



ITEMS International Villes et Territoires Intelligents





Thématiques majeures pour ITEMS

Technologies
Numériques

Smart Grids

Big Data

Villes & Territoires
Intelligents



Pour les
administrations et
collectivités

A high-angle photograph of a business meeting. Several people in professional attire are gathered around a table. One person is pointing at a tablet displaying a bar chart and a line graph. Another person is holding a pen over a document. The scene is brightly lit, and the overall atmosphere is professional and collaborative.

Pour les
entreprises

Smart Cities : Le nouveau paradigme





70% de la population vivra dans les villes et principalement des immeubles en 2050. Ce chiffre est de 50% aujourd'hui.

En 2050, la population urbaine aura presque doublé passant de 3.3 à 6.5 milliards

Les villes représentent 75% de la consommation globale d'énergie et de 80% des émissions de gaz à effets de serre.

Les villes occupent 2% de la surface des terres. Les résidents urbains consomment 3/4 des ressources naturelles mondiales.

La plupart des régions rurales de l'OCDE font face à un exode rural persistant du au défit de services locaux (sauf dans l'ouest et le sud de la France). Source OCDE.

Villes et territoires intelligents : une vision globale



Maisons intelligentes



Immeubles Intelligents



Villes connectées



Trafic et Environnement



Monitoring urbain



Videosécurité



Mobilité Intelligente



Infrastructures intelligentes



Services en ligne



Une nécessité

*A défaut, c'est prendre
le risque d'être
totalement dépassé
dans 5 ans*



**Deux raisons essentielles pour développer des stratégies de
villes et territoires intelligents**



Promotion

*La meilleure stratégie
aujourd'hui d'attirer
des investisseurs*



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Special report: Smart systems

Living on a platform

For cities to become truly smart, everything must be connected

Nov 4th 2010 | From the print edition

IN SINGAPORE conversations about water

theguardian

In focus: delivering smart cities

From Guardian Sustainable Business



Smart cities: how to build sustainable urban environments?



Getting smart with sustainable future



Featured



On April 23, The Asia Foundation's Washington, D.C., office in cooperation with USAID and UNDP, will bring together senior government officials and policy makers from Singapore, India, South Korea for a discussion on Asian

IN THE NEWS

Painting the Town Green: Asia's Smart City Revolution

January 9, 2013

Share

By Kourtnei S. Brown

For the past 30 years, Asia has been urbanizing at a faster rate than any other region in the world. In 2011, Asia was home to roughly 61 percent of the world's population, or 4.2 billion people. More than 40 percent of them now live in urban areas. By 2025, Asia will have 21 of the world's 37 megacities; over the next 30 years, another 1.1 billion Asians are expected to move to urban centers.

BUSINESS INSIDER

The Life Contributors

M.S. BUSINESS ANALYTICS

MAKE DATA YOUR STRATEGIC ASSET

Architects Must Lead The 'Smart City' Revolution

Rory Stott, ArchDaily | Apr. 9, 2013, 2:10 PM | 843

10 thèmes clés



#1 - Smart Grids: L'impact des énergies renouvelables décentralisées dans l'agenda des villes et territoires

Plus de 50% de l'énergie pourrait provenir des énergies renouvelables décentralisées dans plusieurs pays dans les 20 ans qui viennent. Les réseaux de distribution vont aussi devenir des réseaux de collecte. L'ensemble des réseaux vont devoir être revus et renforcés. Des investissements considérables seront nécessaires



Réseau hiérarchique

Réseau intelligent

Décentralisation signifie nécessairement une évolution des modèles économiques et une implication croissante de l'intervention des collectivités dans ces modèles.

#2: Capteurs et compteurs



Capteurs et compteurs se multiplient dans les villes (air, eau, gaz, électricité, parking, qualité de l'air, trafic ...)

- Un volume de données considérable est déjà produit et va augmenter,
- De nouveaux services apparaissent avec ces données.

Les infrastructures passives deviennent actives et induisent un nouveau mode de relation avec les gestionnaires locaux.



