



Mobile360
Digital Societies

APAC IoT INNOVATION SUMMIT

Kuala Lumpur 24-26 Sept 2019



#MOBILE360

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**APAC IoT
INNOVATION SUMMIT**

Session 1: Mobile IoT Latest Developments

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Nguyen Viet Anh
Chief IoT Architect,
Viettel Network
Viettel Group

Session 1: Mobile IoT Latest Developments

Hồ Chí Minh



NB-IoT deployment in Vietnam

Nguyen Viet Anh – Chief IoT Architect of - Viettel Network -
Viettel Group

HANOI



VIETTEL FOOTPRINTS



Agenda



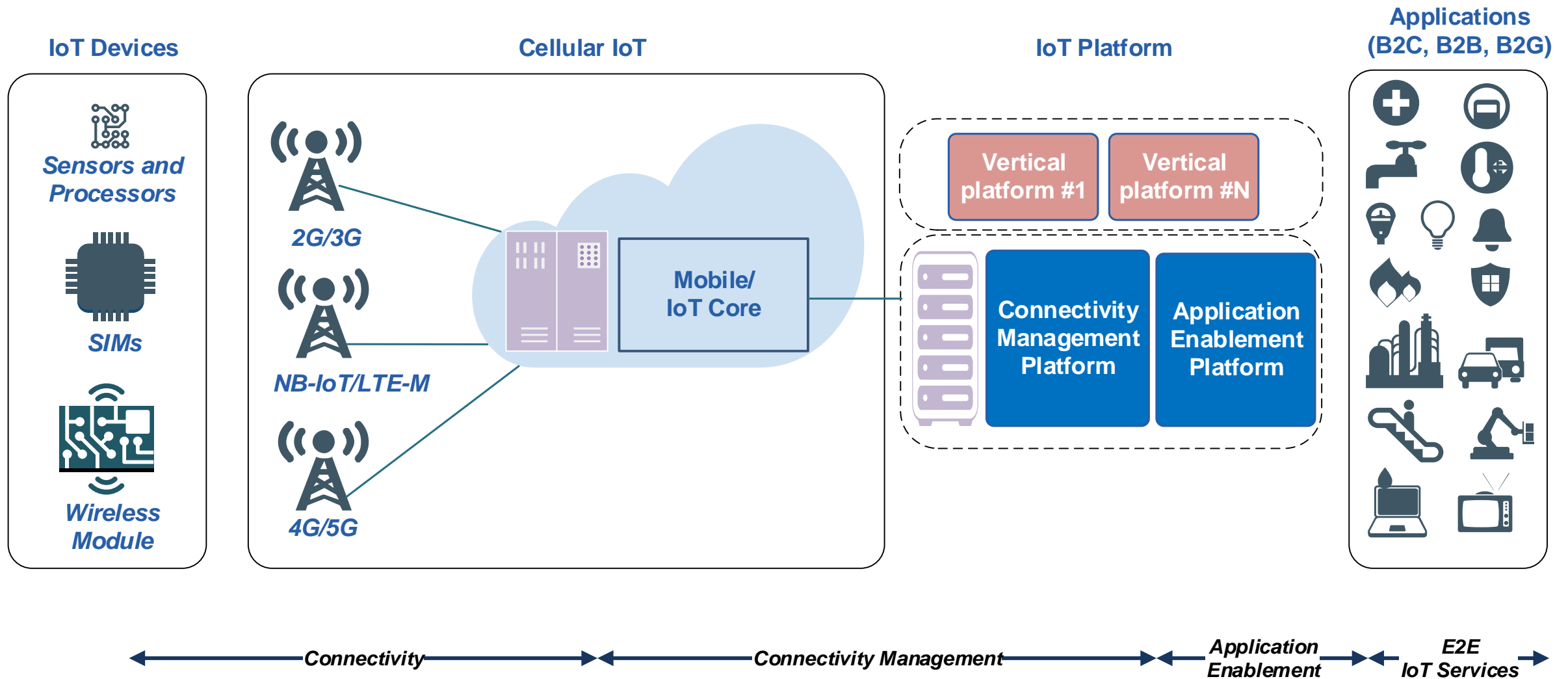
- 01** **Viettel's IoT full picture**

- 02** **NB-IoT deployment in Vietnam**

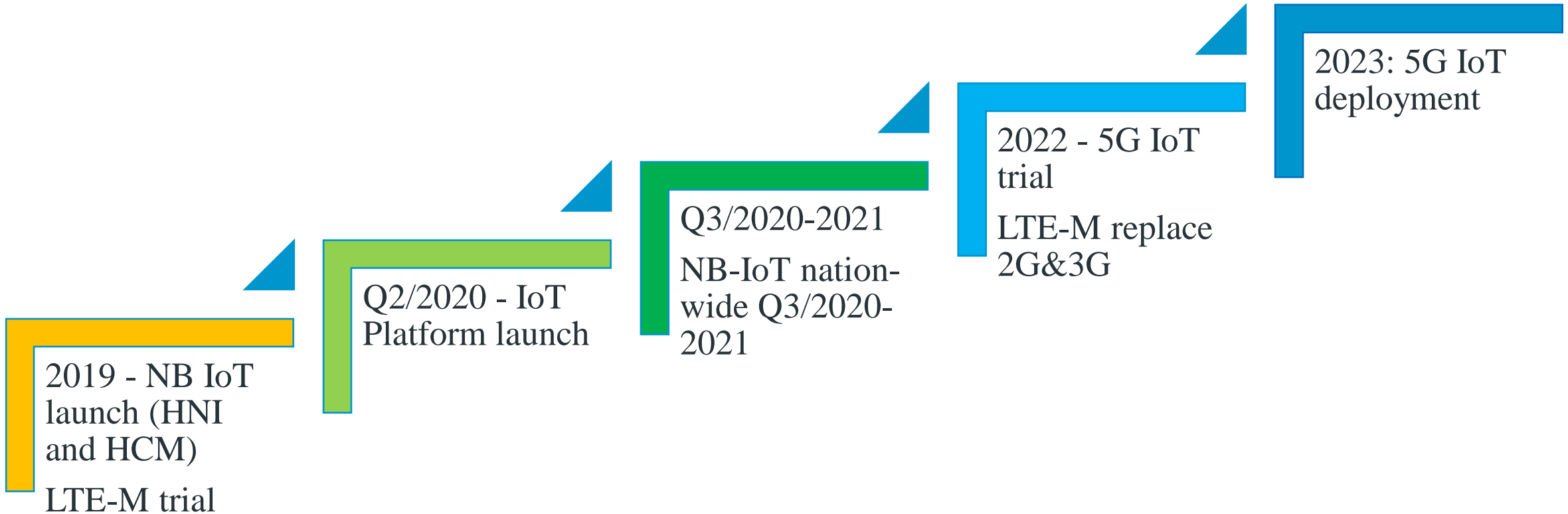
- 03** **Viettel's IoT Strategy and Approach**

- 04** **Vertical industries engagement**

Viettel IoT full picture



Viettel IoT Infrastructure and Platform roadmap



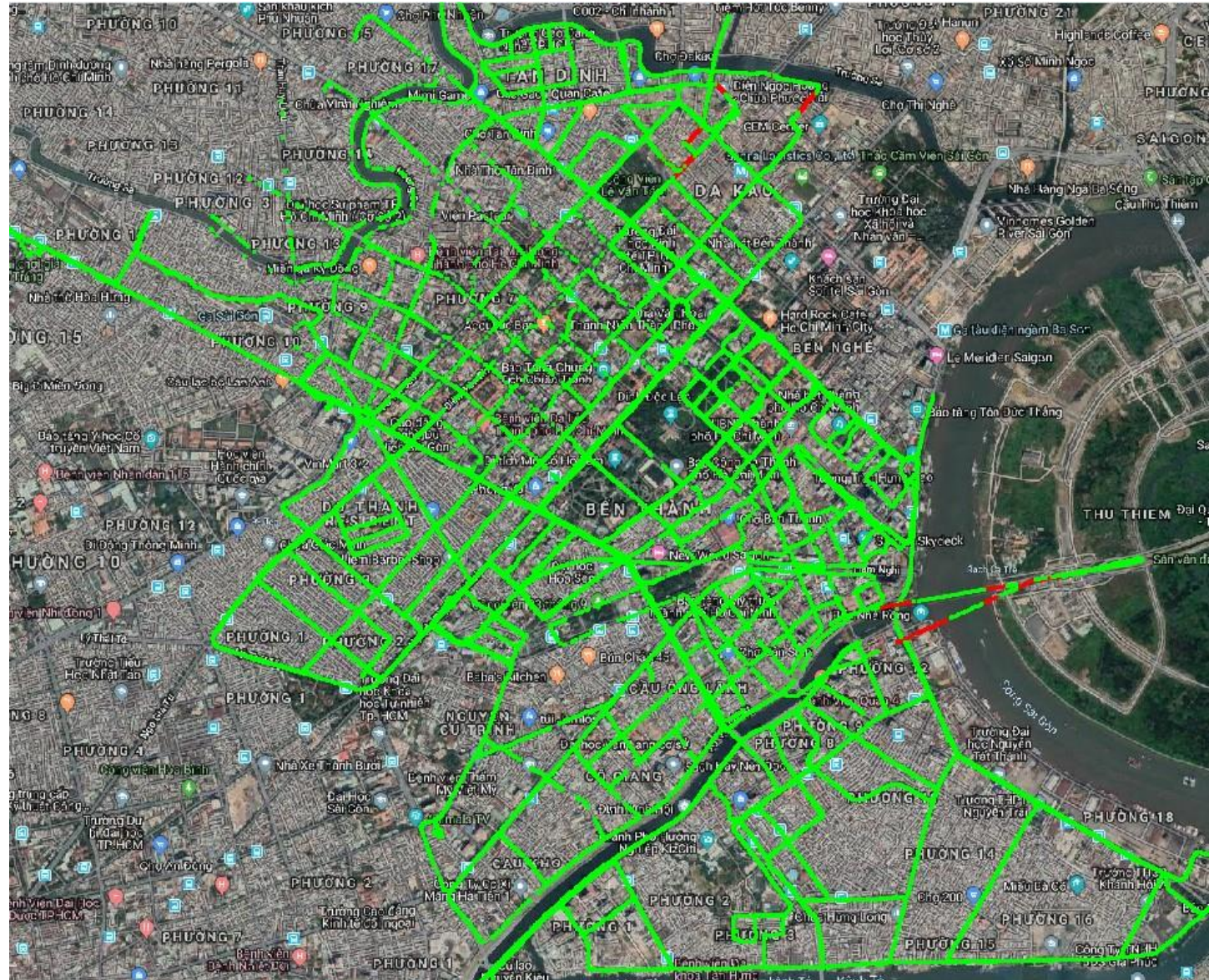
Lauching NB-IoT network in biggest cities

