

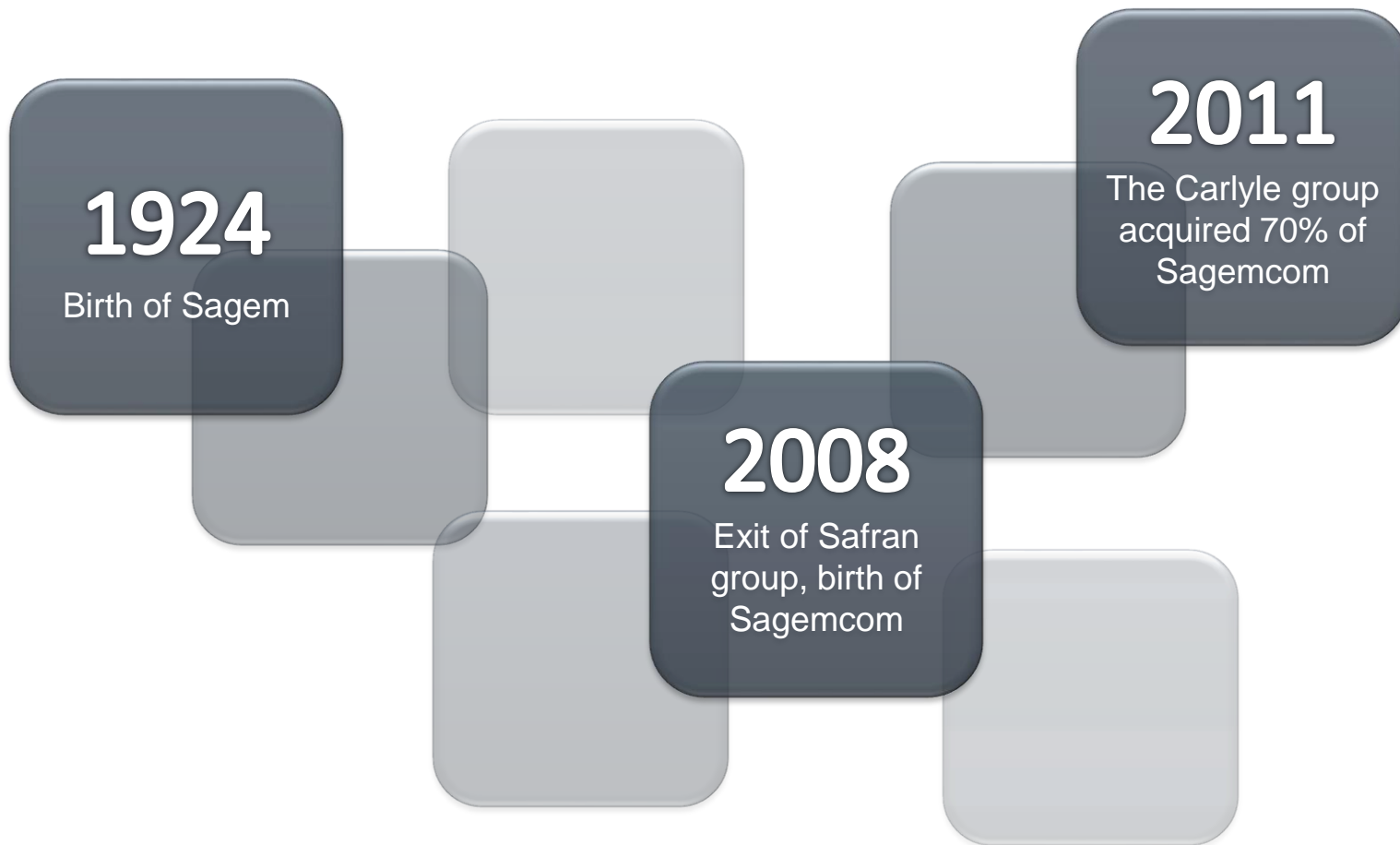


**SaGEMCOM**

# **SAGEMCOM presentation**

**Club ER\_20 Sept 2016**

## About Sagemcom - History



**40 years** experience in Telecom

## Sagemcom: figures

Turnover:  
**\$1.4 billion**

**4000** employees in more than  
**40** countries

**30%**  
of employee shareholding

**500 engineers**  
in our R&D center in Rueil-Malmaison  
(France)

**23 million** terminals shipped every year

# The values of Sagemcom group

**AGILITY**

**Mobilized for the best**

**EFFICIENCY**

**Performance as a  
daily challenge**

**CREATIVITY**

**Differentiate to create  
values**

**CLIENT  
CENTRIC**

**The client at the center  
of our actions**

**TEAM POWER**

**Talent committed to  
the most ambitious projects**

## Sagemcom's positioning

Sagemcom's ambition is to remain a leader in customized communications terminals with high added value.

