Building an Ecosystem of Ecosystems: The City as a Platform

Peter Sany
President & CEO
TM Forum

Cities are Hubs in a System of Connected Ecosystems

- Understanding how to partner will separate winners from the rest

- Collaboration & Co-Creation are essential

- Learning from others key

The Rise of the Platform Economy

tmf⊖rum

PLATFORM

American Airlines

American Airlines Group Inc. (AAL)

32.81

0.40 (1.22%)

Market Cap

18.97B

Platforms controlling the customer interface win

Source: Google Finance, 6 June 2016

The Rise of the Platform Economy

PLATFORM

American Airlines

American Airlines Group Inc. (AAL)
32.81
0.40 (1.22%)

Market Cap
18.97B

Sabre

Sabre Corporation (SABR)
28.49
0.09 (0.31%)

Market Cap
7.89B

aMaDEUS

Galileo

Worldspan

Sabre

Platforms controlling the customer interface win

Source: Google Finance, 6 June 2016

tmf⊖rum

PLATFORM

Booking.com

The Priceline Group Inc. (PCLN)

1,240.85
12.19 (0.97%)

Market Cap

61.59B

American Airlines

American Airlines Group Inc. (AAL)

32.81
0.40 (1.22%)

Market Cap

18.97B

Sabre

Sabre Corporation (SABR)

28.49
0.09 (0.31%)

Market Cap
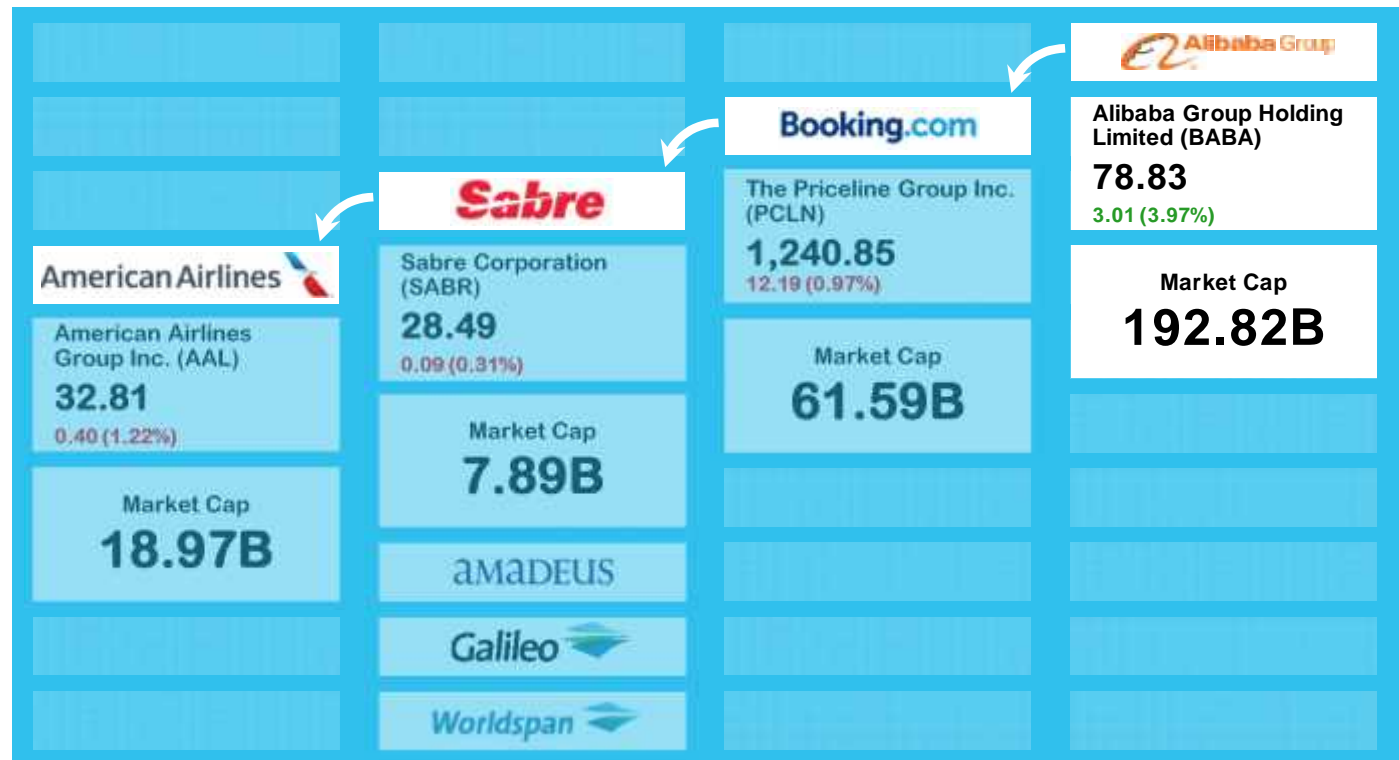
7.89B

aMaDEUS

Galileo

Worldspan

B.

