

# SMART CITY

As a 4G LTE Customer

Hanoi, 27 July 2017

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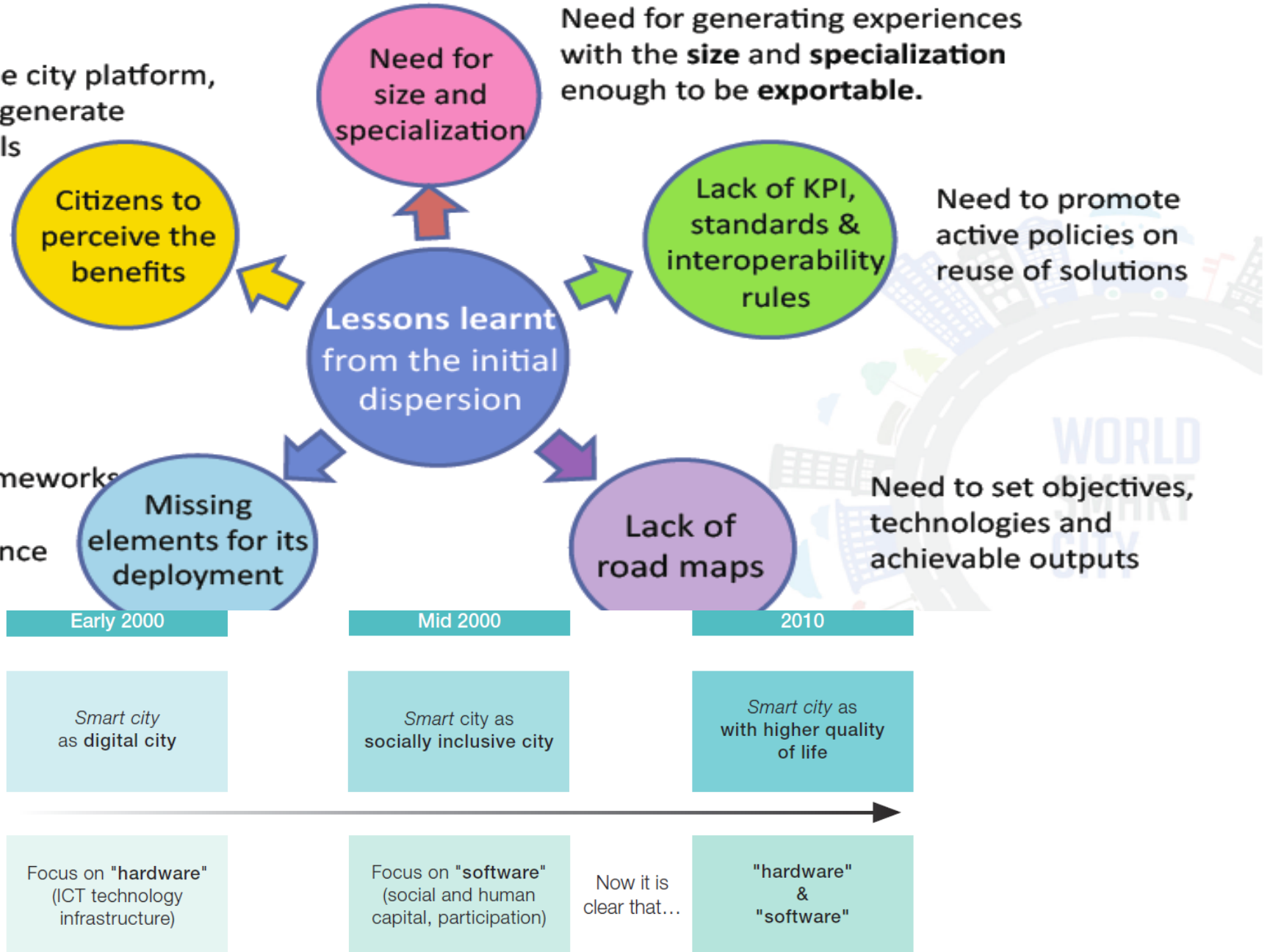
Chief Technology Officer  
FPT Information System