Sagemcom operates on three markets:

### BROADBAND



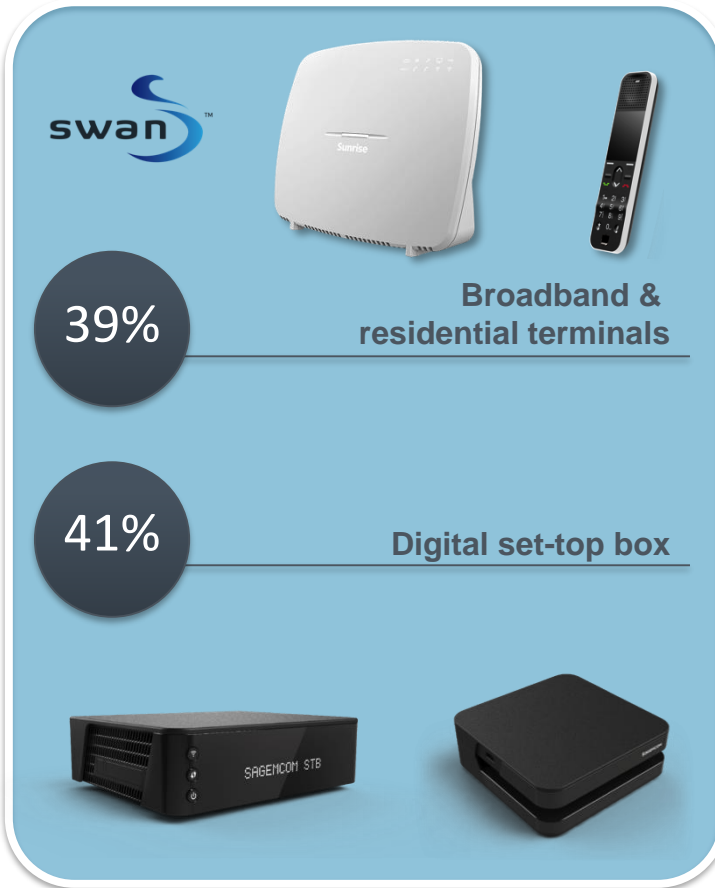
### ENERGY & TELECOM



### INTERNET OF THINGS

# Sagemcom group turnover distribution

SAGEMCOM BROADBAND



Turnover: \$1.4 billion

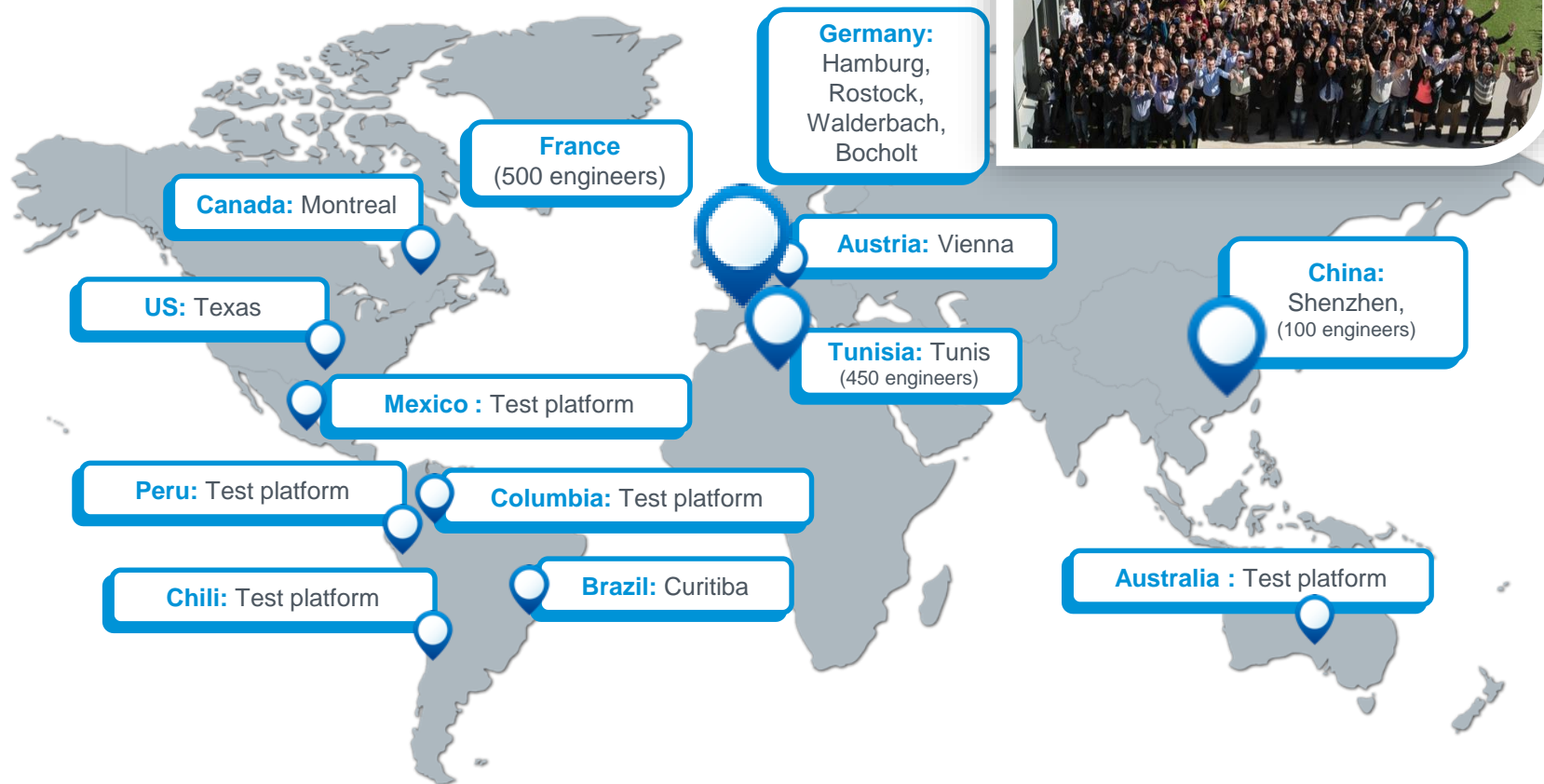
SAGEMCOM  
ENERGY & TELECOM



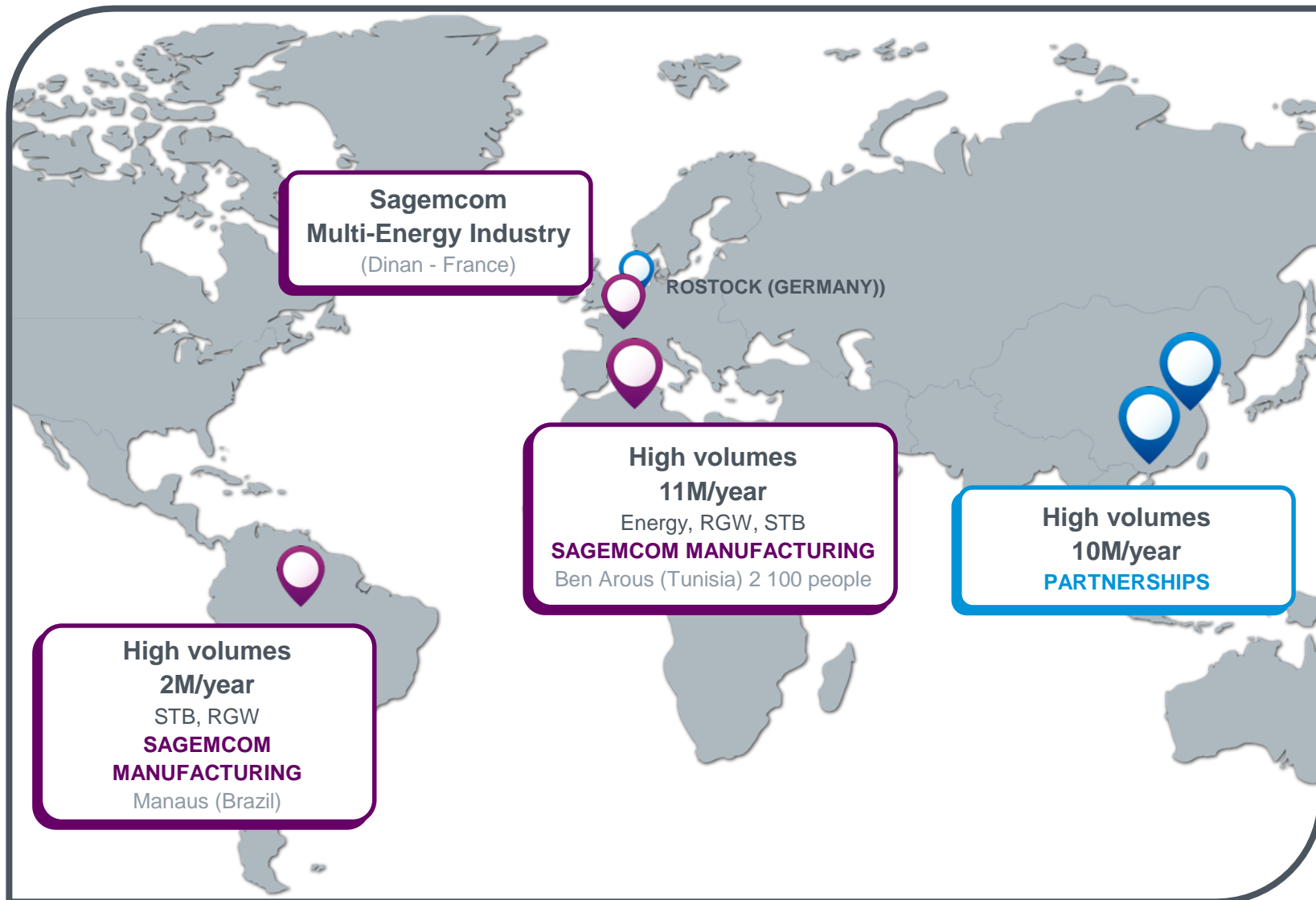
# Our R&D organization

**500** engineers in Rueil-Malmaison (France)

**550** all around the world



# Our manufacturing bases





# Sagemcom Energy&Telecom: our strengths

50 years experience in telecom infrastructure design and deployment

20 years experience in energy and smart metering

A unique competence in development, customization and integration of hardware and software solutions

A strong local footprint thanks to our engineers, technicians and project managers.



