



Telenor IoT Gathering Germany

AGENDA

Thursday March 30 2023

[AWS Experience Munich](#)

Oskar-von-Miller-Ring 20, 80333 Munich, Germany



Welcome to the

Telenor IoT Gathering Germany 2023

- 12:00 **Registration opens.**
Coffee and tea will be available.
- 12:30 **Demonstration Tours | Lab & Showcase Centre**
Registrants will have the chance to register for one of two tours of the AWS Experience Center Lab taking place before the IoT Gathering begins.
- 13:30 **Opening address**
Anastasia Kristoffers, Head of Telco Partner Sales, AWS
Seth Ryding, Global Chief Sales Officer Telenor Connexion
- 13:40 **IoT drivers and Telenor IoT innovation**
Mats Lundquist, CEO Telenor Connexion and Head of Telenor IoT
- Based on our latest IoT Predictions report, Mats Lundquist will highlight the driving forces behind the accelerated shift towards digitalization. He will also share some of our current innovation investments aimed to help enterprises benefit from IoT data in their digitalisation journey.
- 14:10 **Bornemann: A case study on success in IoT**
Volker Gau, CTO Bornemann
- Bornemann combines location and sensor technologies with intelligent software to help businesses do their daily work efficiently and sustainably. High-resolution hardware with a locating accuracy of up to 15 cm shows you perfectly where something is. Quickly installed and, thanks to the rental system, affordable even for smaller companies, if desired. The hybrid application also tracks objects in vehicles, ideal for tracking goods from the warehouse to their destination, with theft protection built in.



Telenor IoT Gathering Germany

AGENDA

Thursday March 30 2023

[AWS Experience Munich](#)

Oskar-von-Miller-Ring 20, 80333 Munich, Germany

14:30 The opportunities of 5G in IoT
Martin Whitlock, CTO Telenor Connexion

As industry leading enterprises steadily turn to next-generation networks and IoT, people's lives, business, and society will improve significantly. In this session, Telenor Connexion CTO Martin Whitlock looks beyond the hype and explains what 5G means for enterprises deploying connected solutions on mobile networks now and in the future.

14:50 IoT design patterns for AI/ML use cases
Anders Bresell, Head of Data Telenor Connexion

Designing IoT Solutions is more than just hardware and connectivity. The full power of IoT comes into play when you adopt AI/ML. In this session, we will walk you through the pros and cons in the design options of AI/ML empowered IoT Solutions.

15:10 Coffee & networking break

15:40 eUICC and iSIM trends
Martin Whitlock, CTO Telenor Connexion

To facilitate continued IoT growth, flexible solutions for SIM provisioning are needed. eSIM has been around for a while, but with upcoming standards some of the hurdles around eSIM management will be addressed. And beyond eSIM lies iSIM; what will that bring?

16:00 Service Center Stories: What we see that others don't
Tommy Nilander, Head of Operations Center at Telenor Connexion

16:20 IoT - moving beyond the hype cycle
Ajay Rane, Global Head, IoT Strategy & BD - Telco BU at AWS

The Internet of Things (IoT), just like every other technology, comes with its own distinct promises. Depending on the industry those promises are realistic and achievable while for some industries they're nothing more than hype. Gartner



Telenor IoT Gathering Germany

AGENDA

Thursday March 30 2023

[AWS Experience Munich](#)

Oskar-von-Miller-Ring 20, 80333 Munich, Germany

developed the Hype Cycle as a mechanism to determine where a technology is in the cycle, how it might evolve, and when we can expect it to reach its potential. It's unclear where the Internet of Things is in the Hype Cycle because it depends on the industry. However early adopters across industries have learned that IoT fundamentally changes the way a business operates across the board. IoT is a technical solution to a business problem, so true IoT adoption requires users to move beyond the hype cycle and embrace how it changes every aspect of your business.

- 16:50 **Closing address**
Stephen Osborn, Head of Region EMEA Telenor
- 17:00 **Networking & drinks**
- 18:30 **End of Day**



AGENDA

Thursday March 30 2023

[AWS Experience Munich](#)

Oskar-von-Miller-Ring 20, 80333 Munich, Germany



Ajay Rane, Head of WW IoT Business Development at Amazon Web Services

Ajay is a customer obsessed veteran of the telecommunications and semiconductor industries with a track record of delivering value through innovation. Previously, Ajay managed IoT ecosystem partners as VP of Business Development at Sigfox and led product management for LTE chipset as VP of Marketing and Business Development at MBit Wireless. Ajay started his career at Intel where, over a span of 11 years, he held positions of increasing responsibility within the flash memory, servers, WiMAX, and Wi-Fi businesses.



