

**Sunrise**



# Unlimited Mobile Workplace



# Willkommen zum Unlimited Mobile Workplace

Sunrise stellt das mobile Arbeiten  
ins Zentrum der B2B Strategie

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**Robert Wigger**  
Chief Business Officer





# Vision

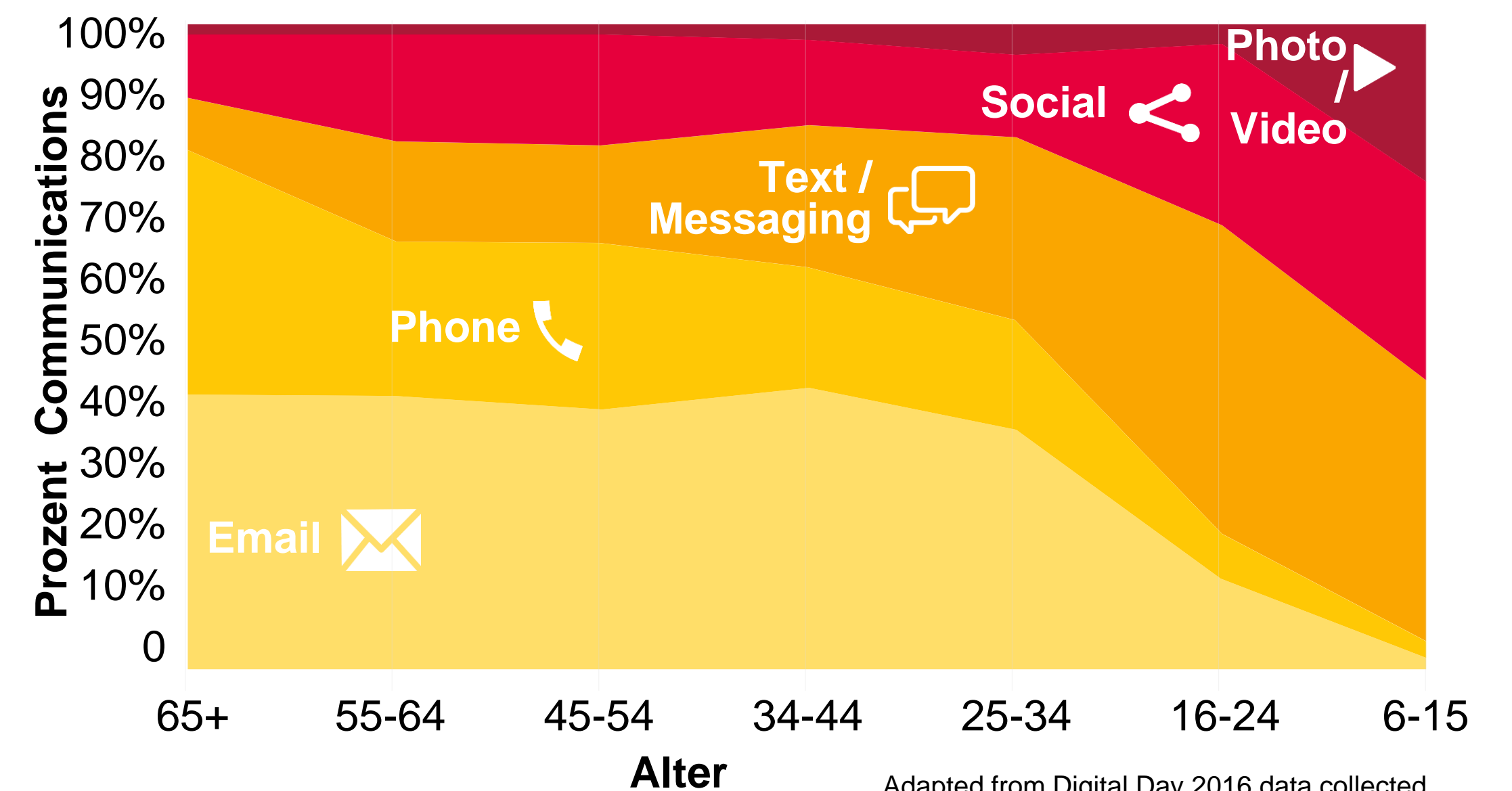
Arbeiten Sie auf jedem Gerät, jederzeit,  
überall und immer verbunden mit dem  
besten Netz von Sunrise





# Arbeitswelten im Wandel

Kommunikationsverhalten der  
Menschen verändert sich



Adapted from Digital Day 2016 data collected  
and analysed by UK's Ofcom

**44%**

Für 44% der Schweizer Firmen ist die Investition in digitale Zusammenarbeit (UCC, etc.) prioritär

**Schnelle und spontane Teambildung unabhängig von Ort und Zeit**





# Immer verbunden und unterwegs mobil arbeiten

**30%**

aller Firmen  
ermöglichen den  
Mitarbeitern mobile  
zu arbeiten

Bis 2020  
**50%**

# im Homeoffice

**48%**

48% der Firmen  
bieten ihren  
Mitarbeitern  
Homeoffice an



# ... und natürlich in der Firma

**33%**

der Millennials  
priorisieren:

- Mobiles Arbeiten
- Arbeitsumfeld
- Flexible Endgeräte
- Freiheit mit Social Media

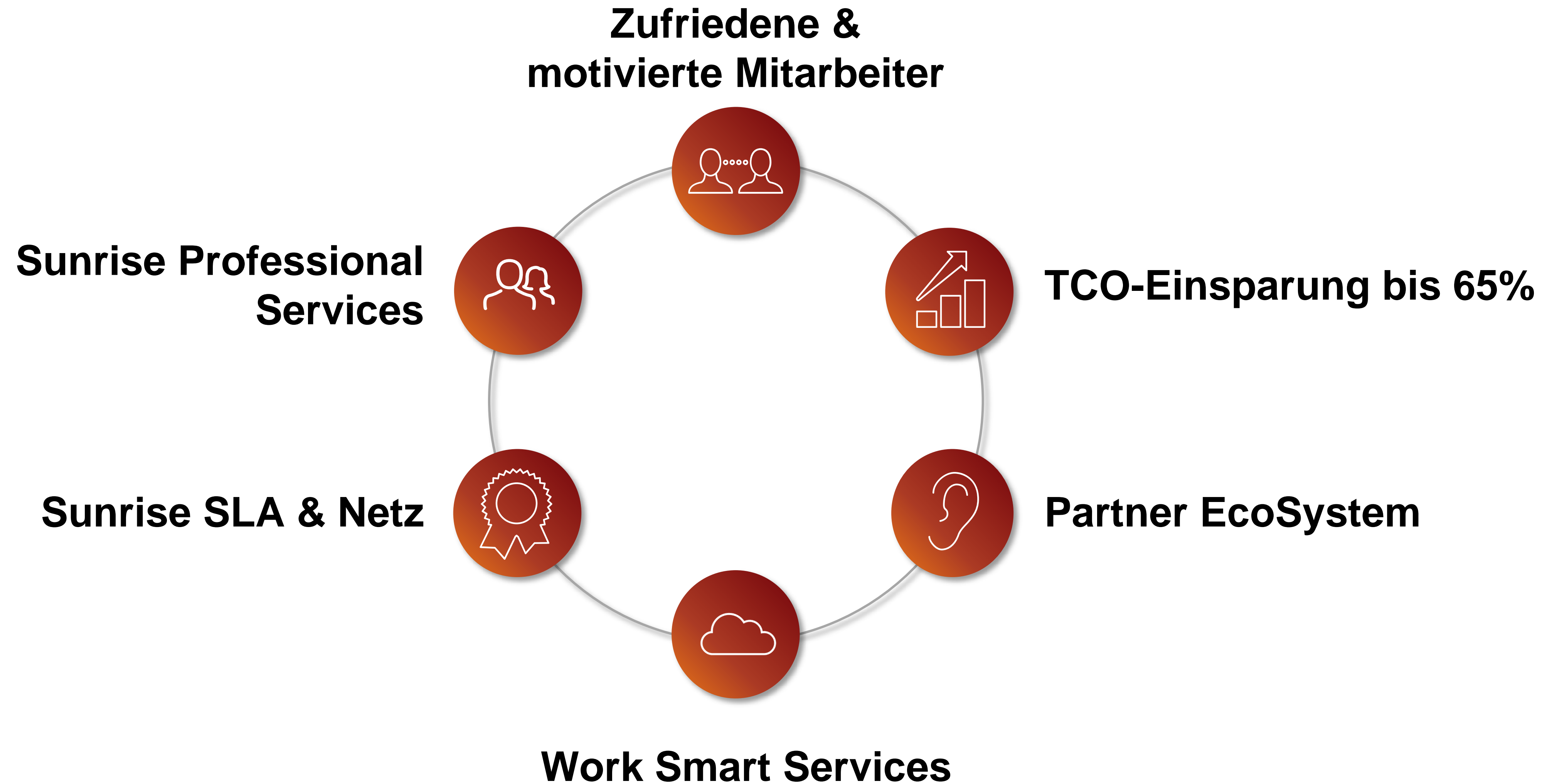
gegenüber dem Salär



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# Unlimited Mobile Workplace





