

# FUTURE TECH ADVISORY SERVICES

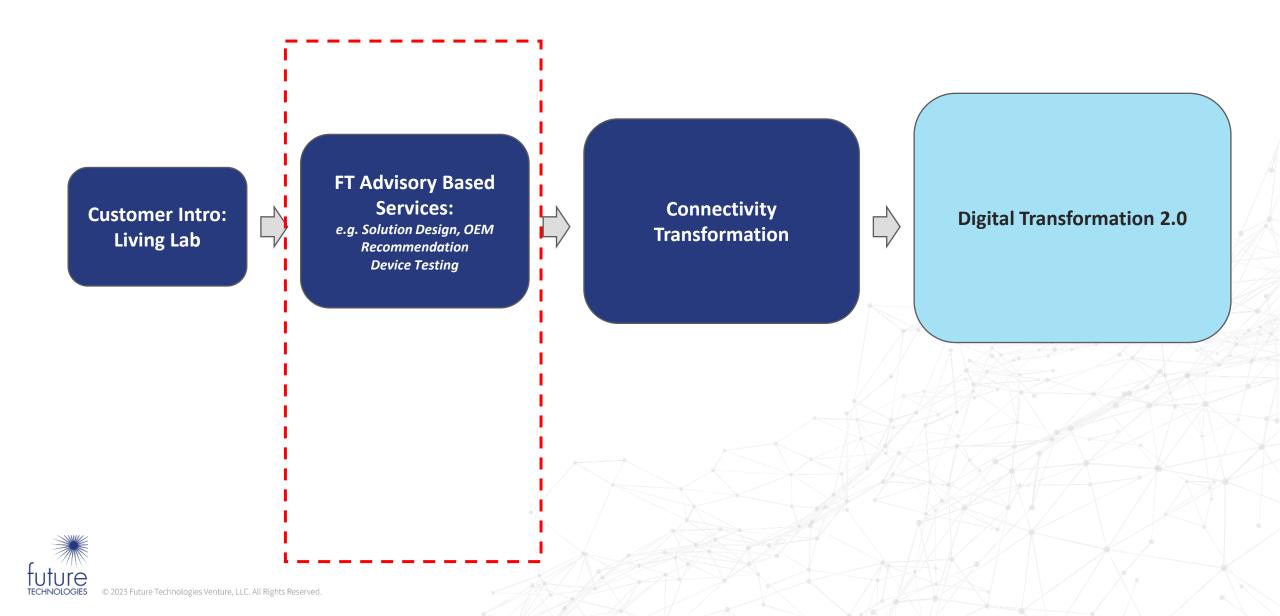
IAN CHAN
CHIEF COMMERCIAL OFFICER
FUTURE TECHNOLOGIES VENTURE, LLC

DEEPA JAGANNATHA
CHIEF TECHNOLOGY OFFICER
FUTURE TECHNOLOGIES VENTURE, LLC



TECHNOLOGY SUMMIT 2024

# Sales Motion: FutureTech Customer Relationships



# **Elements Shaping Private Networks**

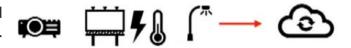
Public MNO coverage, use of DAS, small cells, and Wi-Fi for indoor coverage



Local/Guest IT LAN & Internet access, mostly Wi-Fi



Local IoT (fixed), sensors, other fixed IoT mix of Wi-Fi, BT, LoRa, NBIoT, etc.



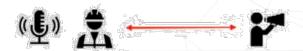
Local IoT (mobile), devices that move or need indoor/outdoor coverage



Local OT (operational / critical / industrial) Very high reliability / low latency / deterministic



Local voice & data communication, PTT, walkie-talkies, 2-way radios, etc.



# **Hybrid Networks**

### Shared Infrastructure

- Neutral Host Networks (Single Operator / Multi-Operator)
- Multi-Operator Radio Access Networks (MORAN)
- Multi-Operator Core Networks (MOCN)

### **Dedicated Infrastructure**

- Enterprise owned Core + RAN
   Spectrum
- Shared Licensed
- Dedicated Licensed
- Unlicensed (B48/n48)

### Technology & Features

- LTE / 5G / Wi-Fi
- Devices
- Throughput, Ultra Low Latency, Speed



## FutureTech Advisory Offerings

Customer Education / Assessment

Project Scoping & Definition

Technical Consulting

Application /
Use Case:
Advisory,
Testing &
Integration

Solution Architecture Solution
Engineering &
Design

RF Design

(Desktop)

RF Site Survey

Site & Power

Design

**Drive Test** 

**RF Tuning &** 

Optimization

Cybersecurity

Customer Education

Primer / Intro to
Private Networks

Strategic Assessment

How can PWN work for you / your industry?

Business Case Development Initial Customer Consultation

> Customer Requirements Questionnaire

Customer Readiness Checklist OEM Vendor
Lands cape &
(Customer
Specific)
Recommendations

Network Edge Lab-as-a-Service

Use Case Validation & Testing)

Application
Integration/Staging

Device Certifications High Level Solution Package

> Project / Customer Overview

> Functional Requirements (e.g. Redundancy, Coverage Targets, New Network Infra)

**Solution Overview** 

**Solution Components** 

Power Requirements

Cooling Requirements

Low Level Solution Package

CIQ

Cabling Configuration

Details Details

**Elevation Diagram** 

Program Maturity
Assessment

Policies/Controls
Development

Education/
Awareness Training