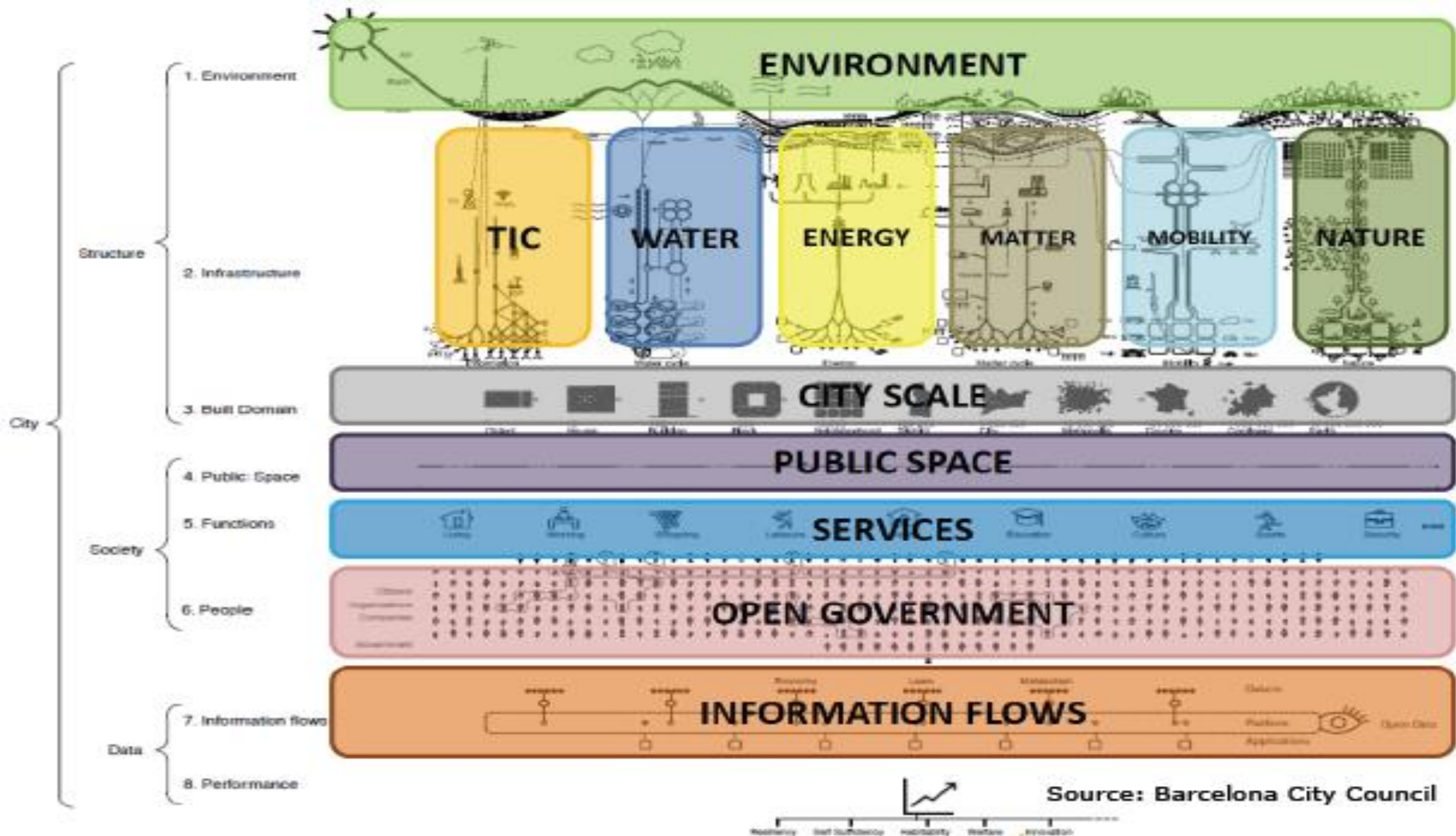


# From Digital Cities to Smart Cities

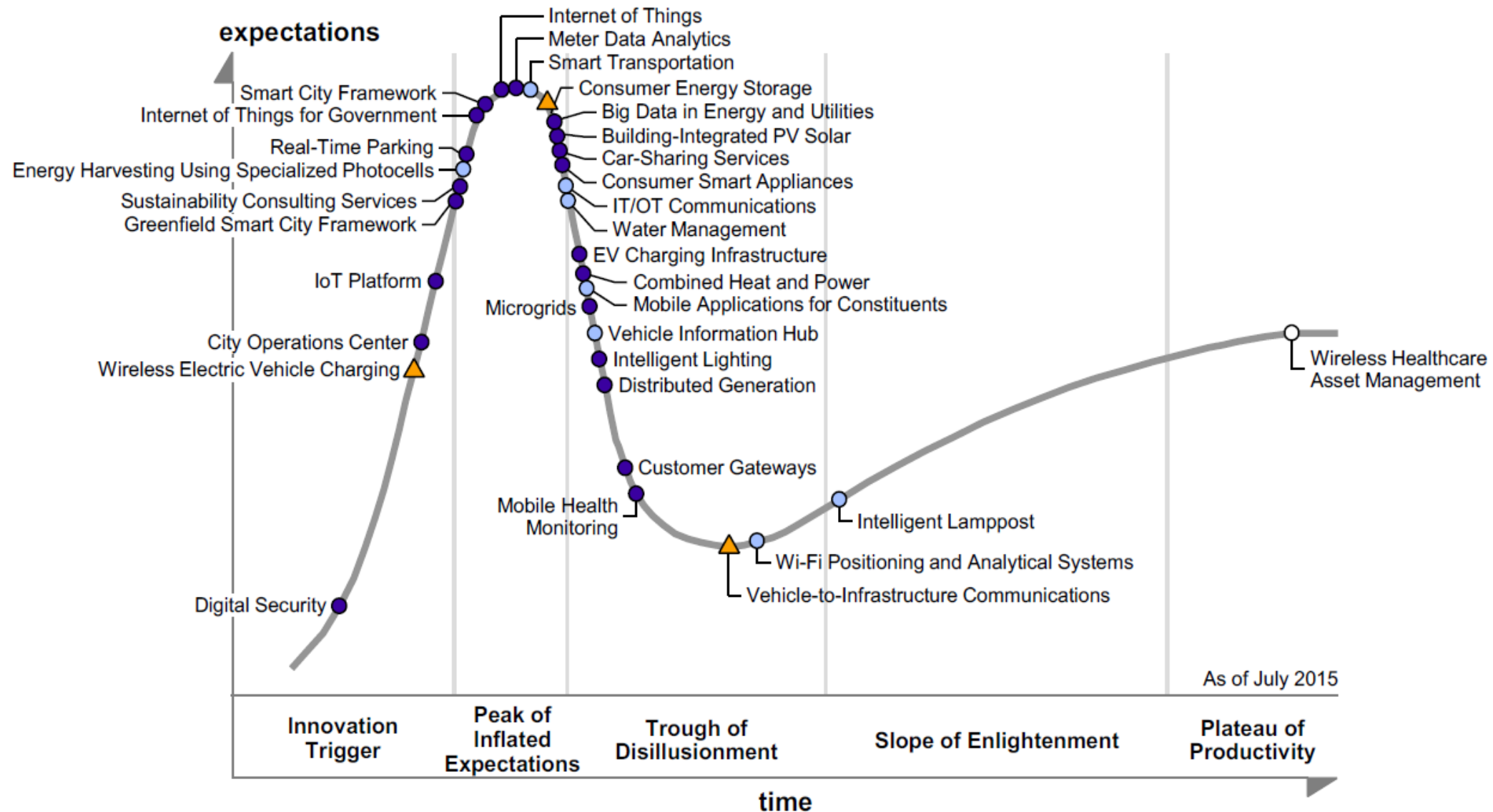
Open data to use the city platform,  
create services and generate  
new business models

