



FutureCommunication

RICH BUSINESS MESSAGING – ENHANCING THE LIFE OF CONSUMER

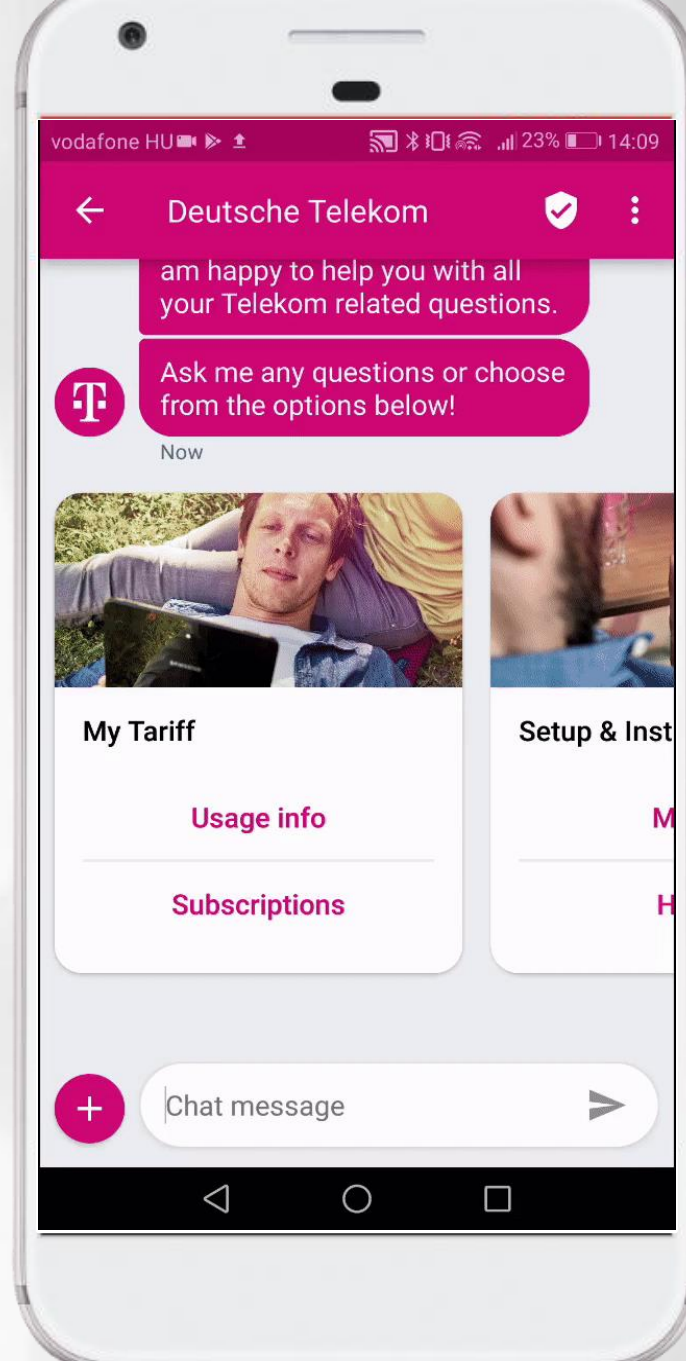
DT International Technology & Service Delivery – November 15, 2018
Dr. Petja Heimbach



Legacy Comms
Voice & SMS

Distributed Ledger
IoT **AI**
Augmented Reality
Smart Identity **Chatbots**
Conversational Commerce

CUSTOMER SERVICE BOT



- Account Balance
- Data/Phone Call Minutes Left
- Monthly Expense
- History Bill
- Data Boost
- Promotions
- Upsell
- Product service
- Live Chat
- Live Call/Video



LIFE IS FOR SHARING.

AT THE CROSS ROADS – WHAT KIND OF CHANNEL DO WE WANT?



Which direction do we want to take?



LIFE IS FOR SHARING.





THE TELCO MESSAGING CHANNEL RUNS WITH AN ATTRACTIVE USP

1

PROTECT CORE ASSETS

- T** Trust
- R** Reach
- P** Privacy

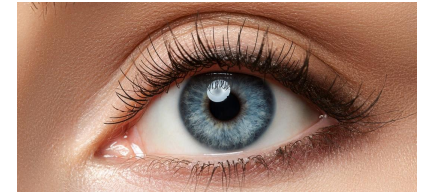
2

MONETIZE DIRECTLY

- Avoid** indirect business model with monetization of user data
- Provide** analytics to customers, but never sell data to 3rd parties

3

RESPECT CONSUMERS



LIFE IS FOR SHARING.



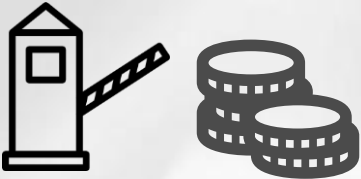
**WHAT
WE**



**DON'T
WANT**



HOW TO PROTECT OUR CONSUMERS?



PRIZE BARRIER



ABUSE HANDLING

USER CONTROL

SPAM PROTECTION





The most valuable to protect in the ecosystem are customer eyeballs.



LIFE IS FOR SHARING.