# Willkommen zum Unlimited Mobile Workplace

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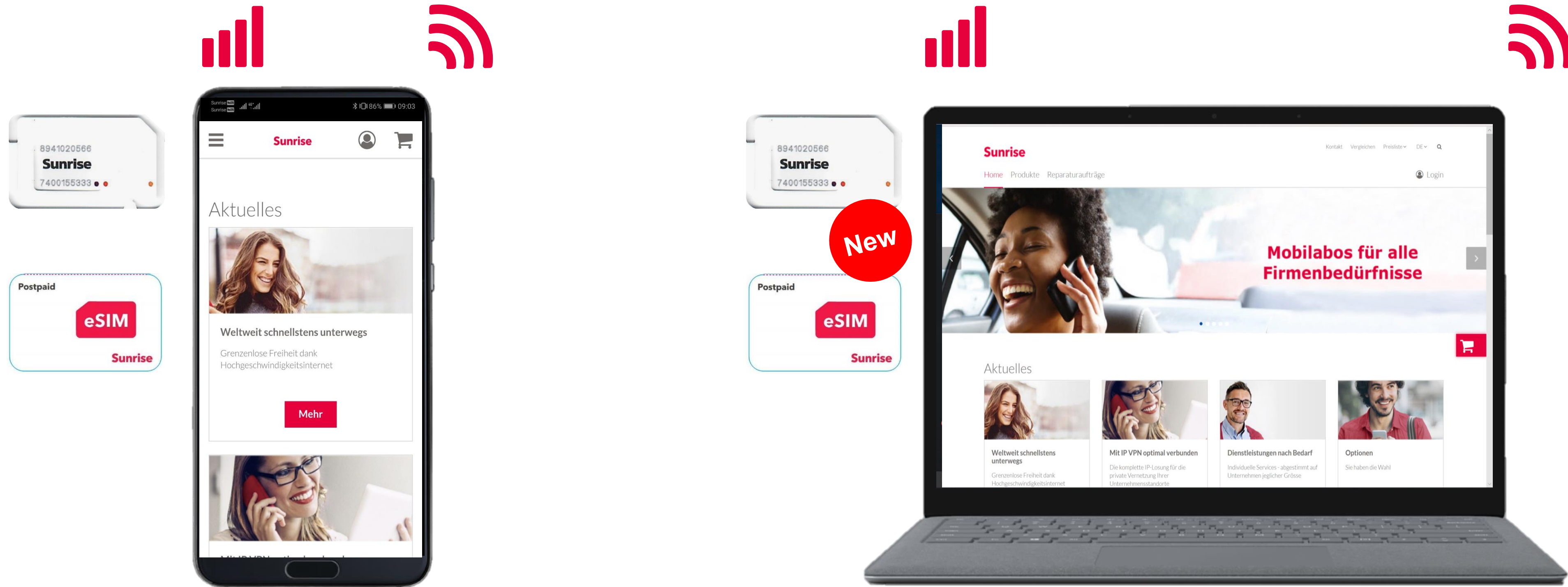
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**Oliver Spring**  
Director Product & Marketing  
Business Customers



Sunrise

# Connectivity



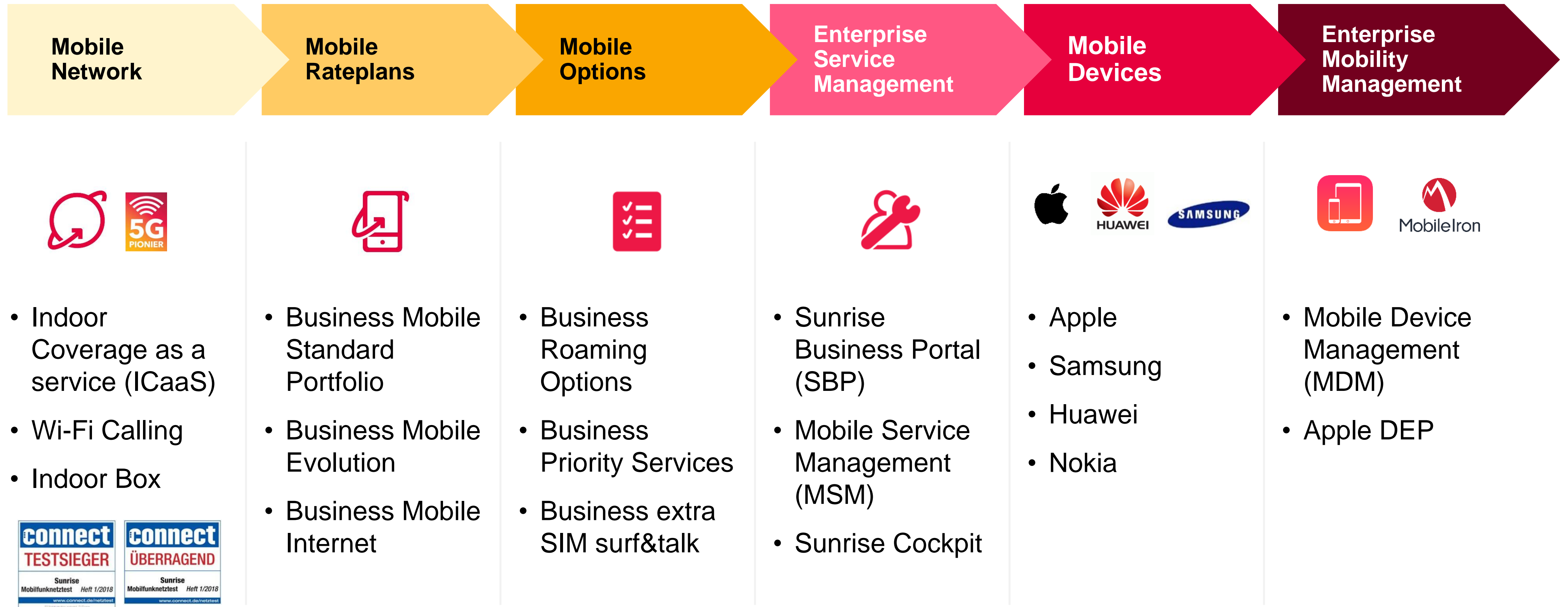
**Kostenlos zu Ihrem Business Mobile-Abo erhalten Sie mobiles Internet für Ihren Laptop/Tablet**