- Nov 2018: NB-IoT trial.
- May 2019: LTE-M trial

- Aug 2019: NB-IoT full HCM city (24/24 district)

- Sep 2019: NB-IoT full Hanoi capical (30/30 district)

- Dec 2019: tentative NB-IoT deployment in Danang city (urban)

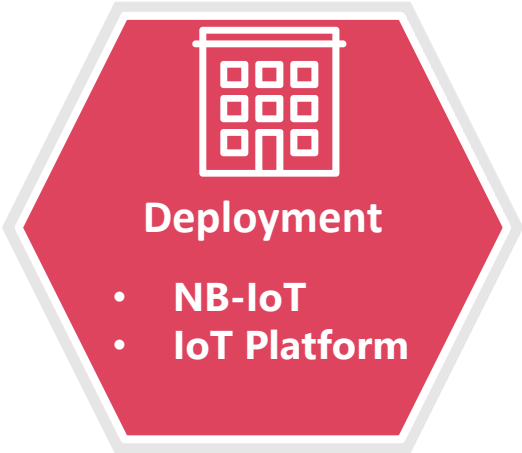
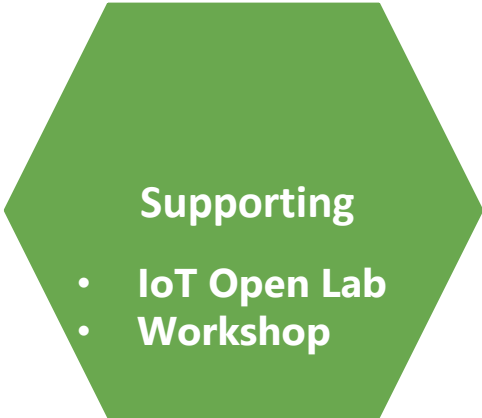


NB-IoT, LTE and 5G for Smart city and Digitalization



Source: Samsung

IoT Strategy - Pioneer and Cooperation



Soft-launch of NB-IoT in Hochiminh City (21st September)



Engaged vertical industries



Smart Metering (Electrical, Water, Battery Monitoring)



Agriculture (Shrimp Farm monitoring, Greenhouse monitoring)



Environment (Air Quality Monitoring, Water Quality Monitoring)



IoT challenges in Vietnam

High upgrade cost to support NB-IoT, LTE-M but low ROI

Small volumes, high price for IoT Module

Fragmented vertical industries and lack of encourage policy

Security and privacy issues



Viettel is looking for

Partners in IoT use cases, module makers

IoT Platform and Applications providers

Consultancy for IoT business, IoT services, IoT deployment

Killer IoT services to break the ice



Thank you!