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# Collaborating on a ground-breaking IoT platform for smart living and working

Supported by Atos, Hrvatski Telekom (Croatian Telecom) launched a pioneering IoT platform for the mobile telecoms market – accelerating the evolution of smart cities and Industry 4.0.



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Atos

# « With this platform, we complete the implementation of the largest Nb-IoT network in Croatia and we see cooperation with Atos as key to further digitalization of Croatia. »

**Boris Drilo,**

Member of the Management Board and Chief Technical and Chief Information Officer (CTIO), Hrvatski Telekom

## The context

With the Internet of Things (IoT) expanding fast, success in harnessing new hyper-connectivity for the benefit of citizens, communities and organizations will depend, in part, on the quality and speed of connection. As the leading telecoms provider in Croatia, Hrvatski Telekom recognized important opportunities to innovate and add value for its customers with the power of narrowband IoT enabled by mobile networks. The company wanted to invest in developing IoT capabilities to secure an early lead in this emerging market. Its strategic objective was to increase usage of its network and create new revenue streams by offering business customers, business partners and individual consumers new everyday services via a high-capability IoT platform.



## The results

## The challenge

Hrvatski Telekom's challenge was how to operate, manage and commercialize several hundreds of thousands of devices, growing to millions in the near future. As volumes of IoT data grow, this can introduce new challenges into communications networks; and if devices aren't controlled and managed effectively in real time, any IoT service is compromised and potentially mobile network as well. Security, resilience, interoperability and availability were therefore critical.

The company engaged Atos, its technology partner since 2001, to manage the installation, integration and implementation of its new IoT services using technology provided by German company, Software AG. With 5G on the horizon, timescales were ambitious: the project started in May 2020 and production of the platform was planned for October 2020.

Hrvatski Telekom is the first provider in Croatia to implement a complete IoT architecture ready for the 5G revolution. It can connect all kinds of IoT devices that turn into almost limitless possibilities, both for other service providers and directly to end consumers - including:

- Smart parking sensors and meters
- Connected lighting and home appliances
- Smart energy meters for businesses and homes
- Smart machinery, robotics and drones in manufacturing and industry
- Machinery and irrigation systems for agriculture.

## The solution

Atos' Croatian team worked in partnership with Hrvatski Telekom and Software AG to customize, configure and integrate the platform with the mobile network and Hrvatski Telekom's IT environment. The team developed unique new adapters and interfaces - instead of previously standard internet versions - to enable any service provider to quickly and seamlessly integrate to the platform to offer IoT services in their markets. Data flows over the mobile network from sensors, smart meters and different IoT devices to back-end systems deploying analytics and AI to turn data into value-adding customer services and experiences.

With support from Atos, service providers are onboarded onto the IoT platform as a partner and customer of Hrvatski Telekom on a 'pay as you grow' basis.

With selected partners already onboarded, this unique platform is scalable in line with Hrvatski Telekom's strategy, with capabilities in place for the company to grow its business, monetize data and leverage business intelligence and big data in new ways to improve services for everyday living and working.

## About Hrvatski Telekom

Part of the Deutsche Telekom Group, Hrvatski Telekom is the leading telecommunications provider in Croatia providing fixed and mobile telephony, wholesale, internet and data services, serving around 45% of the country's telecoms market. The main activity of the Hrvatski Telekom Group and other subsidiary companies is the provision of telecommunications services, design and construction of communications networks on the Croatian territory. The Group provides fixed telephone line service, internet services, data transmission services, and operates GSM and UMTS mobile telephone networks. The company's strategy is based on the quality of services, customer satisfaction, further development of broadband access, and the development of related innovative value-added services.

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