- Training
- Accepted legal frameworks
- Business models
- Adequate governance systems



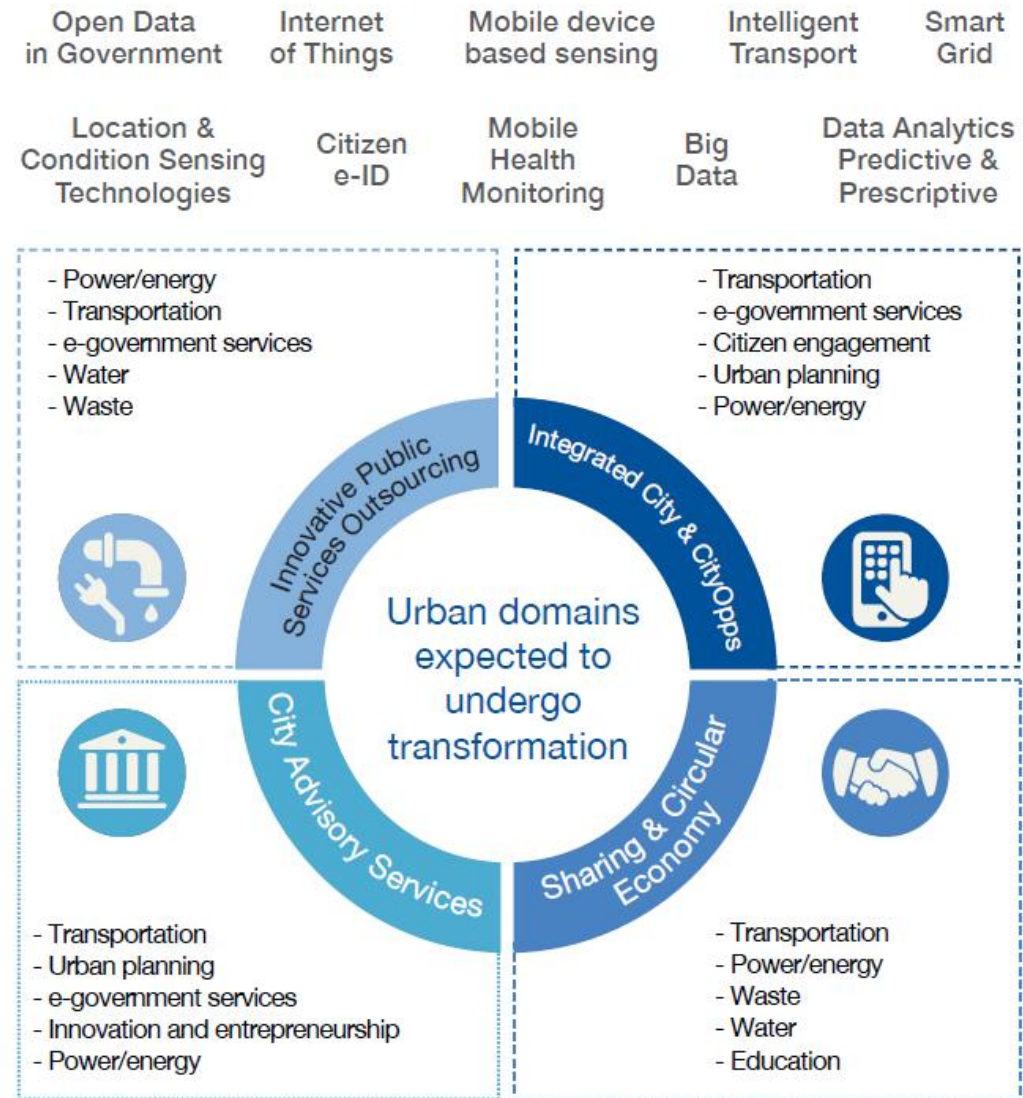


# Hype Cycle for Smart City Technologies and Solutions, 2015



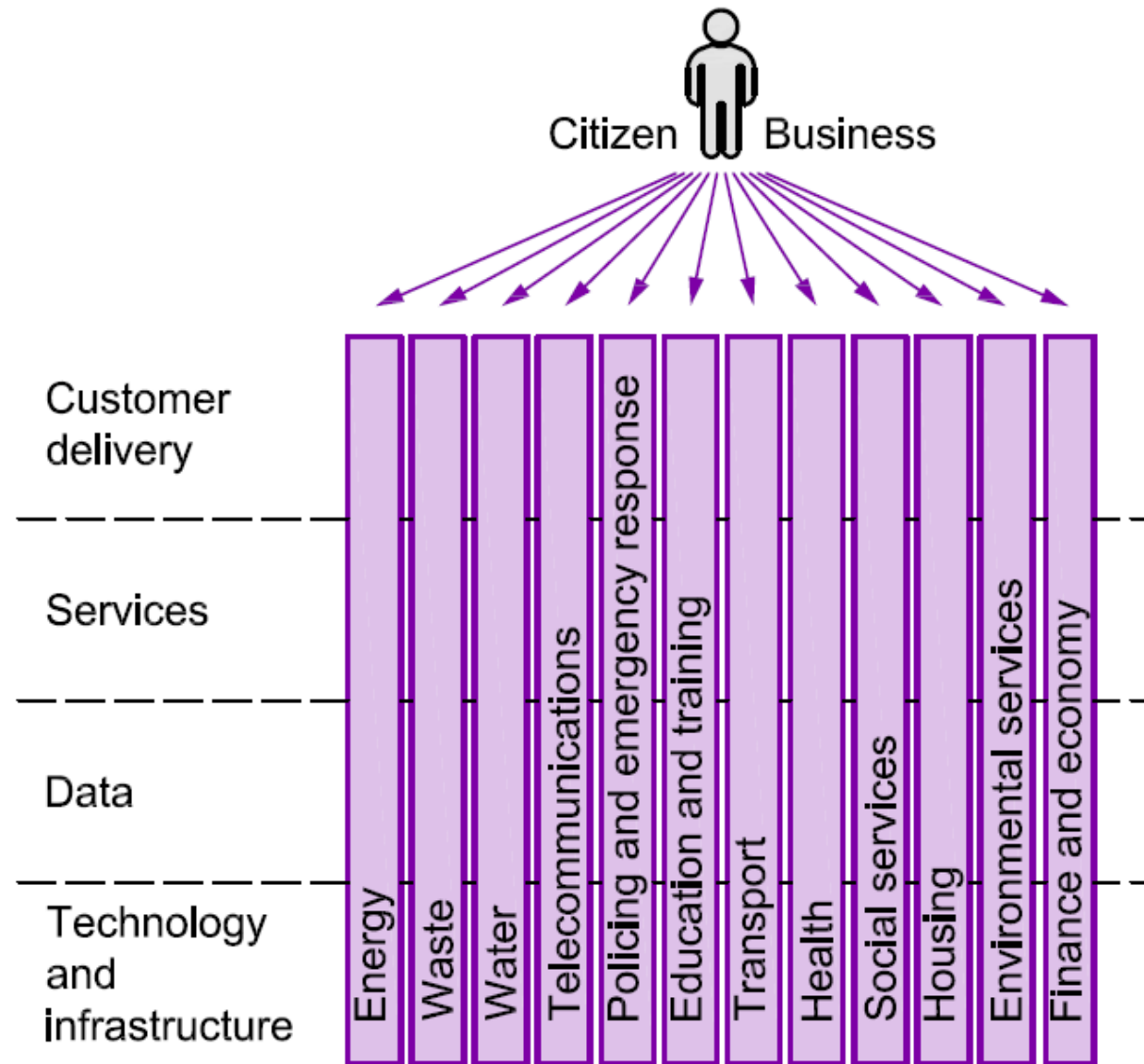


# Top 10 Technologies Driving Urban Transformation



Source: World Economic Forum, Shaping the Future of Urban Development & Services Initiative, Global Survey on Urban Services (Oct.-Dec. 2015)

