

统筹全域协同互联

Orchestrating Connectivity

潘亚强

中国区总经理
挪威电信

Kelvin Pan

General Manager - China, Telenor IoT

Orchestrating Connectivity *统筹全域协同互联*

Kelvin Pan | 潘亚强

General Manager of China, Telenor IoT | 挪威电信中国区总经理

The First Choice for IoT 物联网首选

Global IoT coverage
Global IoT organization – Local support
全球能力，本土服务

Top rated IoT provider

500+ networks globally

200+ countries

Global IoT Organisation

- | | | |
|--|---|---|
|  Sweden |  UK |  US |
|  South Africa |  China |  Korea |
|  Australia |  Japan |  Malaysia |
|  Germany |  Belgium |  Netherlands |

Trusted by World Leaders



Telenor Group

Established 1855

170+ years History

拥有超过170年的历史



From technical scarcity to overwhelming choice

从技术资源匮乏到选择纷繁多元

Coverage is mostly solved
覆盖难题基本攻克

Complexity has moved to
orchestration
复杂性转向编排协同

Regulation now defines
the boundary conditions
监管规则成为业务边界
的核心约束

The Hybrid Frontier: Satellite meets Terrestrial

混合组网新赛道：卫星网络与地面通信深度协同

*Hybrid connectivity extends operational visibility,
but shifts complexity to orchestrating the seamless handover between terrestrial
and satellite worlds.*

混合组网可拓宽业务运营可视性，但技术难点转移至统筹调度地面网络与卫星网络之间的无感知平滑切换。

The Hybrid Frontier: Satellite meets Terrestrial

混合组网新赛道：卫星网络与地面通信深度协同

Re-evaluate
“Untracked Asset”
Economics
未纳管资产
经济性重估

Design for
“Terrestrial-First”
“地面网络优先”
架构设计

Validate NTN
Modules
NTN 模组
验证测试

Demand
Orchestration
业务需求
协同调度

The expansion of flexibility with SGP.32

依托 SGP.32 标准拓展系统灵活适配能力

SGP.32 reduces technical lock-in but shifts complexity to the orchestration of fragmented commercial agreements and regulatory licenses.

SGP.32 能够降低技术层面的绑定锁定，但会将复杂压力转移至碎片化商业协议与监管牌照的统筹管理工作。

The expansion of flexibility with SGP.32

依托 SGP.32 标准拓展系统灵活适配能力

Evaluate SGP.32
Compatibility
SGP.32 适配性评估

Verify Connectivity at
Production
产线连通性检测

Prioritize Flexibility &
Stability
优先保障方案灵活
性与运行稳定性

The constraint of regulation 监管层面带来的约束条件

Security moves from optional feature to ongoing market-access requirement, turning compliance into a continuous operational responsibility.

安全不再是可选功能，而是市场准入的长期必备条件，
合规运营需常态化落实。

The constraint of regulation

监管层面带来的约束条件

Integrate Security Early
安全体系前置
集成设计

Audit Your “Update”
Pathway
审计全流程升级通道

Demand an SBOM
(Software Bill of
Materials)
必备软件物料清单

Lean on the Network/
Layered Security
依托网络底座，构建
分层安全防护体系

Strategic Recommendation:
Connectivity as an Operating Model
战略建议：
将通信连接能力打造为核心运营模式

