

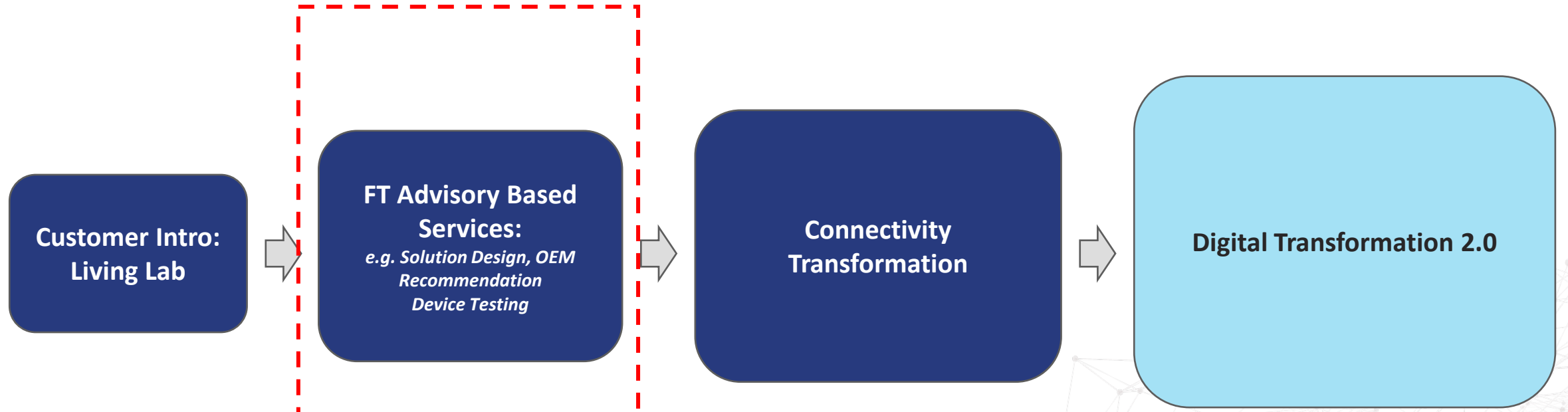
# FUTURE TECH ADVISORY SERVICES

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# 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, NB-IoT, etc.



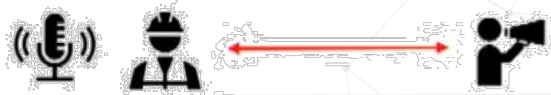
Local IoT (mobile), devices that move or need indoor/outdoor coverage



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