**Sunrise**

# **Mobile Services als Basis für den Unlimited Mobile Workplace**



# Sunrise Business Mobile Services



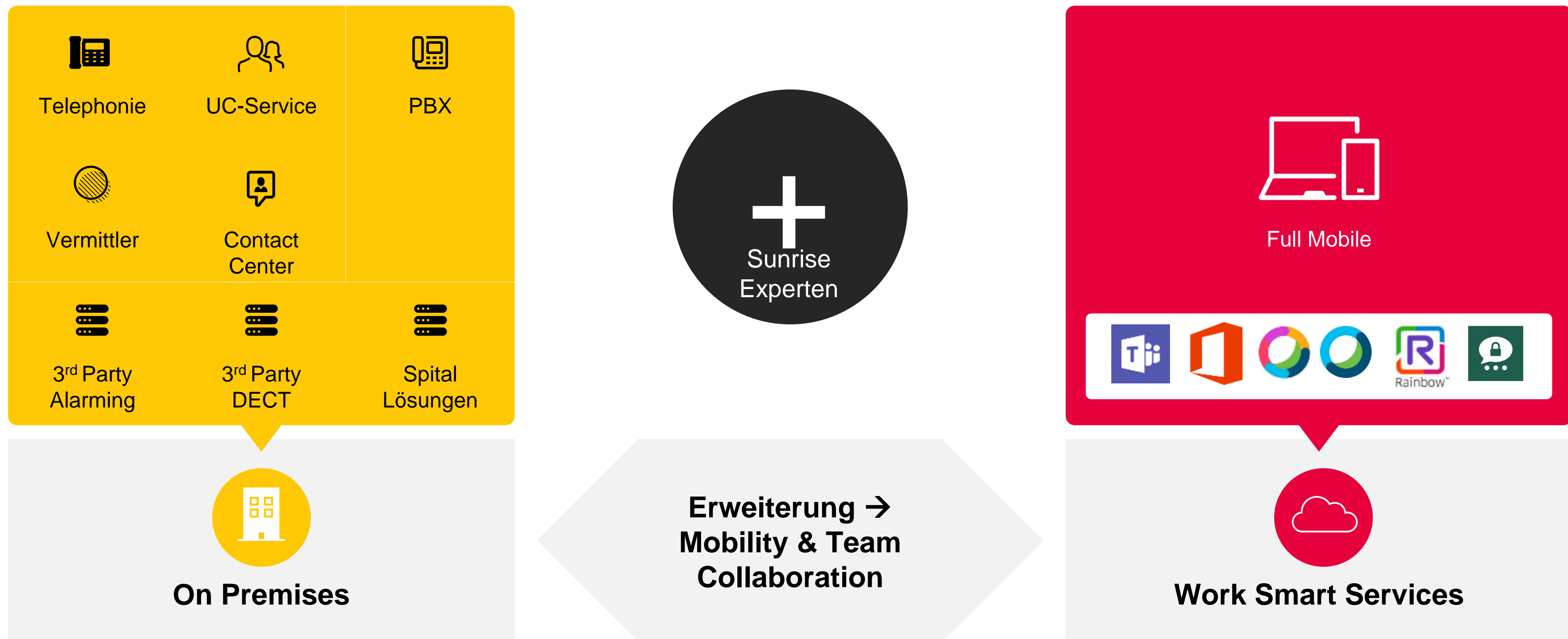


**Sunrise**

# **Work Smart Services für die grenzenlose Zusammenarbeit im Team**



# Work Smart Services für die grenzenlose Zusammenarbeit im Team



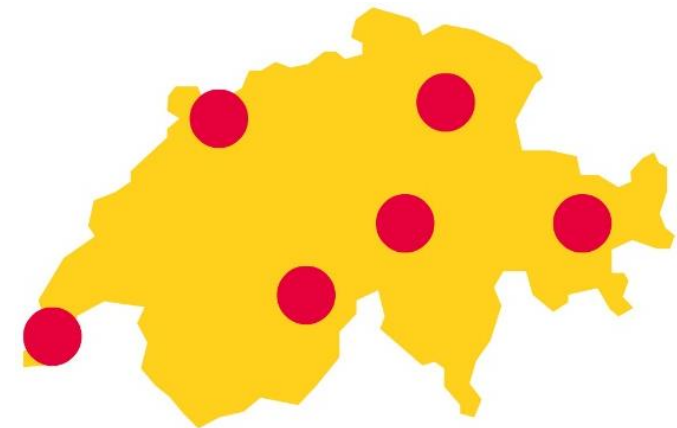
**Sunrise**

# **Connectivity Services für beste Internetverbindung und Vernetzung**



Sunrise

# Connectivity Services



**Internet & IPVPN**  
Optimal verbunden

**Indoor Coverage as a Service**  
bester Mobile-Empfang in der Firma



**Cloud WLAN**  
optimal mobil in der Firma

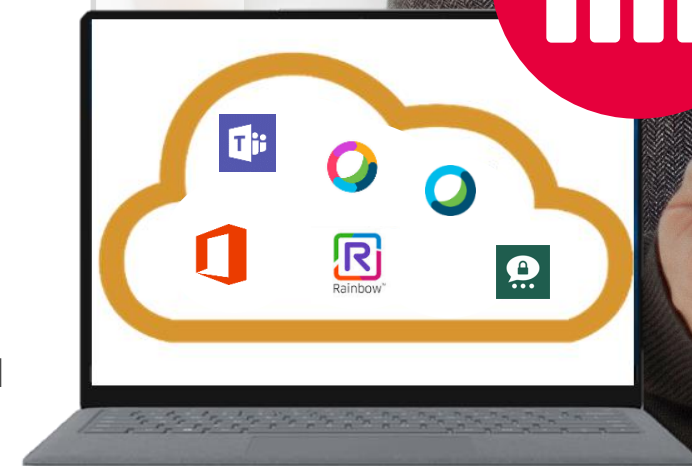


**Cloud VPN**  
Internetbasierte Standortvernetzung

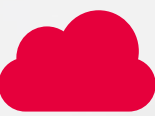











**Cloud SD-WAN**  
Global & CH verbunden

# Unlimited Mobile Workplace von Sunrise



## Product / Layer

-  Other Apps (O 365 etc.)
-  Communication & Collaboration Apps
-  Business Voice
-  Enterprise Mobility Management (MDM, Apple DEP)
-  Enterprise Service Management (MSM, SBP, Cockpit)
-  Mobile Portfolio
-  Mobile ICaaS / Indoor Box
-  Cloud WLAN
-  Business Internet
-  Standort-Vernetzung (Business Cloud VPN, IPVPN & SD-WAN)

Work Smart

Mobile

Connectivity

Sunrise

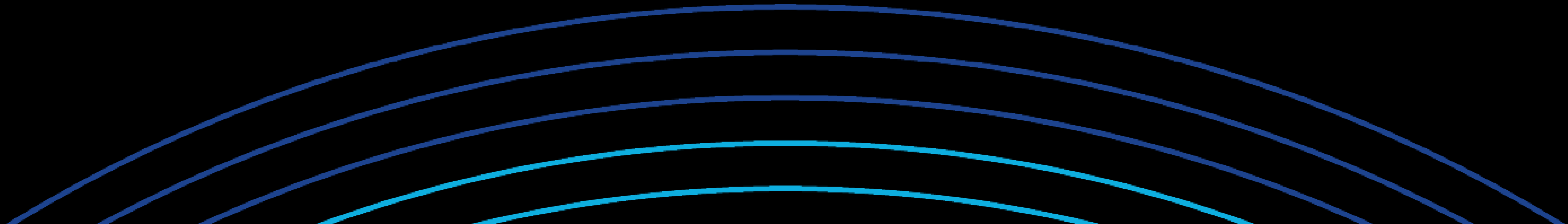
# Unsere strategischen Partner





# **SAMSUNG**

**De-Gin Kim - Head of Mobile Solution IM B2B Switzerland**



# Samsung Business (Mobile)

## Business Mobiles

Galaxy Note 8 / 9



Galaxy S8 (+) / S9 (+)