#3: Les immeubles intelligents : un sujet localisé pour des enjeux énergétiques majeurs



L'efficacité énergétique dans les immeuble est un enjeu colossal. Bon nombre d'immeubles pourraient diviser par 2 ou 3 leur consommation, voire par 4 ou 5.

Les immeubles concentrent un grand nombre d'usages énergétiques sur lesquels il est possible d'agir

Le lancement de nouveaux projets d'immeubles nécessitent une action auprès des aménageurs et des architectes, lesquels sont très à l'écoute sur ces questions

Les vieux immeubles dépensent 4 ou 5 fois ce qu'ils devraient consommer.

#4- La Ville connectée : Haut Débit, 4G et systèmes sans contact - Le système nerveux de la ville

Haut débit et très haut débit : un vecteur de développement des services numériques et un facteur d'attractivité

Le sans contact s'impose dans les tickets de transport. Il s'étend aux autres services de la ville

Les usages mobiles sont désormais dominants. Le Haut Débit 4G est la clé du développement des services numériques de demain

La ville s'équipe de capteurs pour toutes infrastructures : circulation, parking, eau, air, énergie, déchets sécurité ...



#6 – Les Transports intelligents



Les nouvelles technologies permettent de favoriser le développement des billets électroniques sans contact

Les services numériques offrent des services qui permettent d'optimiser l'usage des transports

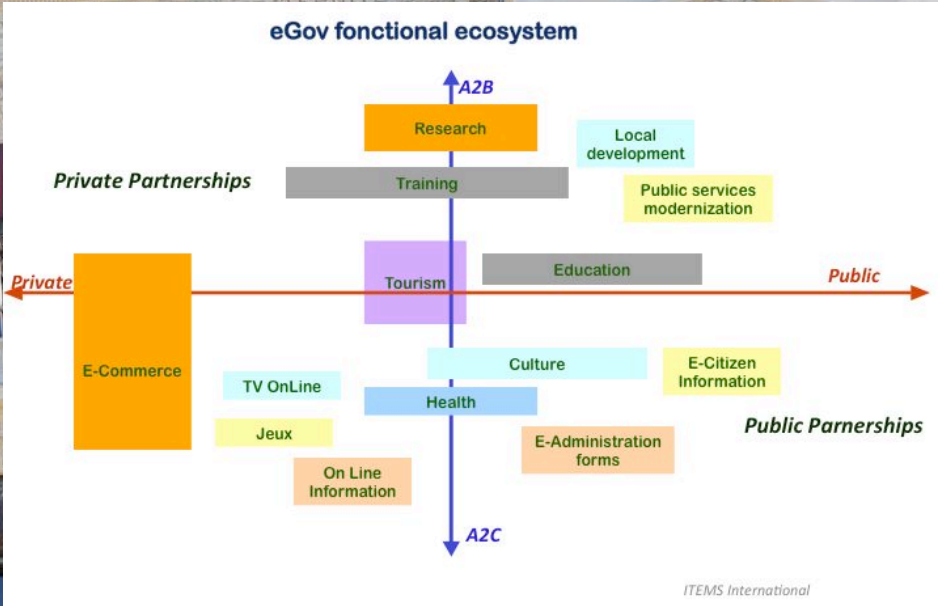
Les informations peuvent aujourd'hui être traitées en temps réel et être prise en compte dans la gestion temps réel du trafic

Le numérique change les relations entre la ville et les opérateurs de transports. Ces derniers vont devoir interagir de manière plus forte avec la ville et les autres acteurs

#6: Services en ligne (e-Administration)

Un changement profond qui modifie le fonctionnement en silos des collectivités

Un changement dans la relation entre les citoyens et l'administration



#7- L'environnement et la qualité de vie au cœur de la préoccupation des citoyens

Qualité de l'air



Qualité de l'eau

Intégration des données météo

Limitation des nuisances sonores

Gestion du Trafic



Les technologies numériques permettent:

- De disposer des données
- D'anticiper les risques en croisant les données
- D'informer les citoyens



#8: Les plateformes urbaines donnent à la ville la possibilité de connaître, de savoir, d'analyser et d'anticiper

