializing their distribution. Infomail is especially known for its I-mail product - an unaddressed advertising envelope delivered to every mailbox in the country. According to an independent survey, this product has been the leading publicity driver in Luxembourg for years.



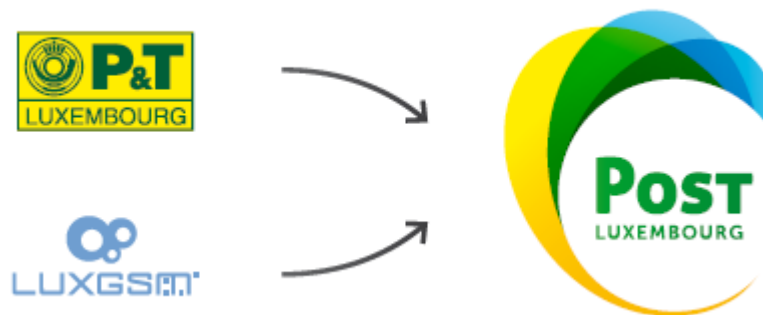
P&T Consulting

P&T Consulting offers innovative ICT solutions and services to improve the performance of public enterprises and leading figures, as a consultant, "cloud" provider, software publisher and technology integrator and facilitator. P&T Consulting is active in Luxembourg and on the European markets.

Strategic business orientation

Post Telecom has been regrouping its broadband and mobile services since 2010

- To optimize the marketing of its services
- To provide customers with a new integrated offer
- To build a new identity as a unique brand launched in Autumn 2013



Strategic business orientation – Post Telecom

- Strong commitment to customers confirmed
 - To improve their daily lives
 - To help them realize their projects by offering convergent flexible and innovative communication solutions
- The name and visual identity of POST Telecom encompass the identity of the various services on offer
- POST Luxembourg invests continuously, making it one of the most modern networks in Europe. Today, 80% of the country is covered with 100 Mbps connections and 35% of the population can enjoy fibre with speeds up to 1Gbps

In conclusion,

- POST Telecom's ambitions are
 - to deliver the communication tools and services
 - to provide everyone with the opportunity to establish, maintain and develop their ties with family, friends and customers, anywhere and at any time.

In other words, a vast network open to all.

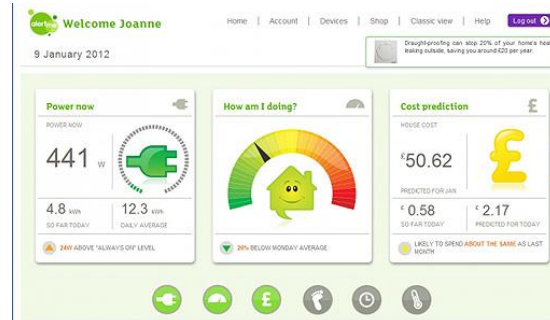
Smart Home

- **Simplify the daily life of customers**

- Video Surveillance
- Remote Control
- Energy saving
- Personal care

- **Home automation**

- Creates scenes



Problem Statement

Current smart home solutions are:

- Heavily dependent from the end-user
- Only reactive if programmed for a specific scenario
- No automatic adaptation to the user/environment
- No learning mechanism
- No interoperability due to heterogenous protocols and products