Galaxy A 6,7,8,9



Galaxy Xcover 4



## Accessoires



Cover



Level - Audio



Gear VR



Power



DEX



Galaxy Watch

## Business Tablets

Galaxy TAB S4 & S3



Galaxy TAB A



Galaxy TAB Active2



## Software Solution

Samsung Knox Configure\*

Geräte noch vor Inbetriebnahme konfigurieren

Samsung Knox Mobile Enrollment\*

Vereinfachte EMM-Installation und Registrierung

Samsung Knox Manage

Cloudbasierte Geräteverwaltung kombiniert mit einem sicheren Container

Samsung Knox Workspace

Sicherer Arbeitscontainer, der über ein EMM-System verwaltet wird

Samsung E-FOTA

Enterprise Firmware-Over-The-Air zur Steuerung von Firmware-Updates

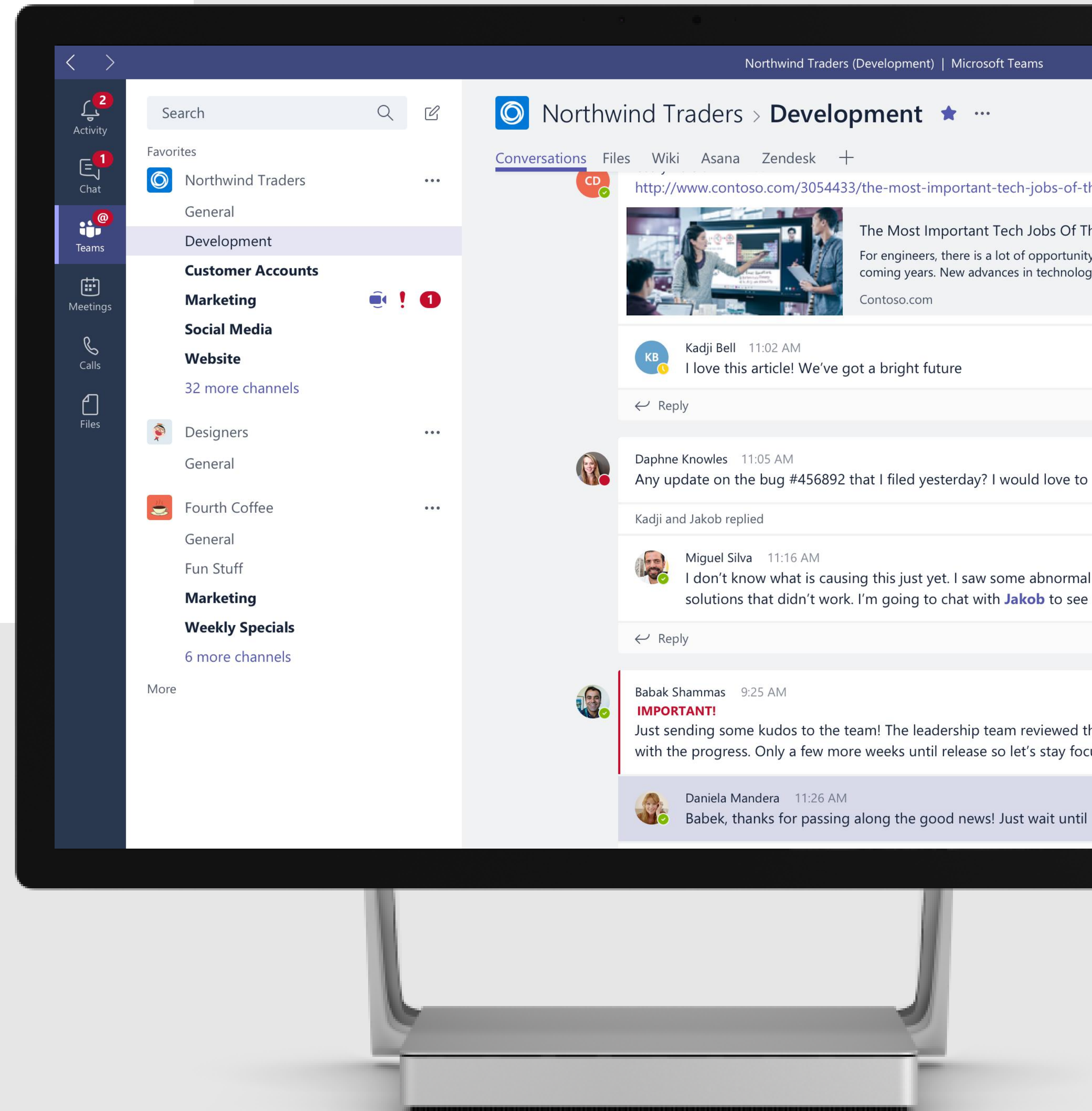
# Microsoft Teams

Hub for Teamwork in Office 365  
Generally available since March 2017

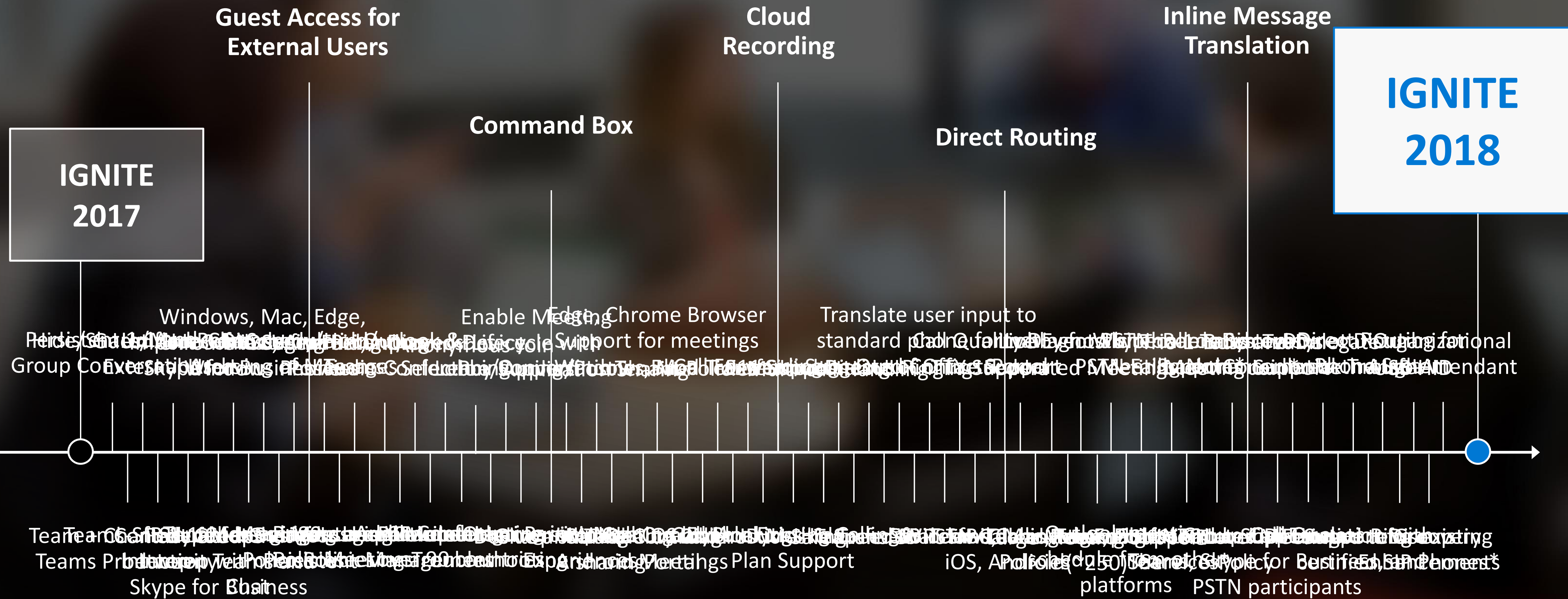
**320K+** organizations using Teams

“We gain huge benefit by improving collaboration and amplifying the value of our creative talent.”

—Jamie McLellan: Chief Technology Officer,  
J. Walter Thompson Worldwide



# Microsoft Teams is here, **Now**



# Microsoft Teams

The hub for teamwork in Office 365



## Communicate

through chat, meetings & calls



## Collaborate

with deeply integrated Office 365 apps



## Customize & extend

with 3rd party apps, processes, and devices



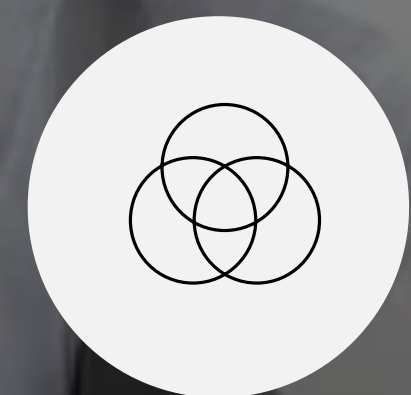
## Work with confidence

enterprise level security, compliance, and manageability

The screenshot shows the Microsoft Teams & Skype for Business Admin Center dashboard. The top navigation bar includes 'Office 365' and 'Microsoft Teams & Skype for Business Admin Center'. The left sidebar contains navigation options: Chat, Meetings, Calling, and Store. The main dashboard area is titled 'Dashboard' and contains several key metrics and charts:

- ADMIN SEARCH:** A search bar and 'YOUR RECENT RESULTS' section listing users like John Louis (jloUIS) with roles like HELPDESK SUPPORT EXECUTIVE and ACCOUNT MANAGER.
- MICROSOFT TEAMS UPGRADE STATUS:** A circular progress indicator showing 68% completion. It lists 17,224 Microsoft Teams users and 8,106 Skype for Business users, with an 'Upgrade more' button.
- CALL VOLUME:** A line chart showing call volume over time (Mar to Oct) for Skype for Business and Microsoft Teams.
- USERS PER LOCATION:** A world map showing user distribution, with a callout for 25,345 users in a specific region.
- PHONE NUMBER TYPES:** A bar chart showing the distribution of phone numbers, with a total of 25,330 High capacity numbers, 36 Toll free numbers, and 22 User phone numbers.
- USER TYPES:** A horizontal bar chart showing the distribution of user types: Hosted users (6,529), Hybrid users (16,529), PSTN users (981), and Golden loops users (2,320).

# intelligent communications.



connected



insightful



proactive

- Activity 4
- Chat
- Teams
- Meetings
- Files
- Calls
- Apps
- Feedback

Call with Babek Shamas 00:02



- Video off
- Microphone on
- Screen share
- More options
- End call



- Notes
- Chat
- Settings
- Help

^ Notes

- B**
- I*
- U
- AA
- 🗑️
- ⋮

Map out cross app concepts  
 Create comps for the "mine" experience  
 Create draft backlog  
 Roll up strategic thinking on glass installation

- Meeting Notes 3/12
- Call notes 5/17
- Call notes 5/12

[See past notes in Wiki](#)

^ Tasks

- Update spec feedback on the Morrison-acet
- Set up Site Surveyor #build
- Schedule on-site meeting with clients for progress
- + Add a task



# Work Smart

powered by



Rainbow™

Claudio Soland  
VP Channels Europe-North

Alcatel-Lucent  
Enterprise





# Smart Users und Teams mit Rainbow von ALE

## Grenzenlos und sicher

Ihr Geschäftsumfeld außerhalb des Unternehmens kann Rainbow nutzen, um mit Ihren Mitarbeitern zusammenzuarbeiten  
Ihre Daten sind geschützt



## Mobil



Echtzeit-Interaktion vom Smartphone, Web-Client, PC oder MAC  
Multi-Media

## Vernetzt



Einheitliche Nutzererfahrung über Geschäftstelefon, Kontaktverzeichnis, Email, Unterstützung von Kommunikationsservern anderer Hersteller



Rainbow™

VoIP  
Chat/ IM

Team collaboration  
Videokonferenz

Voice messaging  
Desk-top/File-sharing

File storage  
API HUB/Prozesse

Alcatel-Lucent  
Enterprise



# Rainbow von ALE: ein gesamtheitlicher Ansatz

IOT

Maschinen

- Bots und Analytik
- Alarmsignale & Überwachung
  - Kontrolle & Management

IoT

Prozesse

API

Rainbow Cloud Plattform

API

Rainbow API HUB

- Programmierschnittstellen (API)
- Integration in Geschäftsabläufe und Anwendungen

