



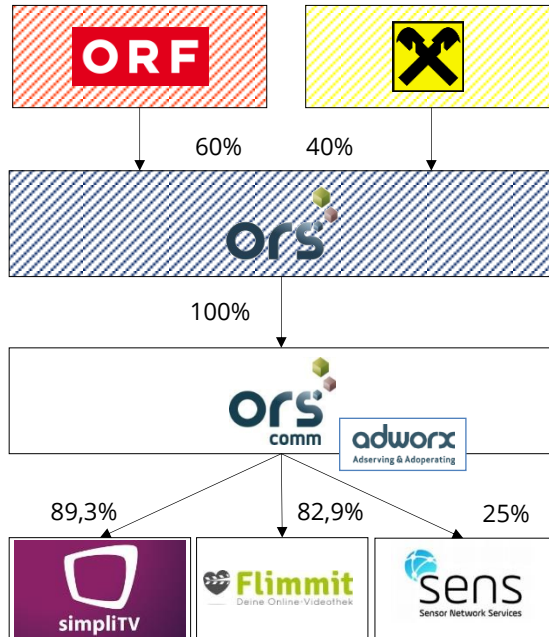
sens

Sensor Network Services

Status of IOT and LoRa in Austria

Norbert Grill, Austrian Broadcasting Corporation

Company Structure



FOUNDED

- ▷ 2005, originating from ORF's Broadcast Engineering Unit
- ▷ 60 percent owned by ORF and 40 percent by Medicur Sendeanlagen GmbH (part of Raiffeisen group)
- ▷ 2013 entry into B2C Market with the launch of simplitv
- ▷ 2015 acquisition of adworx operational units Adserving and Adoperating
- ▷ Partial 2015 acquisition of video on demand platform flimmit, 2016 acquisition of majority stake
- ▷ 2018 foundation of IoT Joint Venture Sensor Network Services GmbH - SENS

TURNOVER

- ▷ € 107,6 Mio. (2017)

EMPLOYEES

- ▷ 161 (2017)



Sensor Network Services GmbH

Joint Venture Kapsch BC, Microtronics und ORScomm



Microtronics is a provider of complete solutions for IoT, M2M and Industry 4.0 projects. The solutions include hardware, software and services from a single source. Solutions from Microtronics are in use in more than 60 countries across the globe.



As a leading partner in digitalization, Kapsch Business Com operates as a consultant, system supplier, and service provider. Kapsch BusinessCom is the ideal partner for keeping abreast of rapidly evolving digital technologies.

The ORS Group operates a nationwide broadcasting infrastructure for the transmission of TV and radio channels which makes ORS comm, ORF subsidiary and part of the ORS Group, the perfect partner for the planning, set-up and management of a nationwide LoRaWAN™ in Austria.





Company Strategy

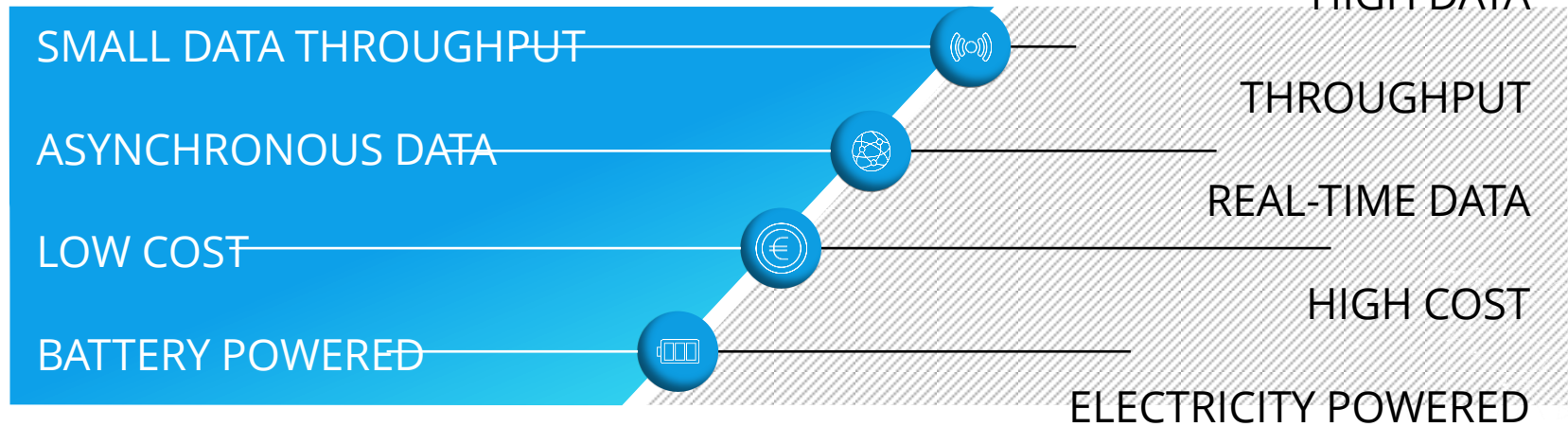
- ▷ **SENS is a Full Service Provider for IoT applications**
- ▷ **The services and solutions provided by SENS** enable the intelligent digital transformation of business processes and the development of new business applications strengthening the competitiveness of our customers
- ▷ **SENS** offers Network-as-a-Service based on the Low Power Wide Area Network specification LoRaWAN™ as well as the set-up of private networks intended for wireless battery operated devices