# SAGEMCOM E&T International Presence

## AFRICA:

Benin  
Botswana  
Burkina Faso  
Cameroon  
Chad  
Congo  
D.R.C  
Gabon  
Ghana  
Ivory Coast  
Kenya  
Madagascar  
Mali  
Mauritania  
Mauritius  
Morocco  
Niger  
Senegal  
Tanzania  
Togo  
Tunisia

## EUROPE:

France  
Hungary  
Spain  
Slovakia

## ASIA PACIFIC:

Australia  
French Polynesia  
New Caledonia

# Energy&Telecom: our range of products



## Energy Department

### SMART METER

- **End-2-End portfolio, including**
  - G3 and Prime PLC meter and communication
  - HES and AMR
- **Multi Utility solutions**
  - All metering tasks, all services
  - Leading gateway solution provider
- **Customer focused Metering systems**
  - Flexible and scalable for your needs
  - Proven in nearly all major European rollouts

### SMART GRID

- **Communication Solutions**
  - Connect everything, everywhere
  - Security for critical infrastructure
- **Grid control and management**
  - Supply and Demand
  - Stabilizing
- **Energy and Site Management**
  - Complete site control and management
  - Energy cost reduction
  - Prepared to manage massive information

## NIS Department

### SMART SITE

- **Smart Site**
  - Radio Site Construction
  - Reinforcement
- **Remote Monitoring Systems ( RMS)**
  - ESM-Vision
- **Power solution**
  - Power Solutions for Telecom and Rural
- **End to End Rural Electrification solution**
  - Power solutions
  - Distribution
  - Metering & payment
  - Management
- **Digital Terrestrial Television**

### SMART INFRA

- **Fiber Rollout**
  - Fiber backbones
  - Fiber to the Home/Building/Curb /Base Station
  - Intelligent Traffic Systems
- **Grid Extension for Rural Electrification**