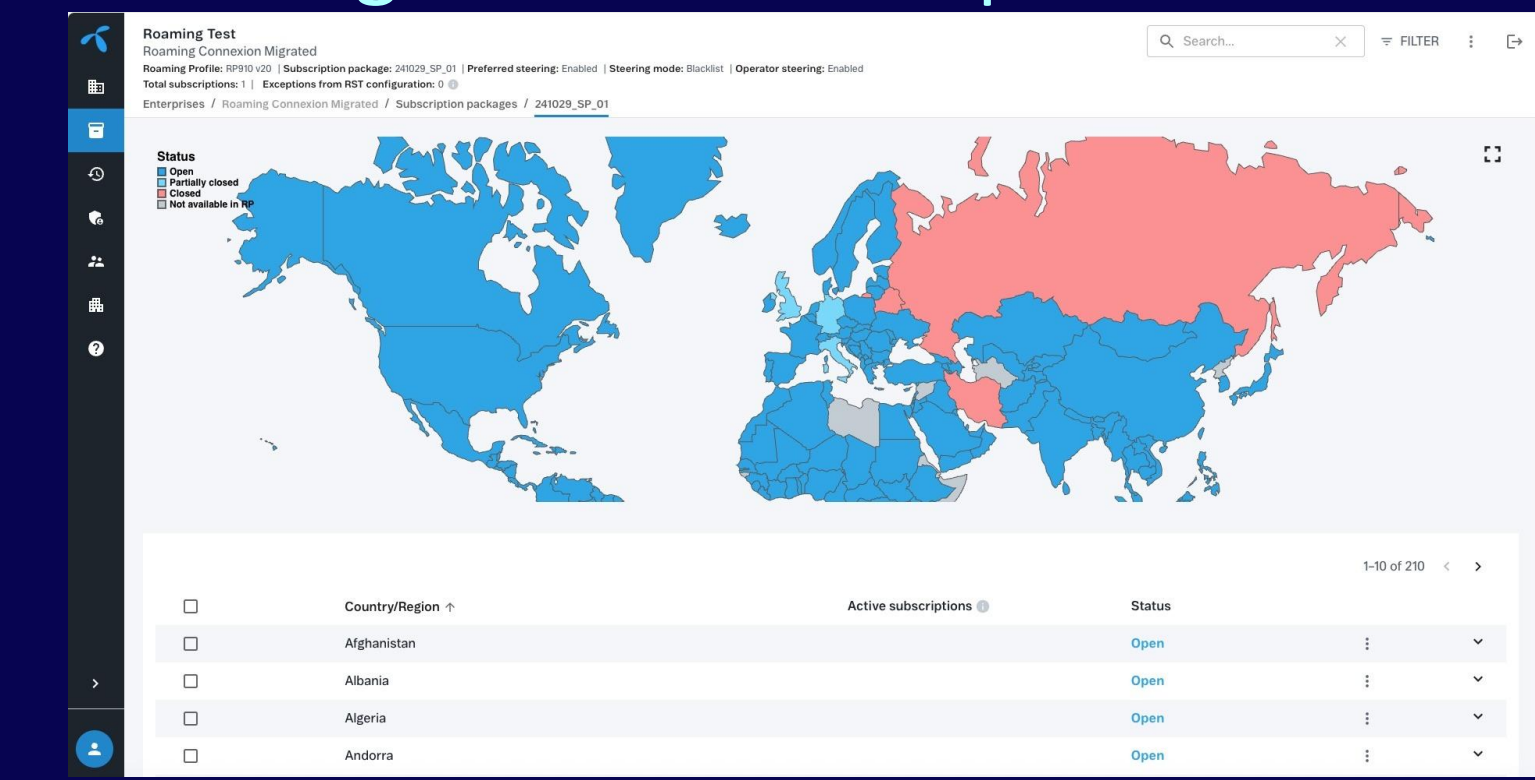
- Architectural Flexibility
1. 系统架构灵活适配能力

- Compliance-First Design
2. 合规优先的架构设计

- Managed Orchestration
3. 托管式统一调度编排

The right connectivity partner gives you the tools you need for orchestration
优秀的通信合作伙伴可提供全套调度统筹
所需工具支撑

Roaming Selection Tool | RST网络选择工具



SGP.32 | 符合GSMA标准的SGP.32方案



Global APN, local PoPs | 全球APN和本地出口



Satellite | 一站式卫星融合方案



Thank you!



Scan to Follow Us on WeChat
扫码微信公众号获取更多信息！

Kelvin Pan
Kelvin.Pan@telenorconnexion.com

Download our IoT Predictions report for deeper insights on this topic
下载我们 IoT 预测报告了解更多细节