Mitarbeiter

Geschäftsumfeld

ALE VoIP Plattform  
Andere Hersteller

Rainbow Smart  
Work Place

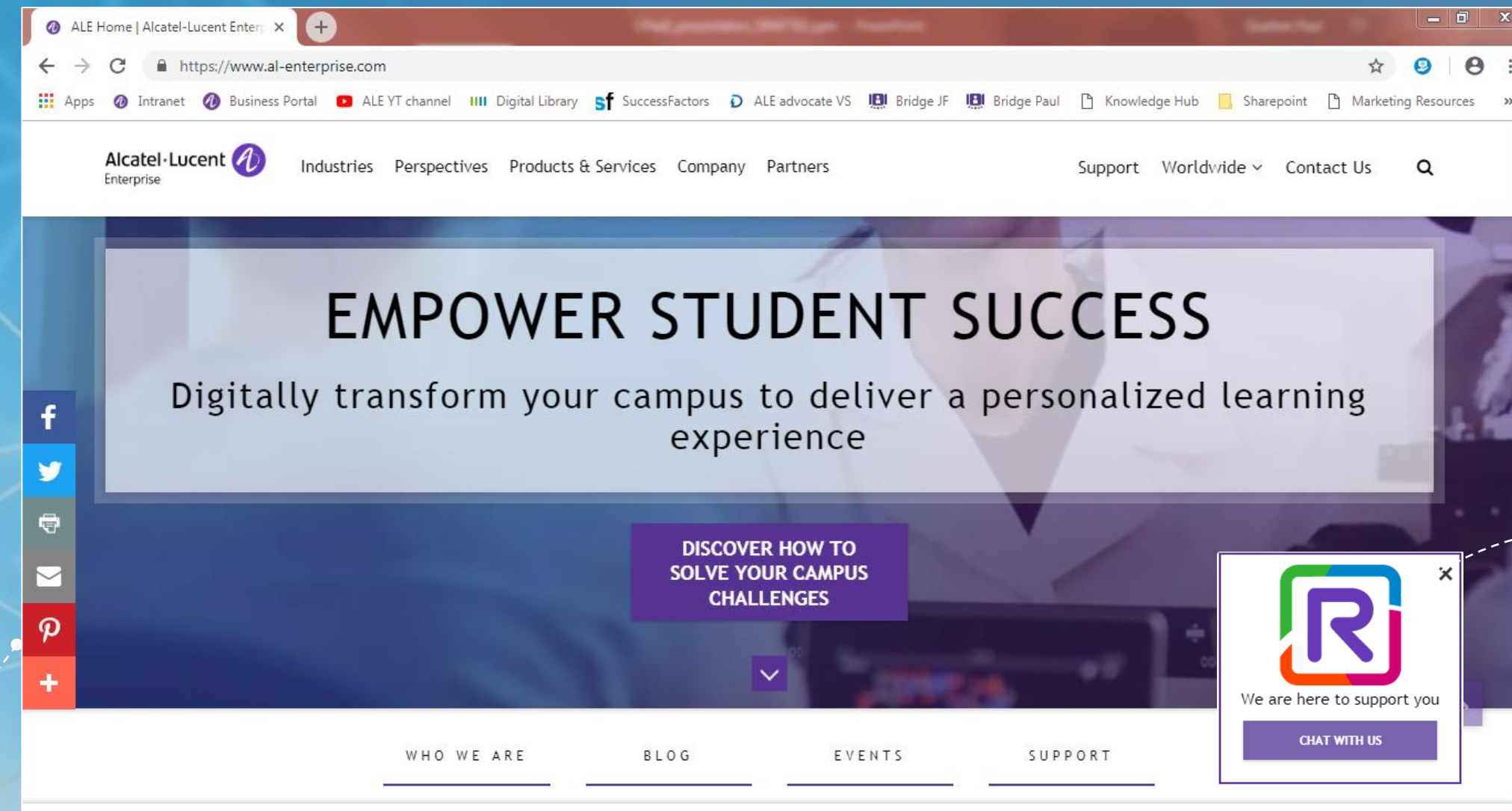
PSTN



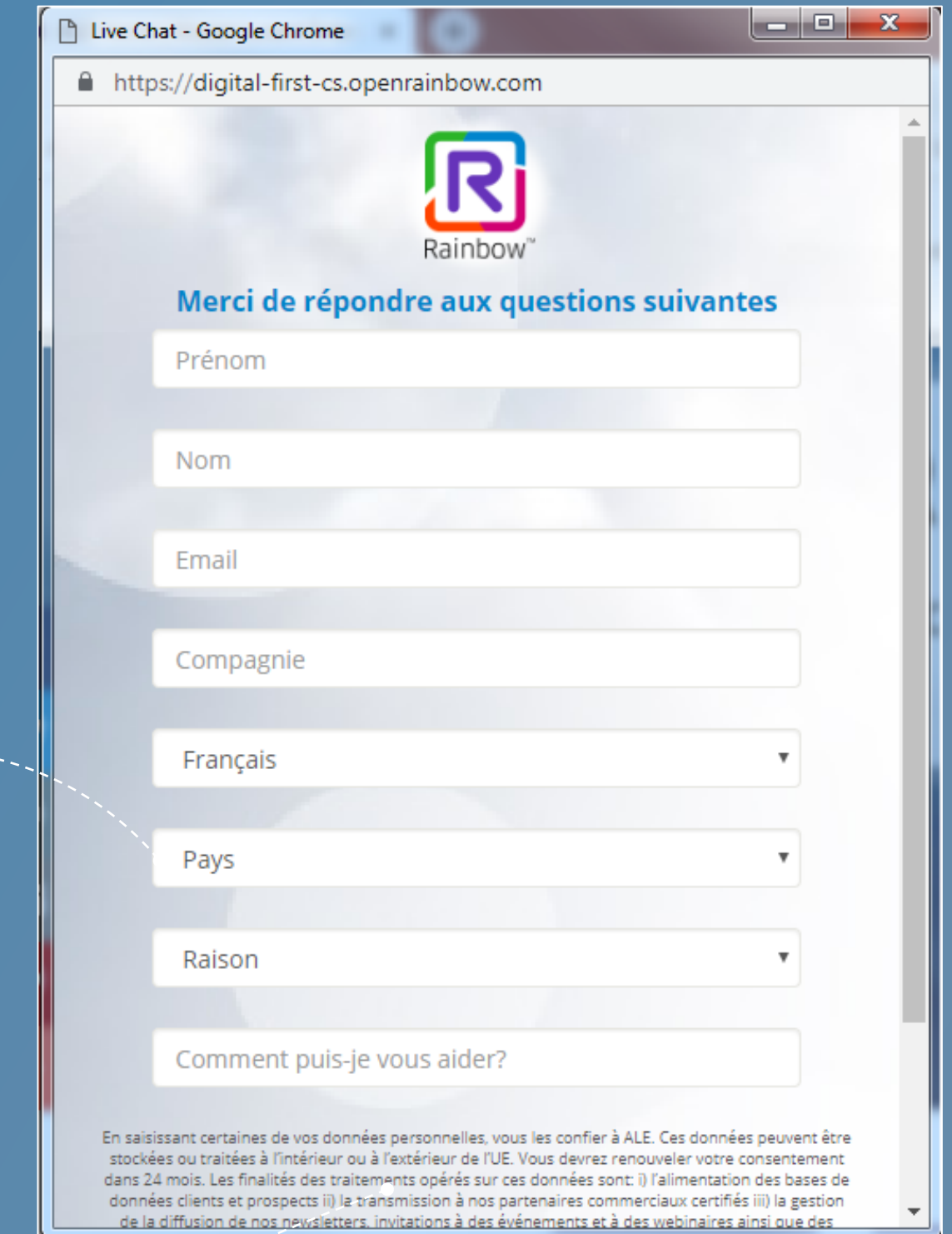
# Dies kann des smarte Workplace sein



**Integration in Web-Seiten**  
Chat-Fenster wird im Portal integriert



**Unterstützung erhalten**  
Echtzeit verbunden mit dem Help-desk mittels IM oder audio/video Anruf



... oder auch dies



**Integration von UC Services**  
Einfach ein Button aufschalten, um Video-Anruf zwischen Kunden und Help-Desk zu starten

IOT

Maschinen



**Sofortige Antwort**  
Rainbow user erhält den Video-Anruf

# ... und noch vieles mehr ... z.B. mit Location Based Services

The image displays a Microsoft Lync chat interface. On the left, a sidebar lists contacts under 'Meine Unterhaltungen', including 'Stellar LBS Bot' (Rainbow), 'Gregor Burow', and others. The main chat window shows a conversation with 'Stellar LBS Bot'. The bot's messages are:

- Hi
- Hello, I am the ALE EBC Demo Chatbot. I'm ready to help you to navigate in the EBC. I will help you to find the demos you can assist and guide you to these demos thanks to location based services. You can ask me about the agenda, the list of demos, a particular demo, the way to go to any point of interest in the EBC COLOMBES.
- I need a drink
- In the lounge on 1st floor you will have access to some cathering. Click on the link to see how to get here using the LBS demo application : <https://tinyurl.com/yaycd9oa>

Overlaid on the chat is a mobile phone screen showing a navigation application. The app displays a 3D map of a building complex with a blue path. A separate window shows a 2D map with various location markers such as 'pause title', 'Soups', 'To let's (women)', 'W. hommes', and 'welcome drive'. The system tray at the bottom shows the time as 17:42 on 23.10.2018.