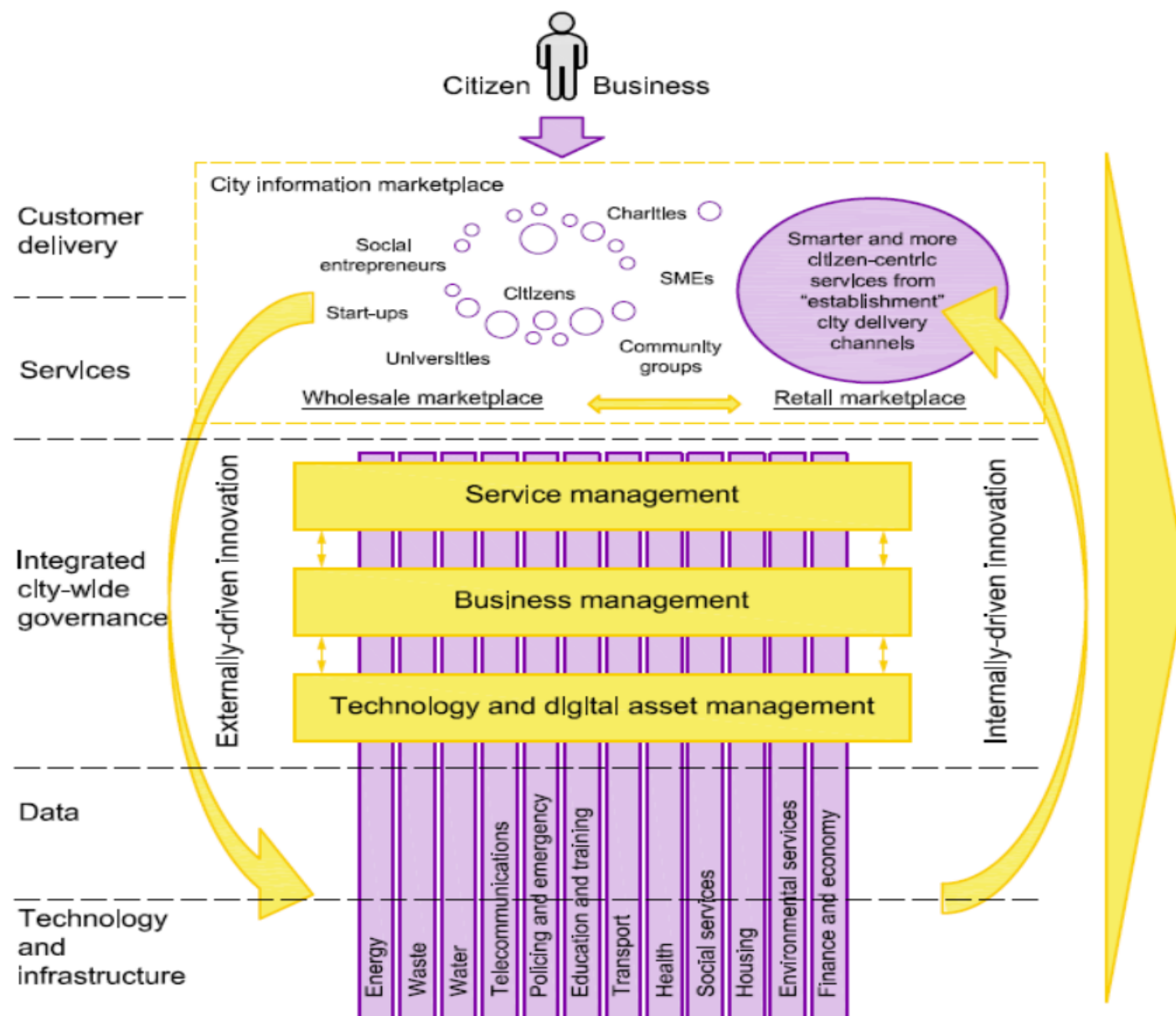
# Traditional operating model



## Impact:

- Unconnected
- Not customer-focused
- Inefficient
- Closed systems, not open to externally-led innovation
- No ability to drive cross-system innovation
- No ability to drive city-scale change at speed

# New integrated operating model



## Impact:

- City data unlocked from individual silos
- Logical separation of data, service and customer delivery layers
- Externally-driven innovation:
  - Enablement of new marketplace for city information and services
  - Citizens, SMEs and social entrepreneurs enabled to co-create public services and create new value with city data
- Internally-driven innovation:
  - Improved and integrated service delivery
  - Resource optimization
- Ability to drive city-wide change at speed

# Definition of Smart Cities

## Smart City Concepts

### Smart Governance and Smart Education

Smart  
Healthcare

Smart  
Building

Smart  
Mobility

Smart Infrastructure

Smart  
Technology

Smart  
Energy

Smart  
Citizen

Smart cities are cities built on smart and intelligent solutions and technology that will lead to the adoption of at least 5 of the 8 following smart parameters:

- smart energy
- smart building
- smart mobility
- smart healthcare
- smart infrastructure
- smart technology
- smart governance and smart education
- smart citizen



# City as a Customer, Global, 2011-2025

- 1 Around 58% of total population (4.60 billion) will live in urban areas in 2025. With every 5% increase in country's urban population, there is a 10% gain in per capita economic activity.
- 2 Developing economies will contribute for around 65%-70% of global growth in next 10 years. The 40 largest urban mega-regions will account 66% of global economic activity and about 85% of global technological and scientific innovation.
- 3 Companies to internally revamp their in-house competencies and products/services portfolio to target cities as customers. The city infrastructure market to provide €1.7 trillion (\$2.2 trillion) opportunity in 2025.
- 4 The three possible revenue models for urbanization projects, "space on rent", "services on payment", "replication of unique city solutions". These revenue models could lead to 40% to 50% reimbursement of initial investments and spending on urban city projects.
- 5 City planners will provide city services utilizing "partner" model of 4 main types: Private "partner" model, exclusive "partner" model, managed "partner" model and open "partner" model.