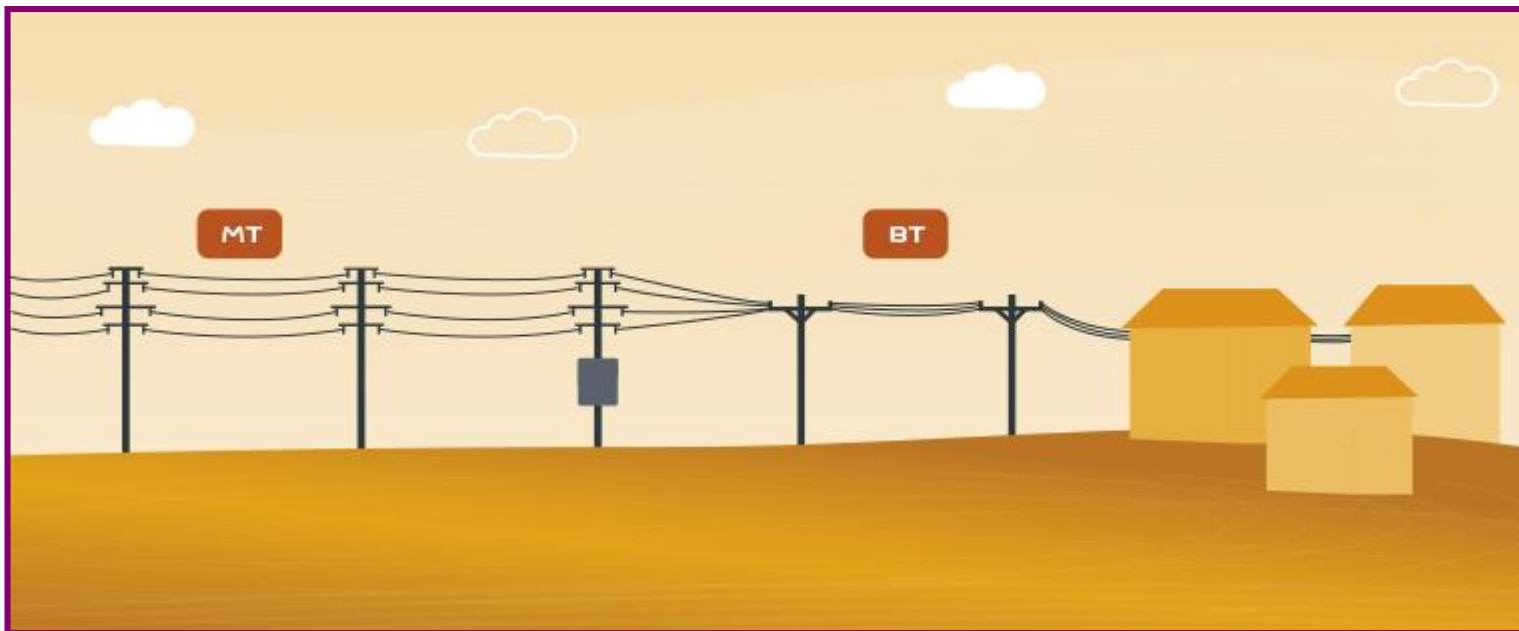
### SMART SERVICES

- **Managed Services**
- **Sites and Networks Audit**
- **Energy design and optimization services**

Internet Of things based on LoRA™

## On Grid solution : Grid extension for rural electrification

- **Full turnkey solution for grid extension (Low and Medium Voltage), including :**
  - Engineering
  - Civil works
  - Logistics
  - Installation & commissioning of:
    - Power transformer
    - Cables,
    - Pylon and protection