Anticiper

Pouvoir prendre des décisions sur le court et long terme

Analyser

Accéder aux données de trafic et mesurer l'impact des investissements

Connaître

Être informé des évènements affectant la vie des citoyens

Savoir

Connaître les infrastructures du territoire

Les données existent. Les collectivités sont légitimes à y accéder

ITEMS International



#9 - L'interopérabilité : passage obligé pour la cohérence des investissements

Des besoins de croisement entre des services complexes:

- Systèmes d'Information Géographiques des diverses Collectivités (Villes, Départements)
- Tickets de transport sans contacts à vocation multi-usages et pouvant être intégrés dans des smartphones
- Gestion des crises (ville, services de secours ...)
- Services sans couture (seamless) aux citoyens

L'**Interopérabilité** est le vecteur incontournable à moyen et plus long terme de cohérence des investissements. Elle concerne :

- L'échange de données (systèmes de communication)
- Le format et la sémantique des données
- La coordination de certains process (workflows de gestion des perturbations, gestion des crises ...)
- L'ouverture des données (Open Data)

#10: Données : Gouvernance, propriété, accès

Faire face à la croissance exponentielle des données

BIG DATA

OPEN DATA

Cybersécurité

Vie privée



Green Button
Download
My Data

L'effet
« Green
Button »

Accès

Data management

Cloud computing

Data:
Une expertise clé



Gouvernance



Qui fait quoi ?

Qui paye quoi ?

Qui contrôle quoi ?

Qui a accès à quoi ?

Services public d'infrastructures



L'accès aux données:
Un nouveau paradigme
dans les relations avec
les gestionnaires de
services public

Vie privée



Développement de
services et de
l'innovation ET
protection des citoyens

Thématiques numériques

Thématiques collectivités

Equipements & capteurs

Infrastructure

Compteurs et bornes

Capteurs

Plateformes & données

Systèmes de gestion (SI)

Open Data

Monitoring urbain

Services & applications

Services internes, Bid data ...

Services en ligne, Santé, Education ...

Diagnostic de disponibilité des données

Télécommunications
THD-Mobiles-Sans contact

Transports publics

Electricité

Eau

Gaz

Véhicules électriques

Environnement

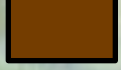
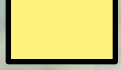
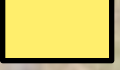
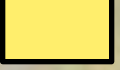
Signalisation - Trafic
Stationnement Parking