Anastasia Kristoffers, Head of Telco Partner Sales at Amazon Web Services

Anastasia has 20+ years' experience in the tech and telco industry with a wide variety of commercial roles in the Nordics and globally. Roles ranging from product management, IT management, management consulting and sales. She is currently holding a position as Partner Sales manager AWS for the Telco segment in the Nordics and Baltics.



Anders Bresell, Head of Data at Telenor Connexion

Anders Bresell, PhD, has 20 years of experience of delivering actionable insights from data across multiple sectors. He has led many Data Science and Data Engineering teams and has been Lead Architect of multiple Data Centric solutions. He joined Telenor IoT in 2015, after the leading the Engineering team in putting in place Telenor IoT's first generation Big Data & Real-time Data platform. The platform has since then evolved and is currently in its 3rd generation. In 2021 Anders obtained the AWS certificate in Machine Learning Speciality and is frequently invited as speaker on international data conferences.



Martin Whitlock, CTO Telenor Connexion

As Chief Technology Officer, Martin Whitlock leads Telenor Connexion's global technology team, driving major technology-enabled initiatives as part of the company's expanding business strategy. Martin has extensive experience from the telecom industry. Prior to taking on this role, he held the position as Director at Northstream, where he was responsible for strategy assessments, sourcing projects and change management engagements with a broad range of clients. Martin holds a Master of Science degree in Industrial Engineering and Management with major in Radio Communications Systems at the Royal Institute of Technology, Stockholm.



Telenor IoT Gathering Germany

AGENDA

Thursday March 30 2023

[AWS Experience Munich](#)

Oskar-von-Miller-Ring 20, 80333 Munich, Germany



Mats Lundquist, CEO Telenor Connexion and Head of Telenor IoT

Mats Lundquist is the CEO of Telenor Connexion and Head of IoT, responsible for Telenor's IoT portfolio and sales globally. He oversees the global Telenor IoT strategy and all cross functional IoT efforts across the Telenor Group and its 9 mobile Opcos in the Nordic and Asian regions.



Seth Ryding, CSO at Telenor Connexion

Seth Ryding is responsible for heading Telenor Connexion's operations outside the Nordics. In this role, he drives business across sales, business development, partner strategy and development, and go-to-market strategies throughout Americas, Asia Pacific, Europe, Middle East and Africa. Ryding brings more than 15 years of operational experience in the telecom industry. He joined Telenor in 2003 and has held a number of senior positions including VP Market Development at Telenor in Myanmar, Head of Sales at Telenor Sweden's Broadband & TV Division, CEO of Open Universe at Telenor Sweden and most recently CSO APAC for Telenor Connexion. Ryding holds a Master of Science in Electronic Engineering from the University of Linköping, Sweden.



Stephen Osbourne, Head of EMEA Region at Telenor Connexion

Stephen Osborn is responsible for heading Telenor Connexion's operations within Europe, Middle East & Africa (EMEA). In this role, he drives business across sales, business development, partner strategy and development, and go-to-market strategies throughout the defined region.

Stephen brings more than 20 years of technical and operational experience in the telecom industry. He joined Telenor Connexion in 2013 and has held a number of positions including Head of Global Technical Solution Management and Head of Region UKI & Americas. He also held management positions within Vodafone where he spent 12 years prior to Telenor.



Tommy Nilander, Head of Service Operations Center at Telenor Connexion

Tommy Nilander has worked within a wide variety of technical support functions in Telecom for 16 years, and during the last 11 years has specialized in IoT at Telenor Connexion. During his time in Telecom Tommy has gathered experience from his roles within 24/7 technical support, Incident and Change Management and has been a driving force in improving and adapting the way of work and tools within the support organization which he now leads.



Telenor IoT Gathering Germany

AGENDA

Thursday March 30 2023

[AWS Experience Munich](#)

Oskar-von-Miller-Ring 20, 80333 Munich, Germany



Volker Gau, CTO at Bornemann

Volker Gau has been working in the field of hardware and software development for various companies for more than 30 years. Permanently employed at Bornemann AG since 2014 and responsible as CTO for the areas of research and development, software development and technical support. He has grown particularly fond of the area of IOT. He enjoys combining technologies and developing new products to find new ways and approaches for Bornemann customers and their use cases.