Rainbow™

**Cloud-** Nutzer und Teams können heute einfach von UC profitieren

**Enterprise grade-** integriert, sicher und einheitlich

**Hybride Lösungen-** Investitionsschutz, Sie entscheiden wann und wie

**Zukunftsorientiert-** mit Rainbow Zugang zur digitalen transformation mit CPaaS

**Gesamtlösung-** Kommunikation und Applikationen aus einer Hand mit



**Alcatel·Lucent**

Enterprise



# Work Intuitive Work Smart

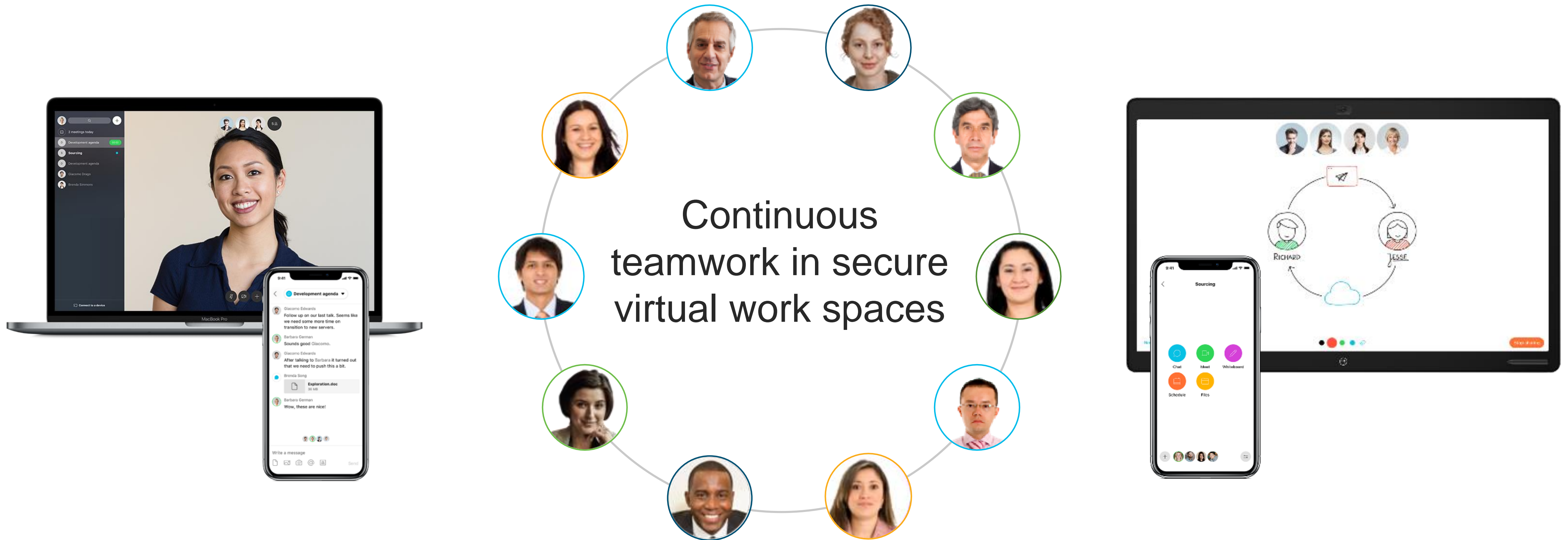
The more intuitive way to work

Cisco Partner Business Manager  
Michael Siegrist  
2.11.2018



# One Application - Cisco Webex Teams

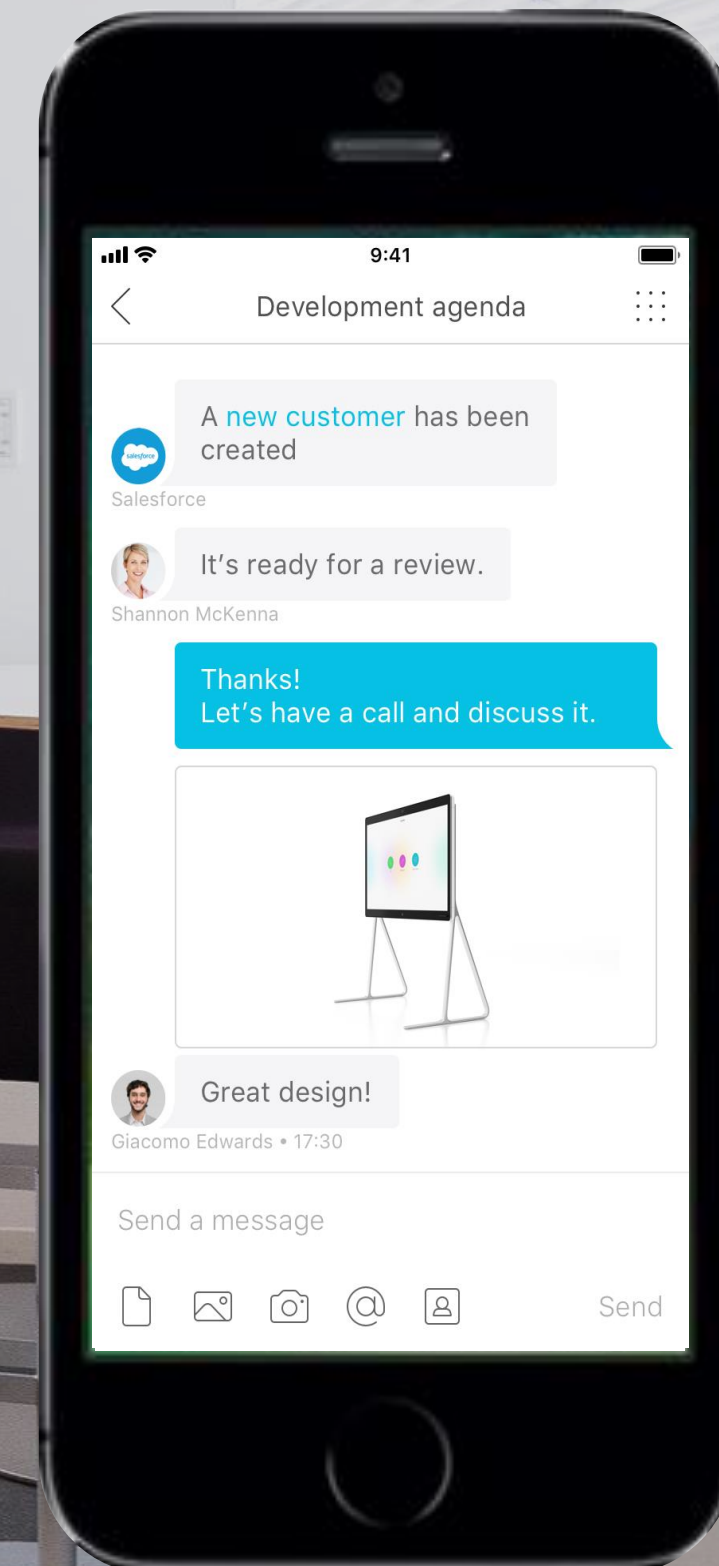
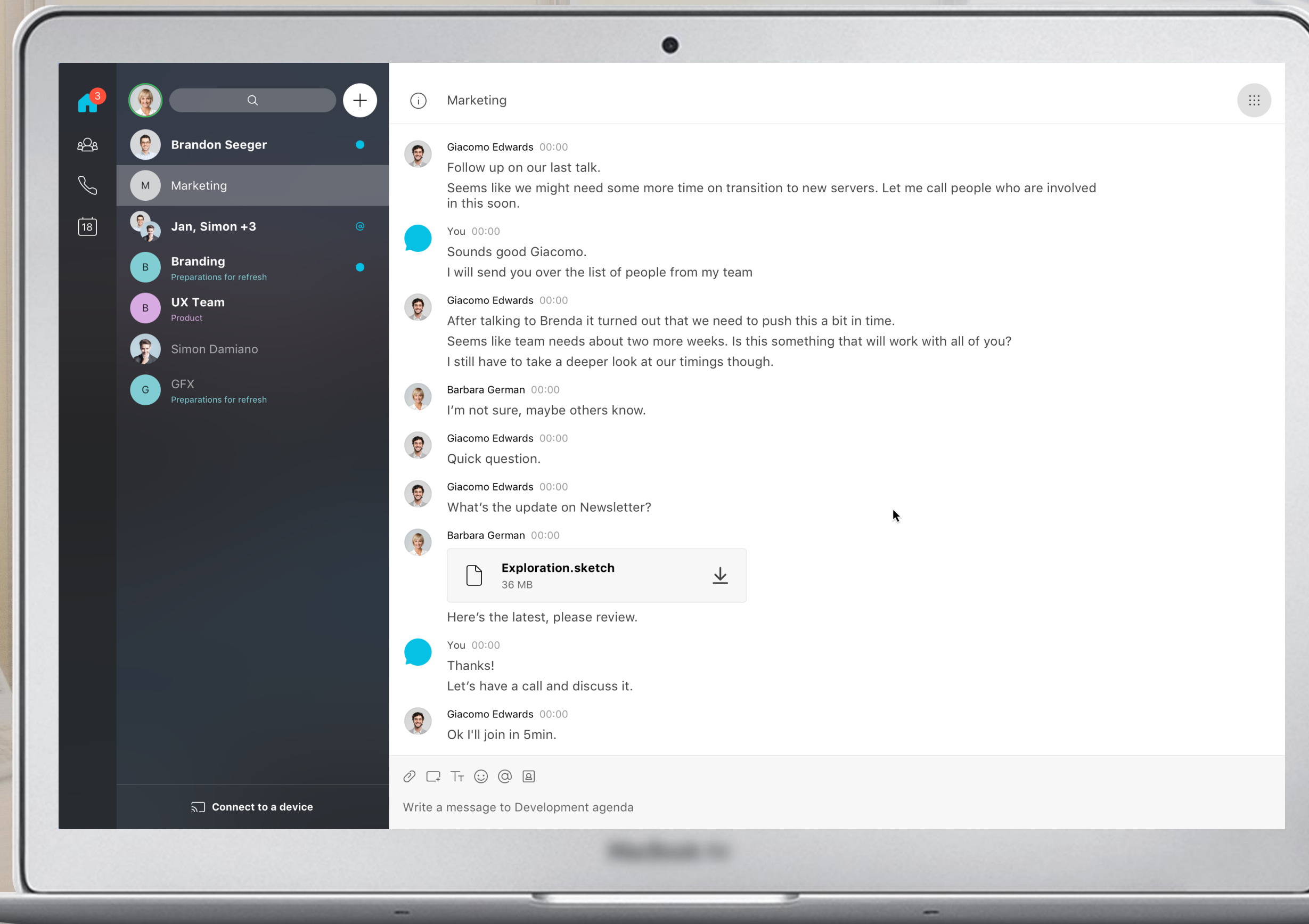
Team collaboration



All-in-one experience for messaging, file sharing, white boarding, video meetings, calling, and more.