# Off Grid solution : End to end solution for rural electrification

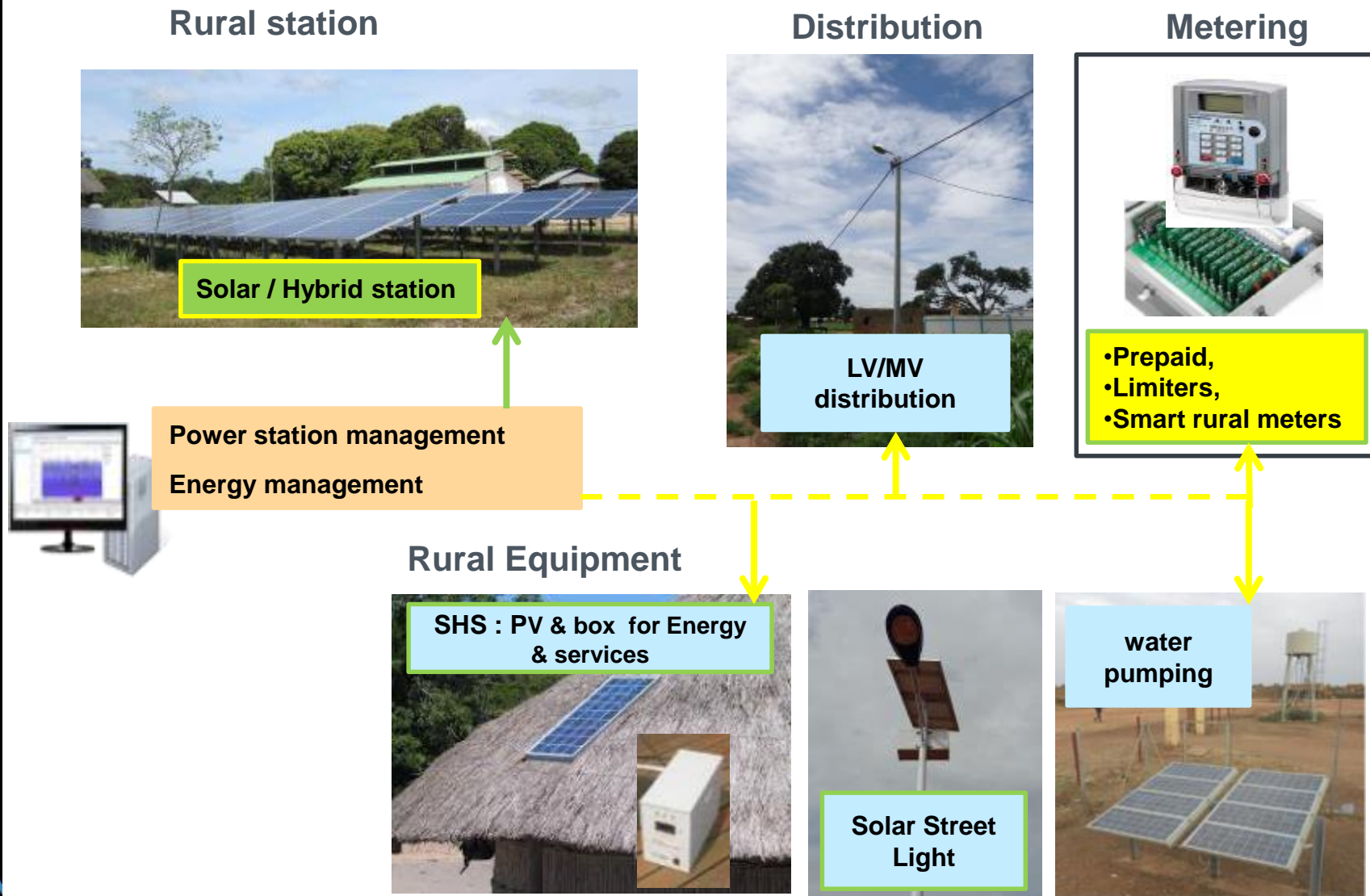


## Smart village built around ESM-Power/R includes:

- Power Station for different services or applications
  - Households connection
  - Industrial/Telecom sites connection
- Power distribution for different applications:
- End users (prepaid) meters
- Meters for distribution monitoring
- End to end monitoring and control thanks to ESM-Vision
- Management of QoS per application
- Maintenance & operations