Chauffage urbain

Déchets - Egoûts

Eclairage urbain

Vidéo-surveillance



Données de la collectivité



Données partagées

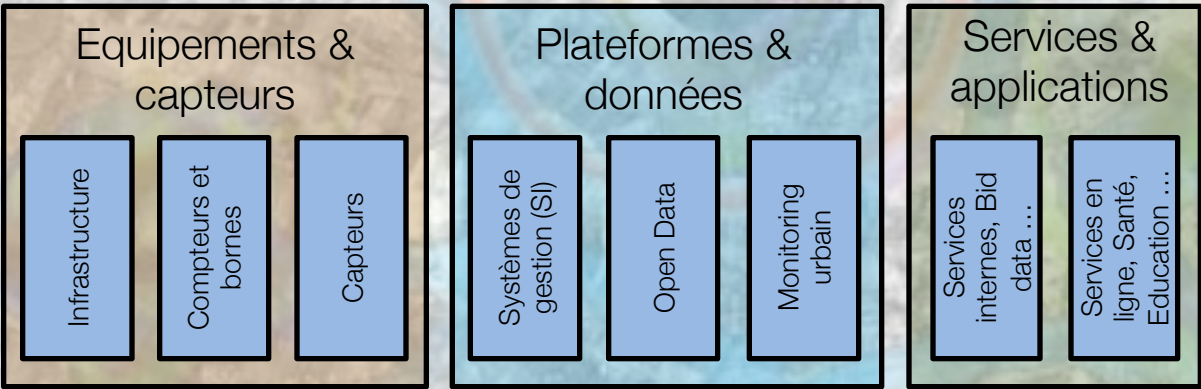


Données détenues par des tiers



Pas de données

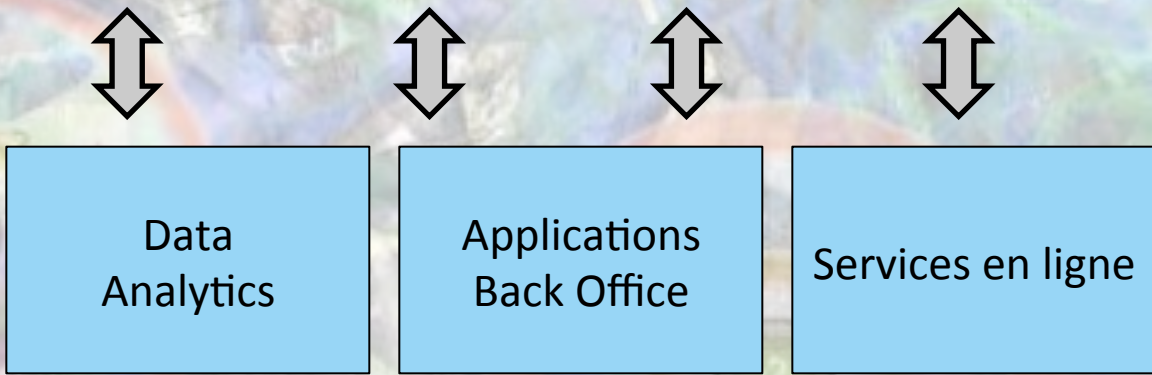
Smart City
Dig Data
Architecture
générique



Digital issues

Thématiques collectivités

- Télécommunications THD-Mobiles-Sans contact
- Transports publics
- Electricité
- Eau
- Gaz
- Véhicules électriques
- Environnement
- Signalisation - Trafic Stationnement Parking
- Chauffage urbain
- Déchets - Egoûts
- Eclairage urbain
- Vidéo-surveillance



Smart Cities: L'approche ITEMS



Ce qu'ITEMS Propose

1

La définition d'une VISION GLOBALE adaptée au contexte et aux objectifs de la ville

2

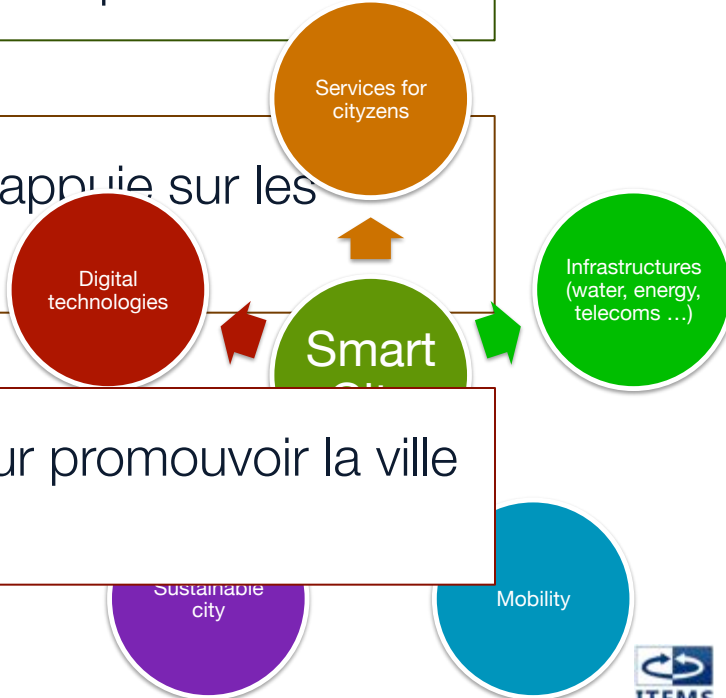
Une expertise sur les secteurs clés de la ville intelligente : numérique, énergie, transports

3

Une approche pragmatique qui s'appuie sur les réalités locales

4

Une assistance opérationnelle pour promouvoir la ville à l'échelle internationale