# Work from anywhere at any time always connected



# One meeting experience

No matter which device is used





# Today's Collaboration Space

Attractive Portfolio of Core & Growth Businesses **ATK**

FY11 Sales by Customer

Customer	Color
International	Red
Army	Green
Navy	Blue
Air Force	Light Green
NASA	Light Blue
Other US Gov	Yellow
Commercial	Orange

Portfolio Attributes

- Leading positions in core markets
- Significant backlog
- Well aligned with customer priorities
- Primarily consumable products
- International & commercial opportunity

Successfully Diversifying ATK's Business Mix





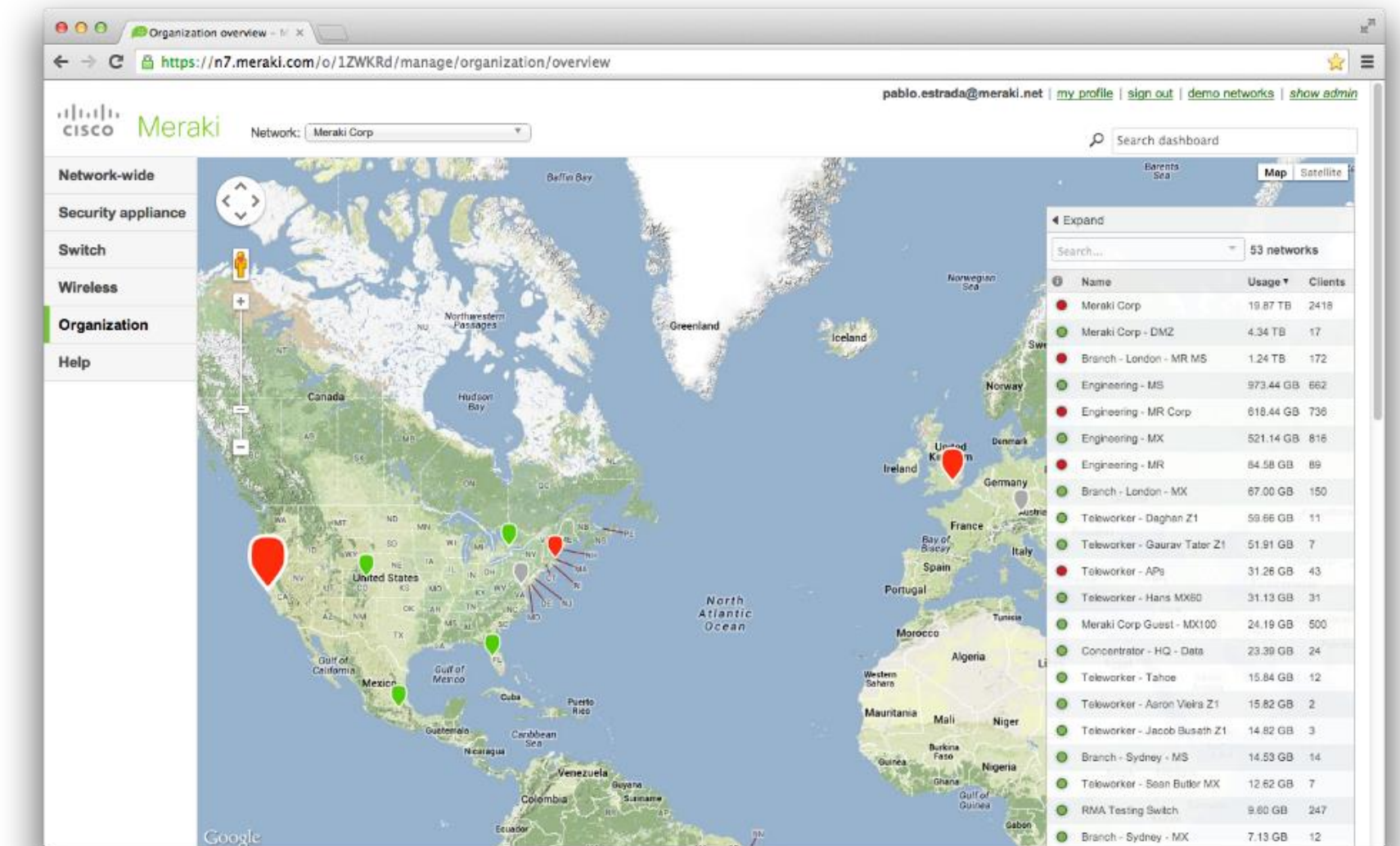
# Connectivity - What our customers expecting...

- Ease of doing business.
- One stop shop.
- Customize customer experience.
- Business Insights and Intelligence.
- Quick turnaround.



# Sunrise Managed Connectivity Services

- Managed Wireless LAN
- Managed LAN Switching
- Managed Security as a Service
- Managed Next-Gen VPN (SD-WAN)
- Managed vMX Virtual MX for AWS/AZURE
- Security Cameras



A new way of managing global enterprise networks  
**SD-WAN as a Service @ Sunrise**

Dr. Marcus Hacke, Founder & Managing Director, ngena GmbH



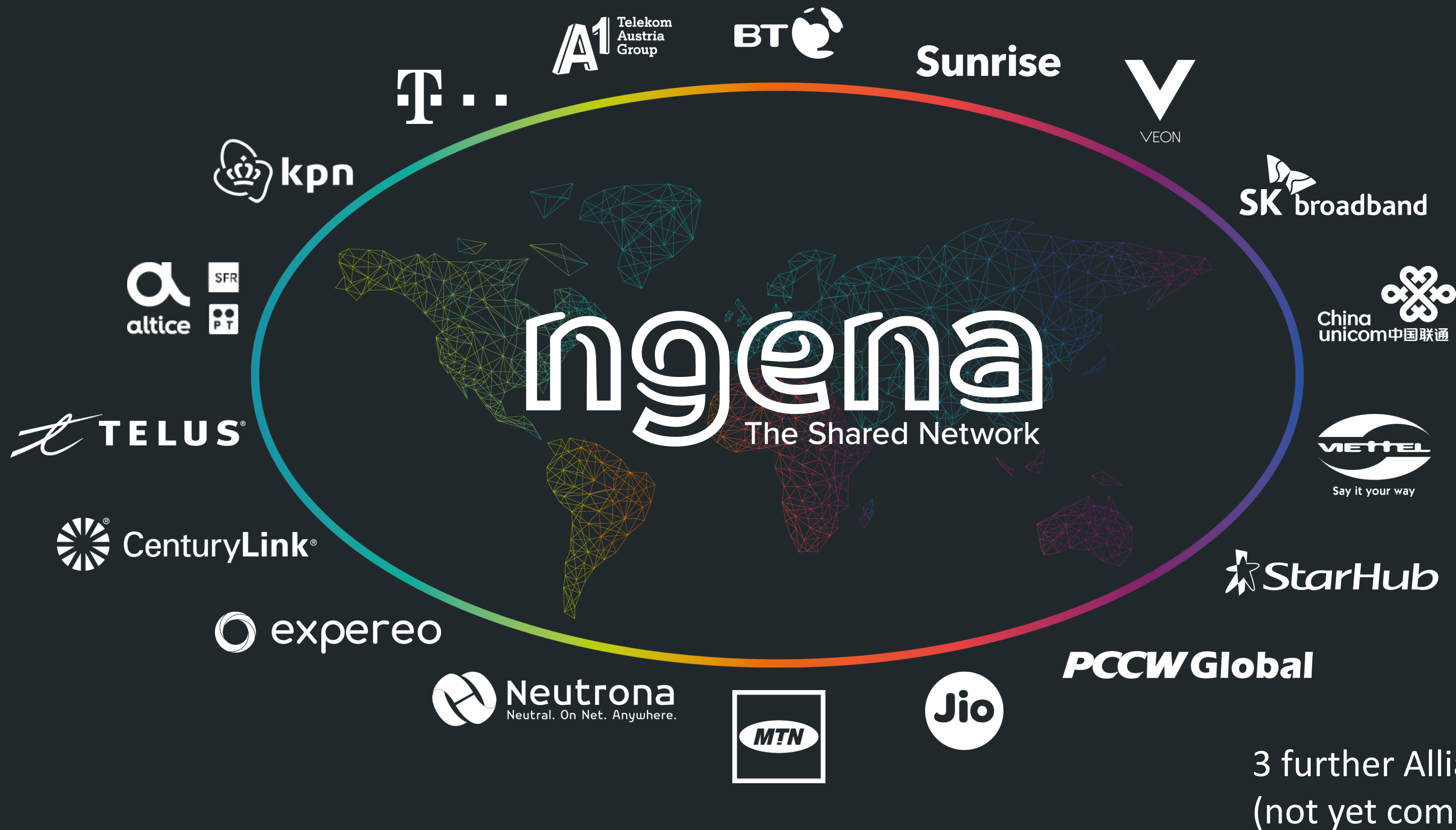
# ngena at a glance

- ngena stands for “Next Generation Enterprise Network Alliance” – an alliance of service providers from across the globe
- Start-up company founded in 2016
  - Headquartered in Frankfurt am Main, Germany
  - Further sites in Debrecen (Hungary) & Košice (Slovakia)
  - 135+ employees
- Transforms alliance partner networks into a single Software Defined Network (SDN)
- Service delivery platform based on Network Function Virtualization (NFV), service orchestration and end-to-end process automation
- Alliance partners offer high quality standardized global VPN services to their business customers

ngena



# An ecosystem of strong partners!



3 further Alliance Partners  
(not yet communicated)

# How we take care of a customers order



## Sunrise

### Single point of contact to the customer

- from quotation to fulfillment
- monitors network performance
- reporting and managing changes