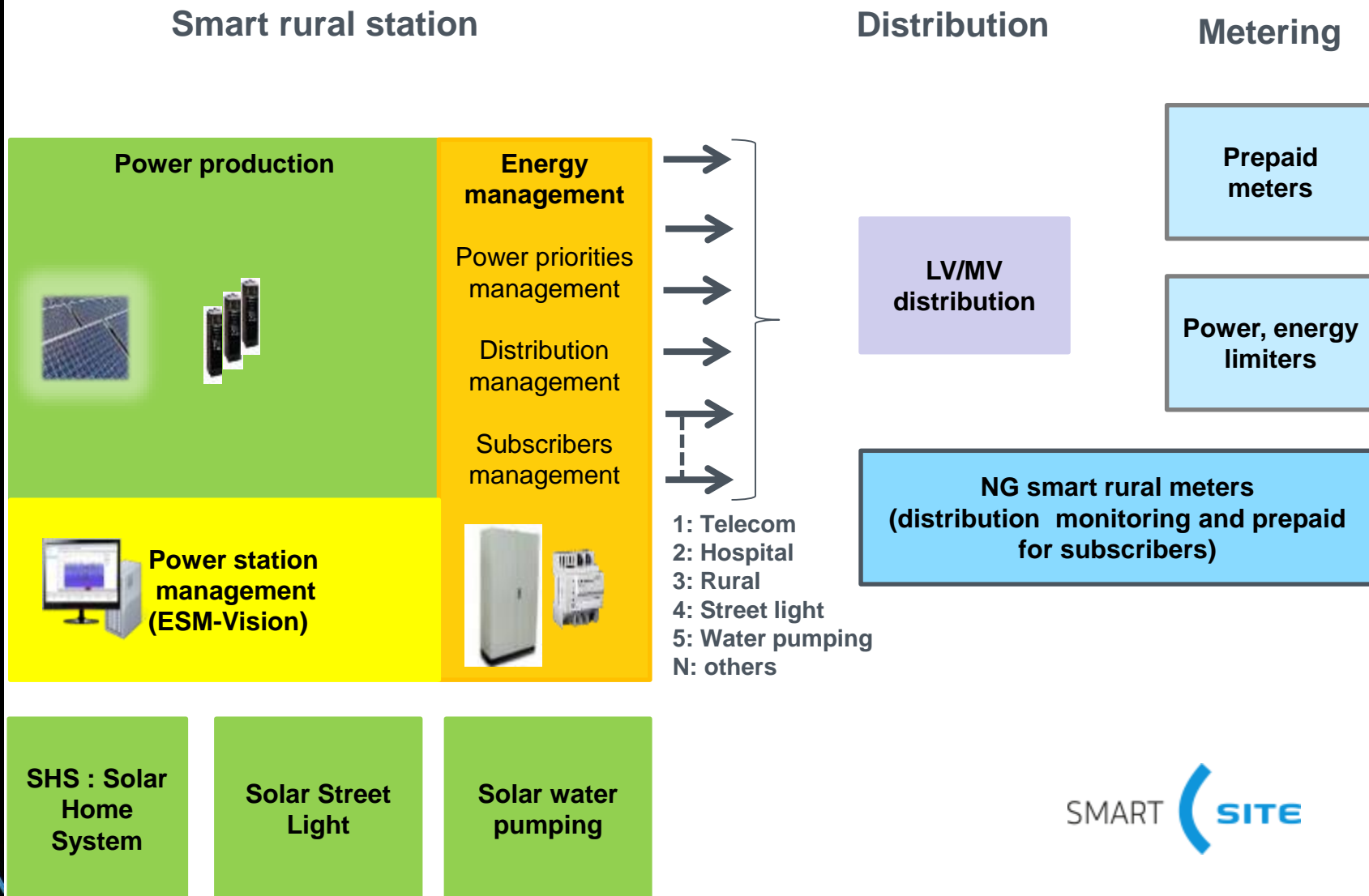


# Off Grid solution : End to end rural electrification solutions





# Off Grid solution : End to end rural electrification



# Sagemcom Energy & Site Monitoring Solutions

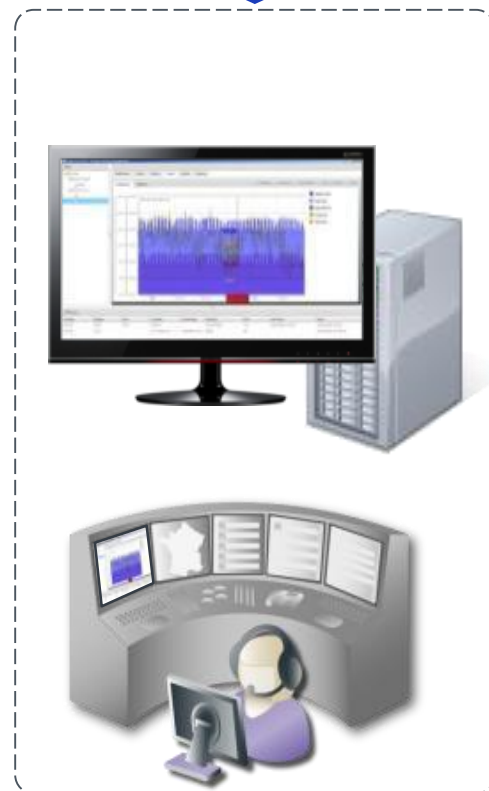
## Energy, security, fuel



## Monitoring



## SERVER



### Local Interfaces :

Ethernet – RS485  
WMBUS – DRY LOOP

### SITES – SERVER connection

Ethernet – 2G/3G - SMS

# ESM-Power / R: Multi-application stations

## Production & Distribution



ESM-Vision

Thanks to ESM-Vision, it's possible to manage QoS per application

As an example:

- Telecom sites
- Hospital
- Rural distribution
- Irrigation, pumping water

## Applications

High power  
High priority  
(availability > 99%)



Low power  
High priority



High power  
Energy per day  
guaranteed



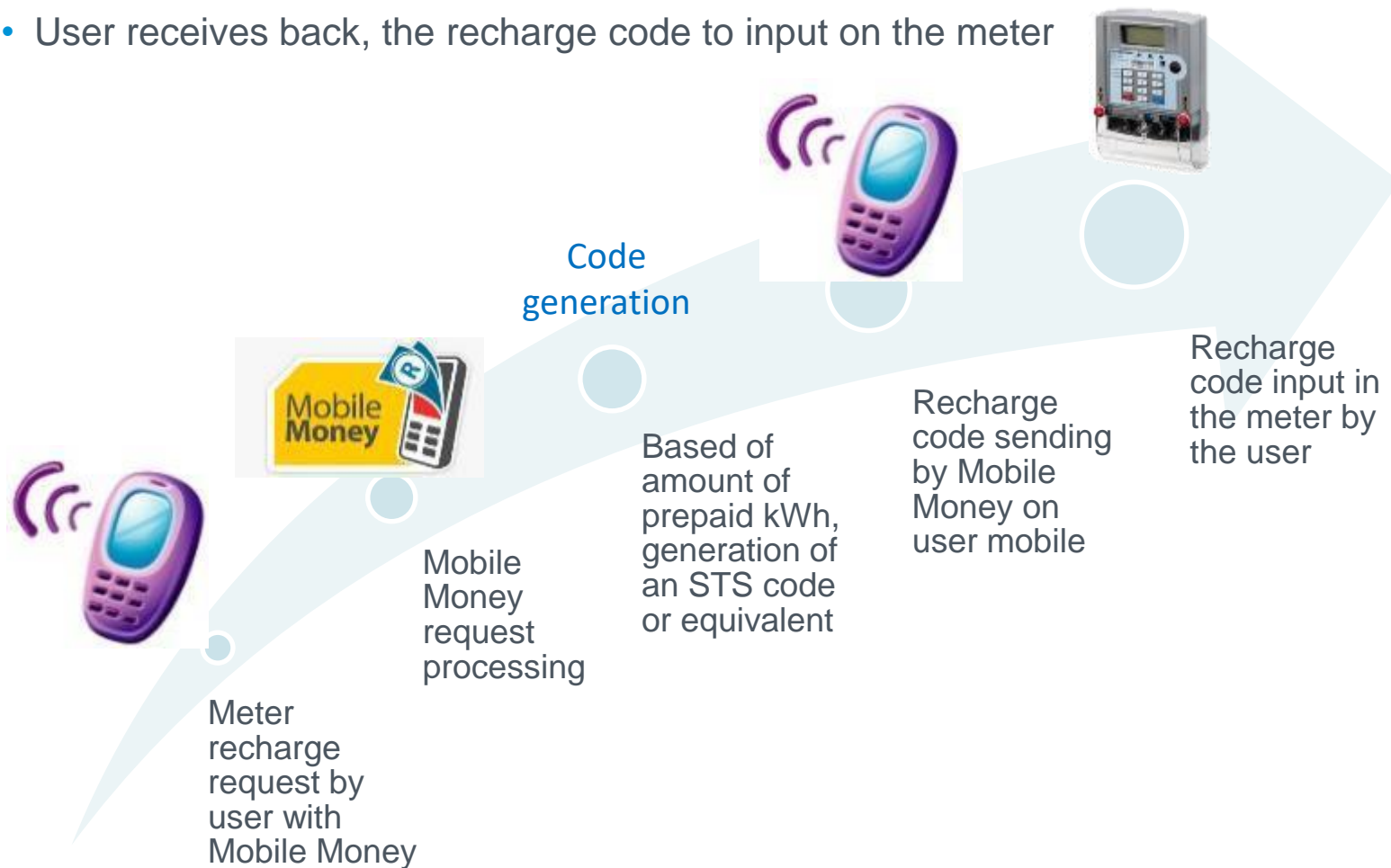
Medium power  
Best effort



Other : pumping  
water,..

# ESM-Power / R : Pre-payment

- User requests a recharge with mobile money service
- User receives back, the recharge code to input on the meter



**Thank you for your attention**