Source: Frost & Sullivan analysis.

# City as a Customer, Global, 2011-2025

6

Over the next 5 years global demand for infrastructure projects will reach \$10 trillion. The smart city market will be valued at \$3.30 billion in 2020-2025. Out of this share 25.10% of projects will be in the smart energy sector.

7

Urbanization will compel retailers to make their stores more urban centric, smaller and digitally connected for the urban consumer. Stores of the future will be 20% smaller and more closer to the city centers than today.

8

Urban logistics spending to reach \$59 trillion by 2020. Logistics services providers to innovate their products and services and introduce business models and solutions particularly tailored to urban areas like hybrid fleets, consolidation centers and innovative micro distribution models subject to spatial pattern and modal infrastructure within each city.

9

Mega Corridors combined with the demand for integrated and multi-modal transport will lead to a new breed of market participants called "Mobility Integrators".

Source: Frost & Sullivan analysis.

# Macro-to-micro Implications of Urbanization

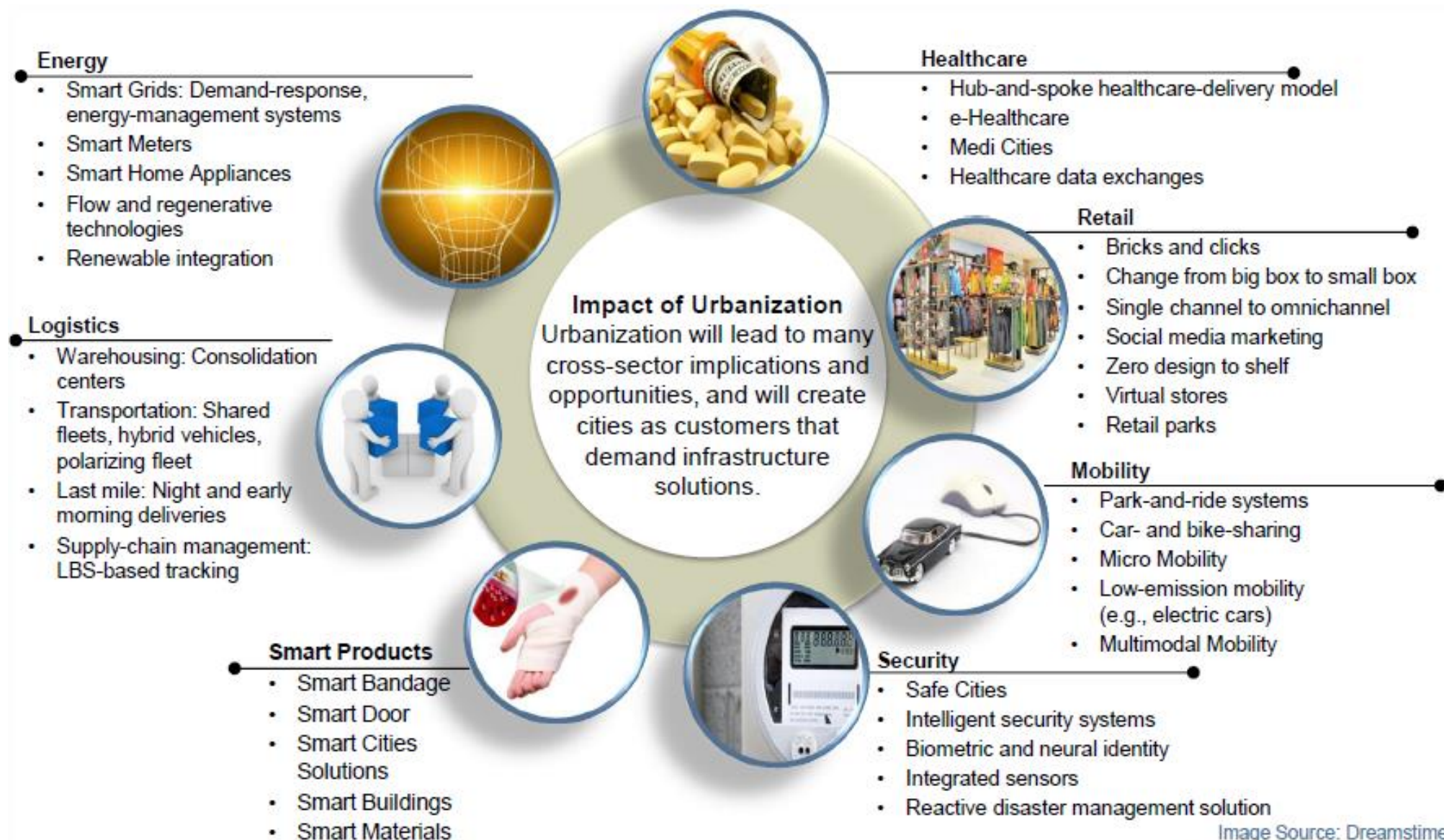
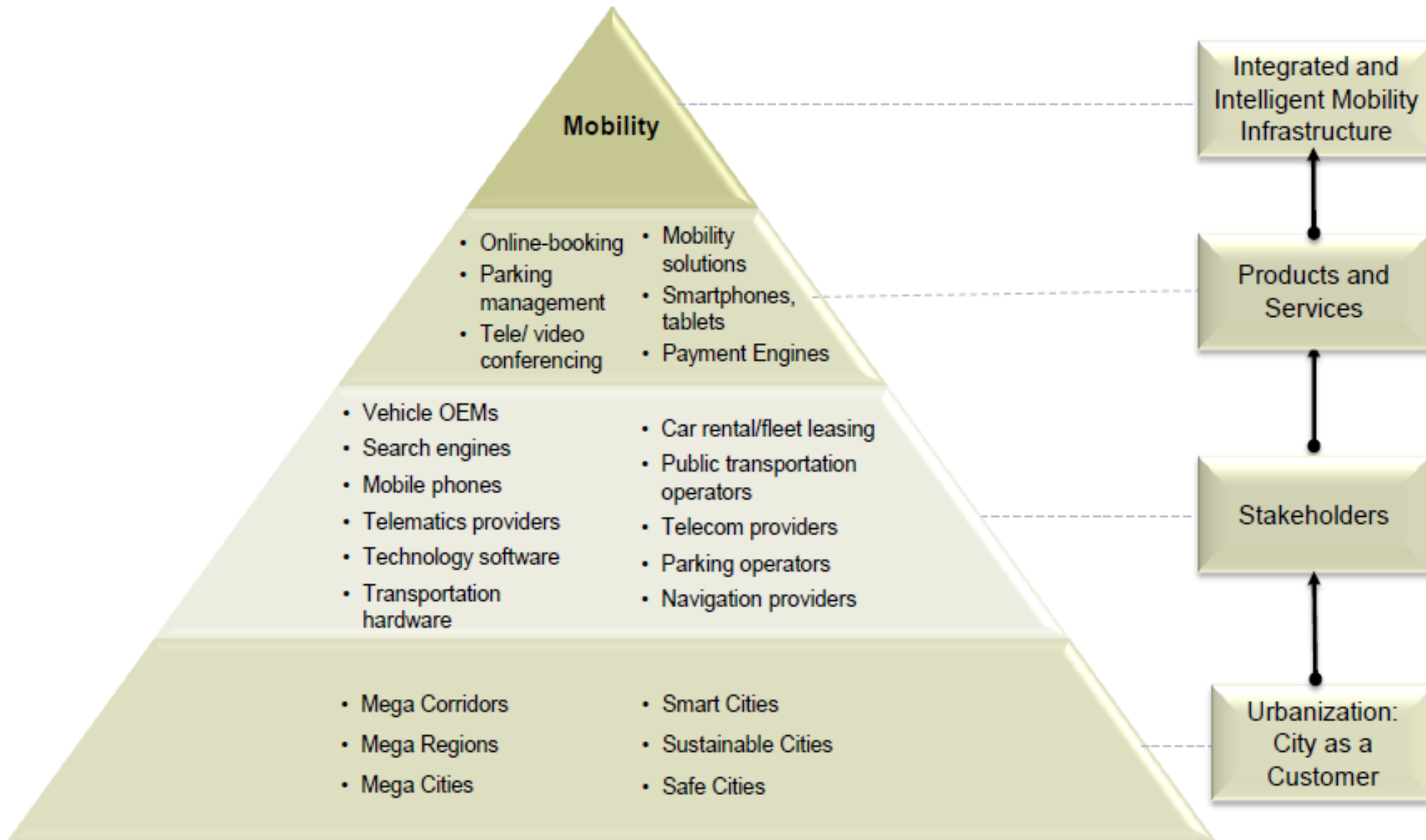


Image Source: Dreamstime.  
Source: Frost & Sullivan analysis.