## ngena

### End-to-end service provider

Coordinates full customer solution design

- orders local access,
- coordinates global dispatching and installation of CPE
- test and turn-up, hand-over the solution to the alliance partner



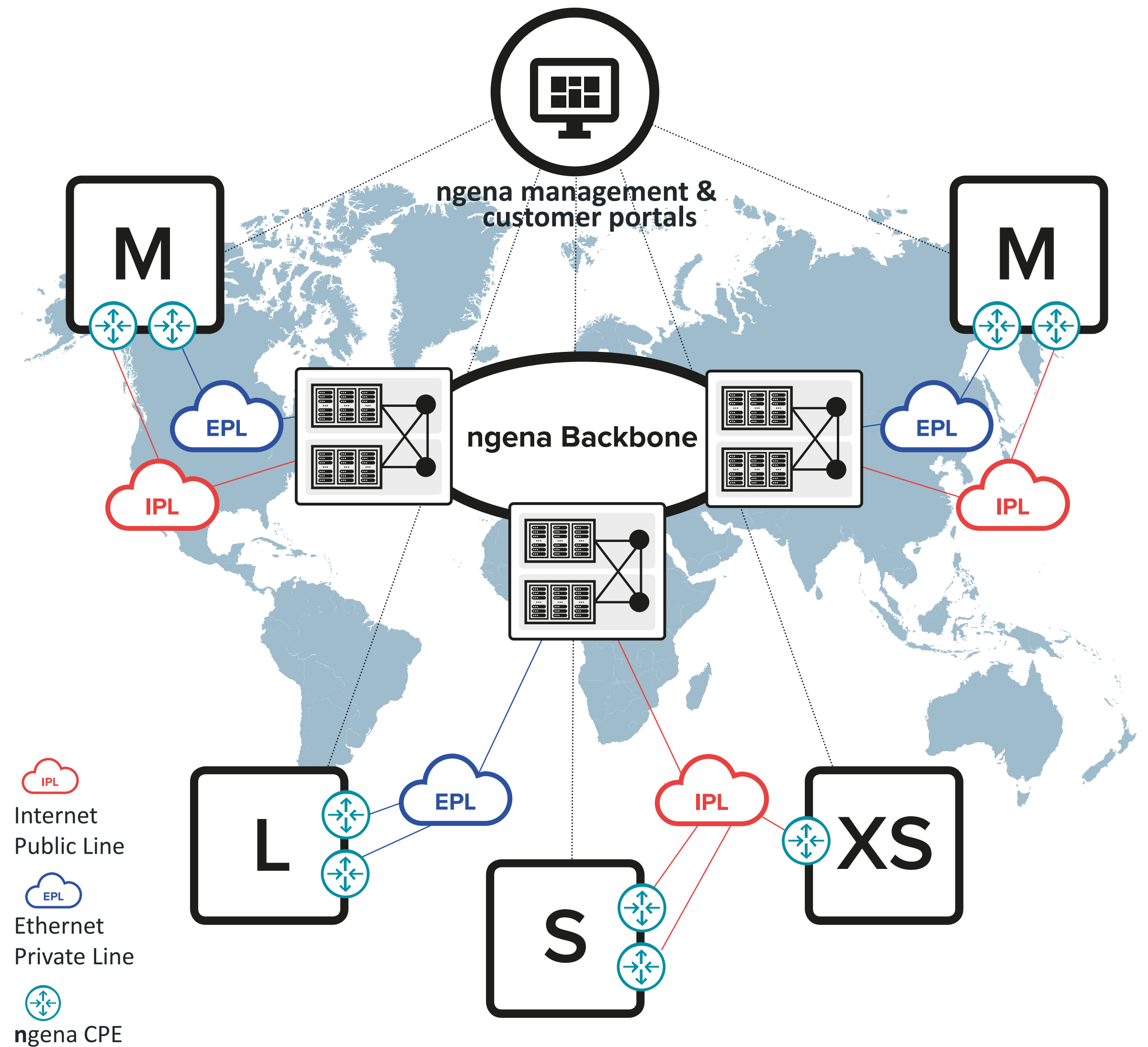
### Local alliance partner (“B-end partner”)

- Provides local Ethernet and/or Internet access including on-site installation & field service

# ngena's SD-WAN as a Service

## Design principles

- Global DC infrastructure and service platform
- Global private Backbone
- Hybrid VPN services
  - Internet Public Line (IPL)
  - Ethernet Private Line (EPL)
- Broad set of additional functions and value-added services
- All services with one portal and seamless processes
- End-to-end orchestration and full automation





# Sunrise B2B Strategy Launch Unlimited Mobility with Huawei

Huawei enables your unlimited mobile  
workplace with Sunrise

**LEADING NEW ICT**

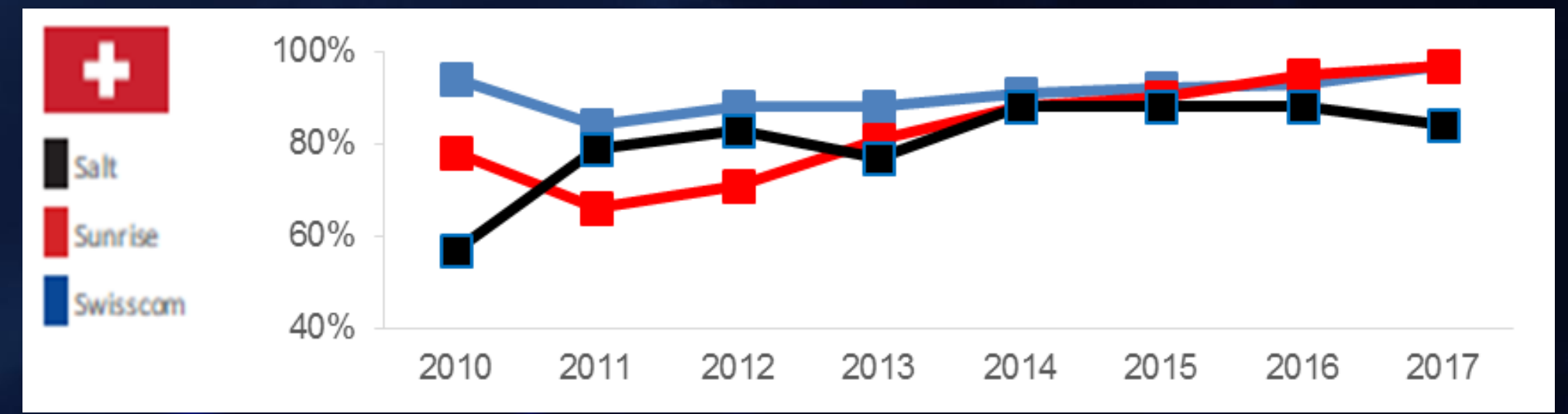
# Devices and Network Development with Sunrise

## Top rated Business Devices



## Ability to create an Outstanding Network

### 5 Years efforts for Continuous Outstanding



# Provide Customers with Comprehensive Network Solutions and Products Through Dedicated Efforts

LEADING NEW ICT



Management & Control System

## Branch



vCPE: AR1000V



CPE



uCPE

## Campus



S12700: modular switches fully moving to the cloud



10GE/GE/100M fixed switches



WLC

WLAN: 23 models of indoor and outdoor APs

## WAN



Enterprise-grade routers NE40/20/05



Enterprise-grade optical transmission products OSN series

## Data Center Network



Data center core switches CE12800/CE12800S



100GE/40GE fixed switches CE8800/CE7800



25GE/10GE/GE access switches CE6800/CE5800

## Security



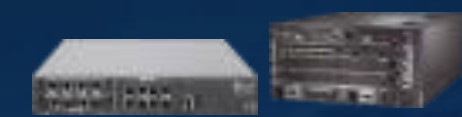
NGFW



IPS & IDS



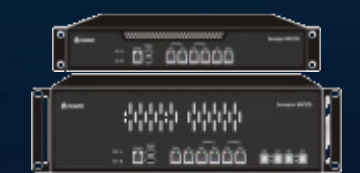
Security access gateway



AntiDDoS



Security sandbox



Web application firewall



# Indoor Coverage Solutions



Indoor navigation



Smart parking



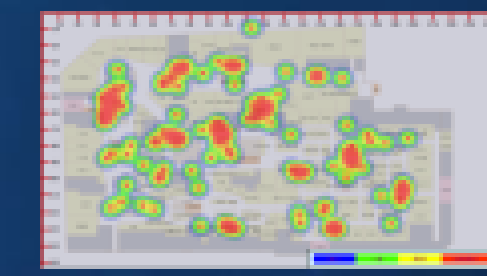
precision push



Red Packet @Alipay



Smart shopping



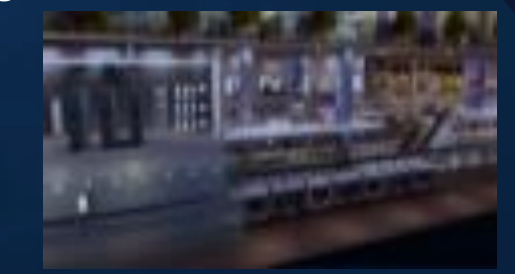
Flow Analysis



Entertainment



Big Data Application



Market Analysis

**Service Anchor**



**Indoor Digital System**





Sunrise

# Lunch, Demos & Networking

Erdgeschoss



1. Obergeschoss



**Sunrise**



**Vielen  
Dank!**