Platforms controlling the customer interface win

Source: Google Finance, 6 June 2016

The Rise of the Platform Economy

tmforum

PLATFORM

American Airlines

American Airlines Group Inc. (AAL)

32.81

0.40 (1.22%)

Market Cap

18.97B

Sabre

Sabre Corporation (SABR)

28.49

0.09 (0.31%)

Market Cap

7.89B

aMaDEUS

Galileo

Worldspan

Booking.com

The Priceline Group Inc. (PCLN)

1,240.85

12.19 (0.97%)

Market Cap

61.59B

Alibaba Group

Alibaba Group Holding Limited (BABA)

78.83

3.01 (3.97%)

Market Cap

192.82B

Platforms controlling the customer interface win

Source: Google Finance, 6 June 2016

Open Standards & Architecture Underpin City Platforms

tmforum

For free services

Paid for services

City Platform
Enabling an Economy of Data model bringing all aspects of the city to its citizens

Data Provider	City Platform	Data Provider	Data Provider	City Platform

Data Provider	Data Provider	Data Provider		Data Provider	Data Provider	Data Provider

Smart City Yinchuan Built on Open Standards

- Based on TM Forum and FIWARE open standards
- Co-created and implemented by ZTE

- Demonstra... Economy ... co...
- Foundation... sharing eco...

Underpinned by globally adopted TM Forum digital partnering Open APIs and best practices:

- Product catalog
- Product ordering
- Product inventory
- Product billing
- Service catalog
- Performance
- Service level management
- Trouble ticket

axiata   airtel   BT   中国移动通信 CHINA MOBILE

China unicom中国联通   NTT   orange   Telefónica   vodafone

For free services

City Platform
Enabling an Economy of Data model bringing all aspects of the ci...

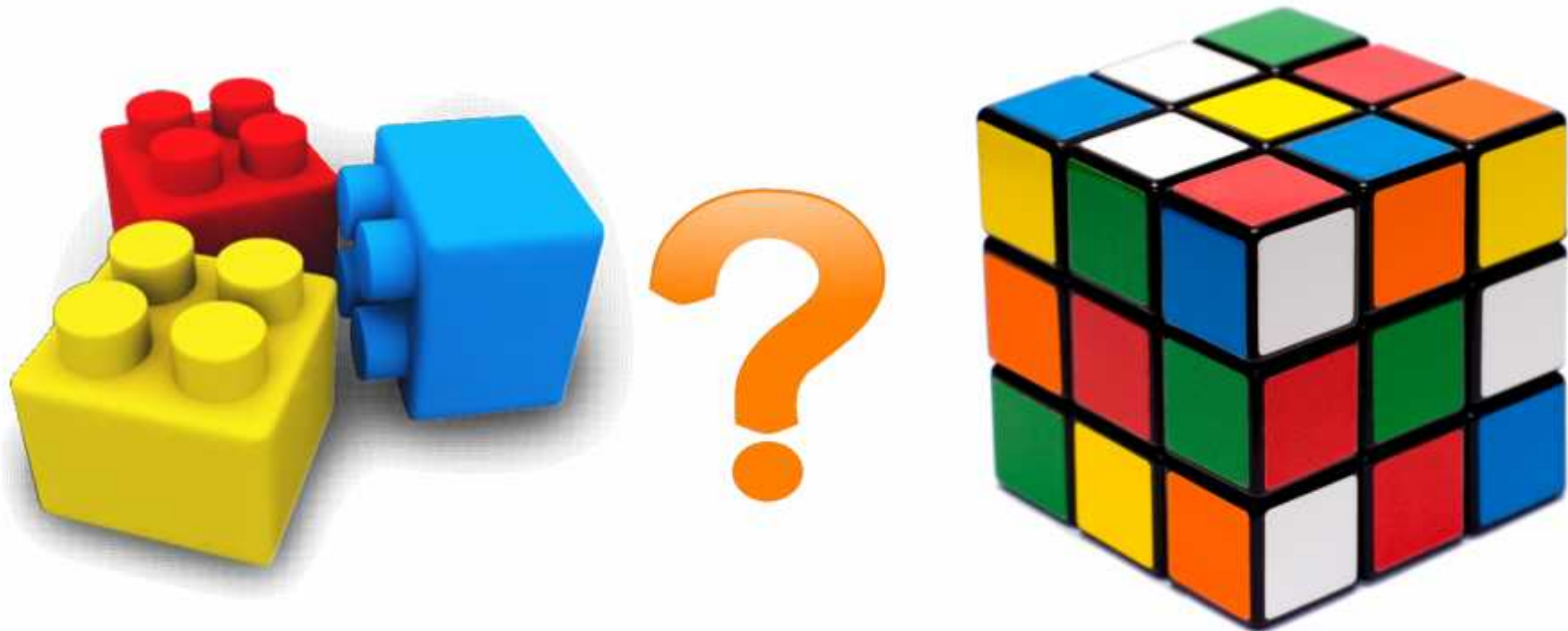| Data Provider | City Platform | Data Provider | Data Prov... |