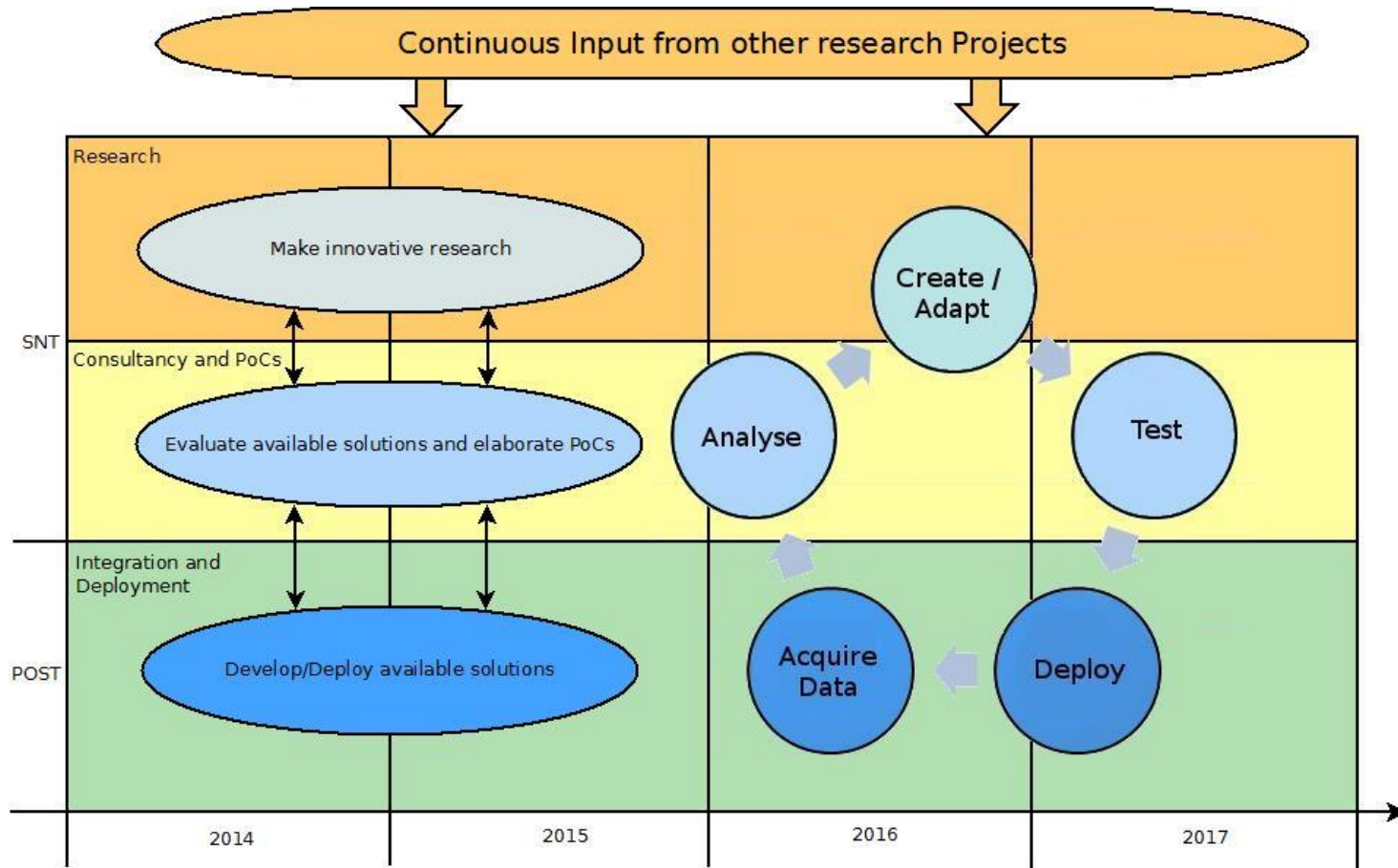
Our solution: SeRCome

Secure and Reliable Cloud-based solutions for Smart Home

Our challenges is to make the system proactive:

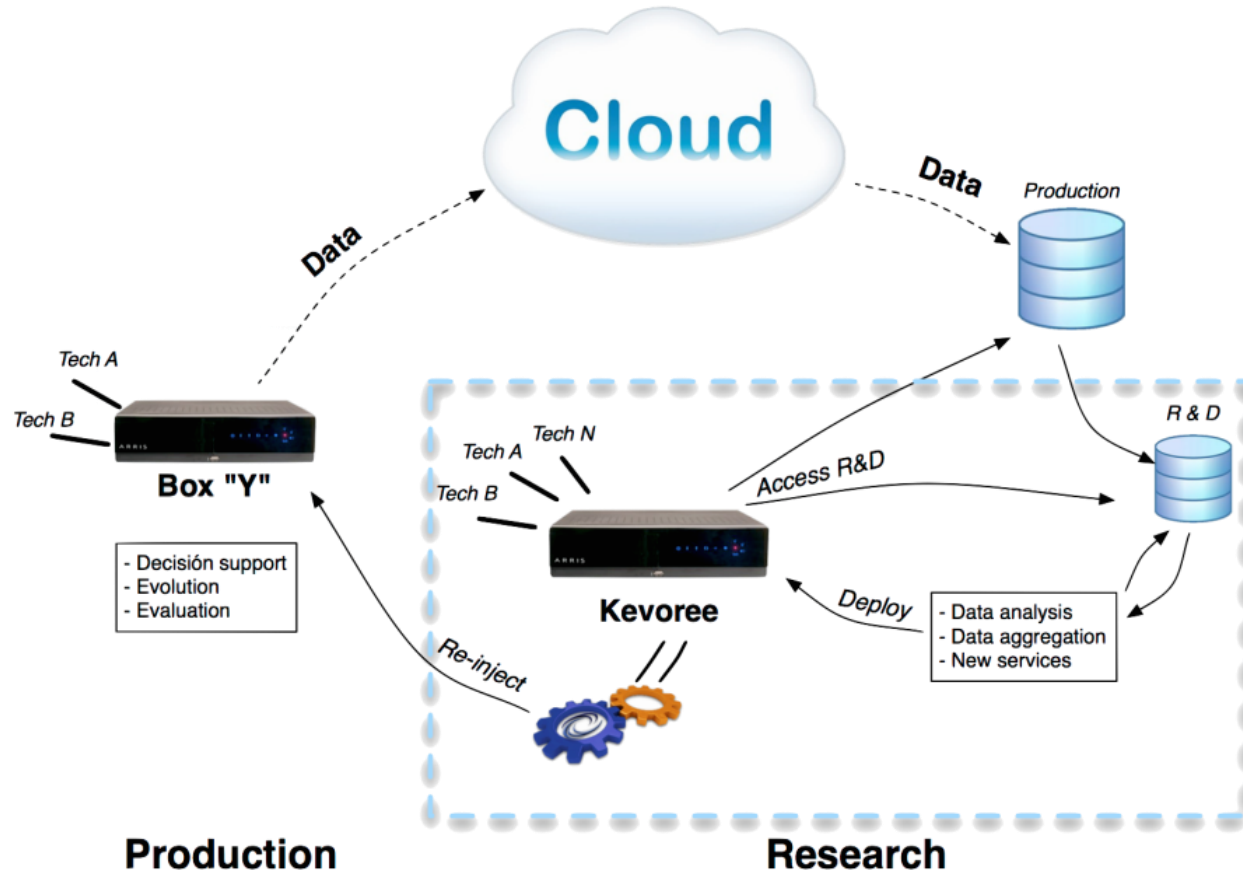
- Provide dynamic support to the end-user
- Automatic evolution of the system with the environment and requirements
- Self-learning
- Multi-protocol enabled
- Reliable and secure

Approach



AIP: Agile Innovation Platform

Agile Innovation Lab



***Data is anonymised at the source (Box "Y")**

Conclusion

Win-Win situation combining research and industry.

For POST

- Have a platform that is future oriented
- Benefit from cutting edge innovative applications and approaches of Agile Innovation Lab

For SnT

- Benefit from real user data and use cases
- Provide breakthroughs in the field of software engineering

Merci !