# Integrated Mobility Value Chain





# FPT IS and VN's cities digital transformation journey



## Industry specific solutions



Banking – Finance



Public sector



Public finance



Telco



Energy



Transportation



Healthcare



Other industries

## Cross industry solutions



ERP



HCM



ECM



BI



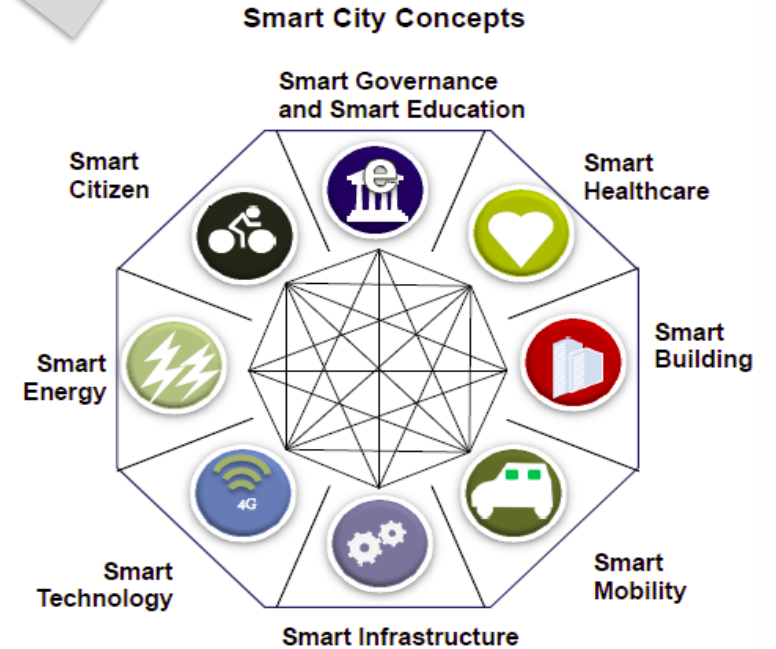
CRM



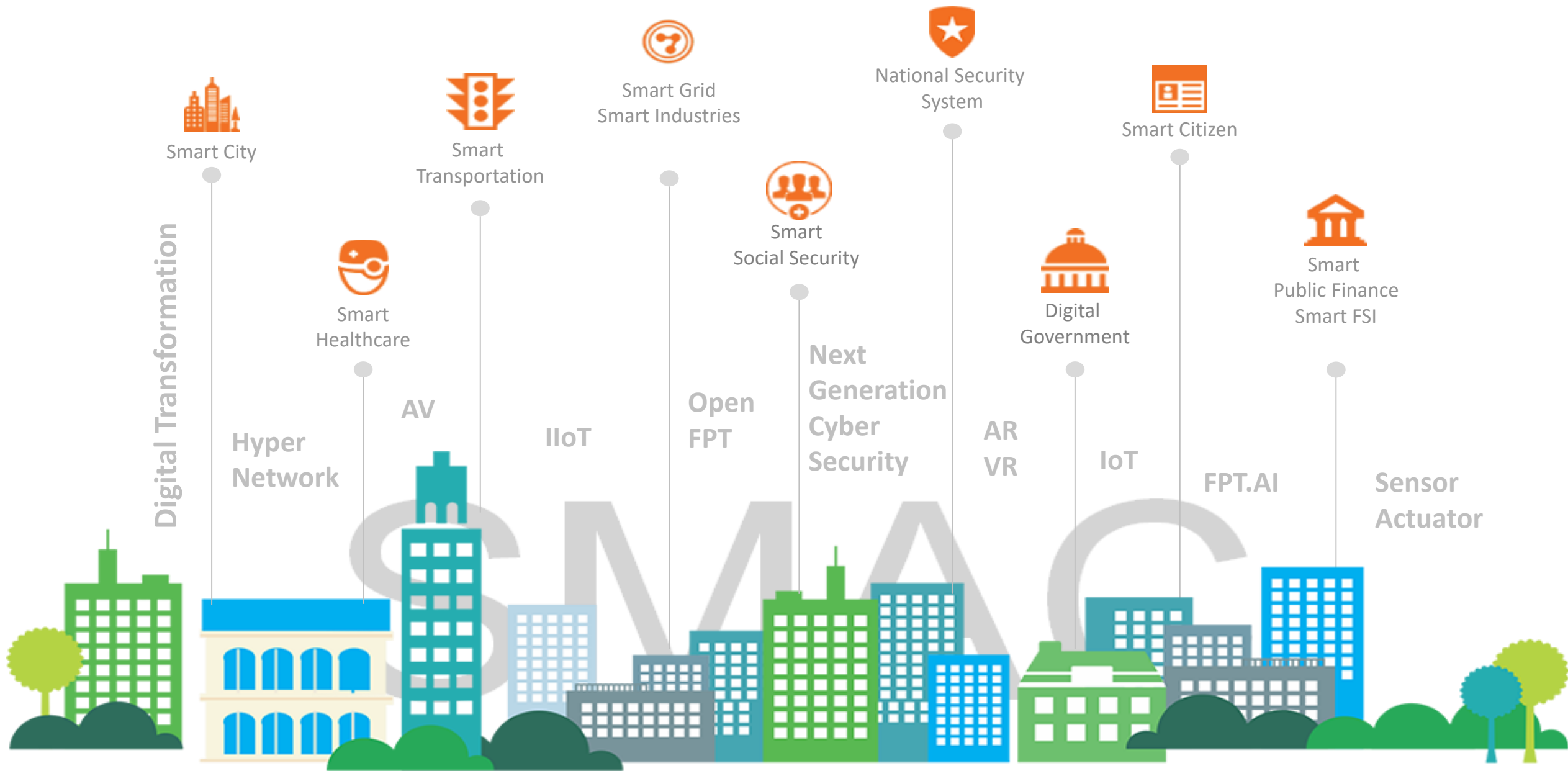
GIS



DWH



# FPT: 29 years as a VN's trusted partner in DX





# Thank you.

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