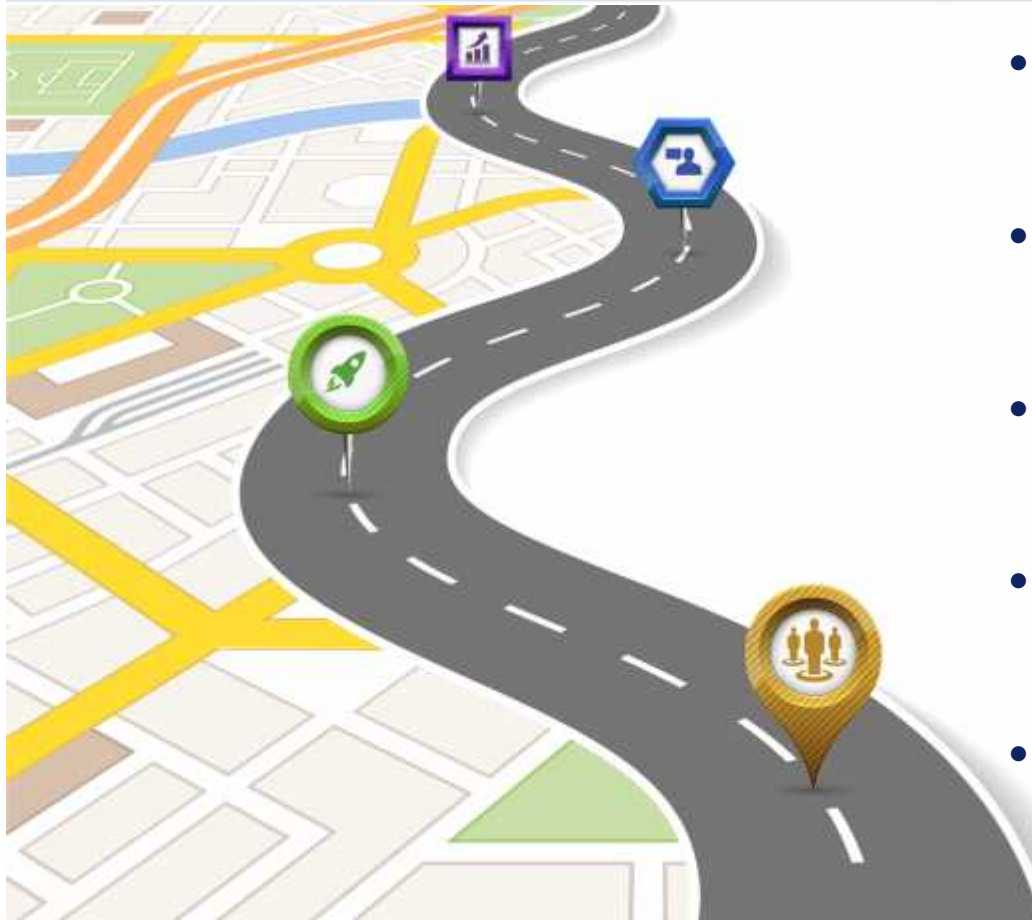| Data Provider | Data Provider | Data Provider |

Smart City Maturity & Benchmarking Model

Only your imagination limits what you can build in the world of an infinitely reconfigurable digital ecosystem

Smart City Evolution: Agile & Collaborative Journey

- Cities to **work together** with the broader ecosystem

- Cities to **import / export / trade innovation** between each other

- Cities need to create city platforms that can **interoperate**

- Cities need to **develop common assets** to be used by all

- Agile multi-party **collaboration** and **co-creation** lead to fast **benefit realization & monetization**

The Smart City Forum brings together city leaders and the wider ecosystem to co-create what cities can become

tmførum

Smart City, Better Life, Better World…

Let's Create it Together!