Low Power Wide Area Technology

LoRaWAN™ as an addition to mobile communications

LORAWAN™ NETWORK





Competition

GSM Modem



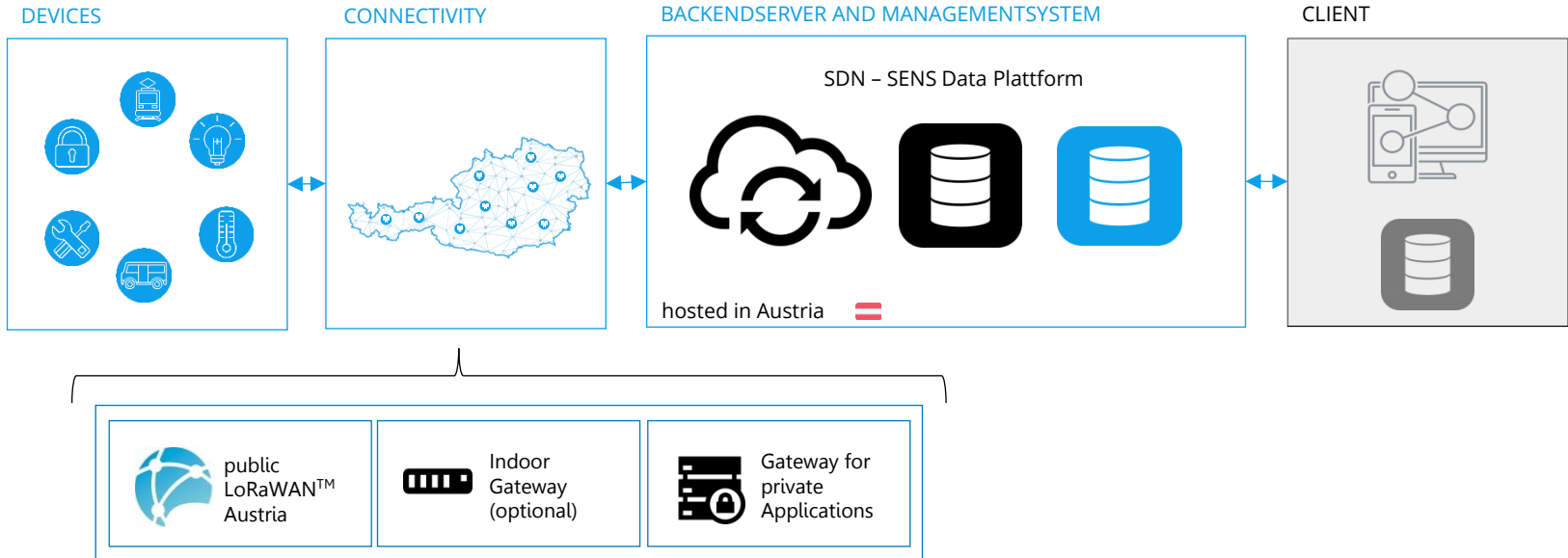
NB-IoT Trial since 2017
2G/3G/LTE



2G/3G/LTE



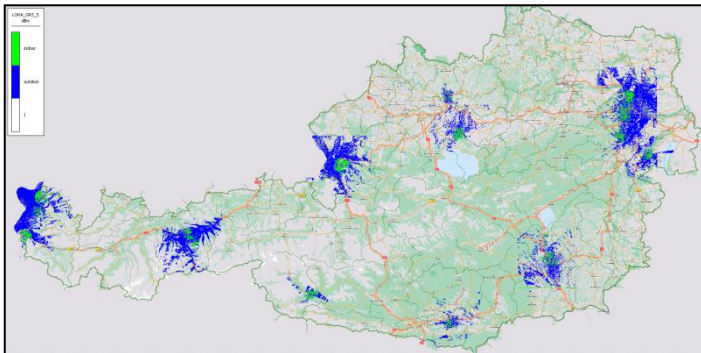
Full Service Provider - public and private connectivity





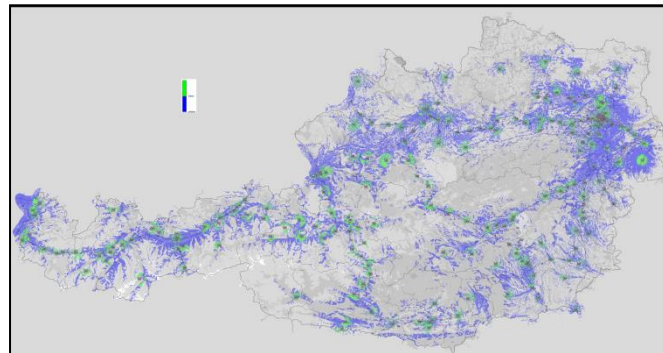
LoRaWAN™ Roll-Out Austria

2018



Coverage of federal capitals

2019



Coverage of federal capitals and main routes

▷ Faster expansion of network coverage if required by use cases/clients



Customer Journey

product development in-sync with customer needs

Discovery Workshop

SENS IoT Solution



IoT Explorer

Proof of Concept