Smart City : Diversity of projects and initiatives

Maisons intelligentes



Immeubles Intelligents



Performance Energétique des bâtiments publics



Transports Intelligents



Gestion Intelligente des déchets



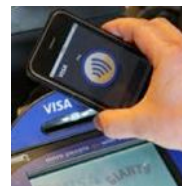
Pilotage



Supervision



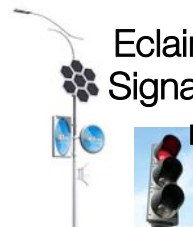
Territoire sans contact



Gestion de l'eau



Eclairage - Signalisation



Communications



Services Numériques

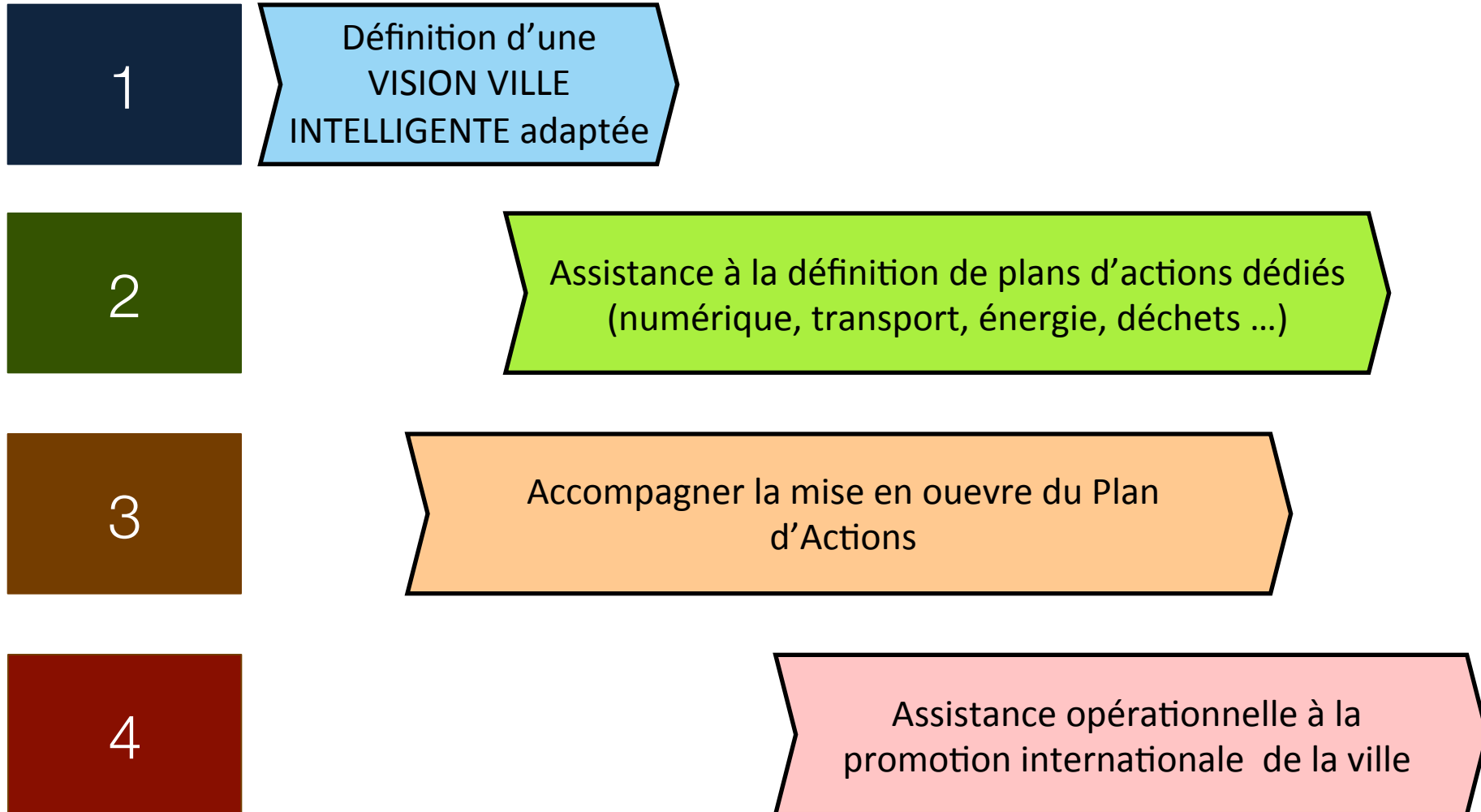


Cloud Computing

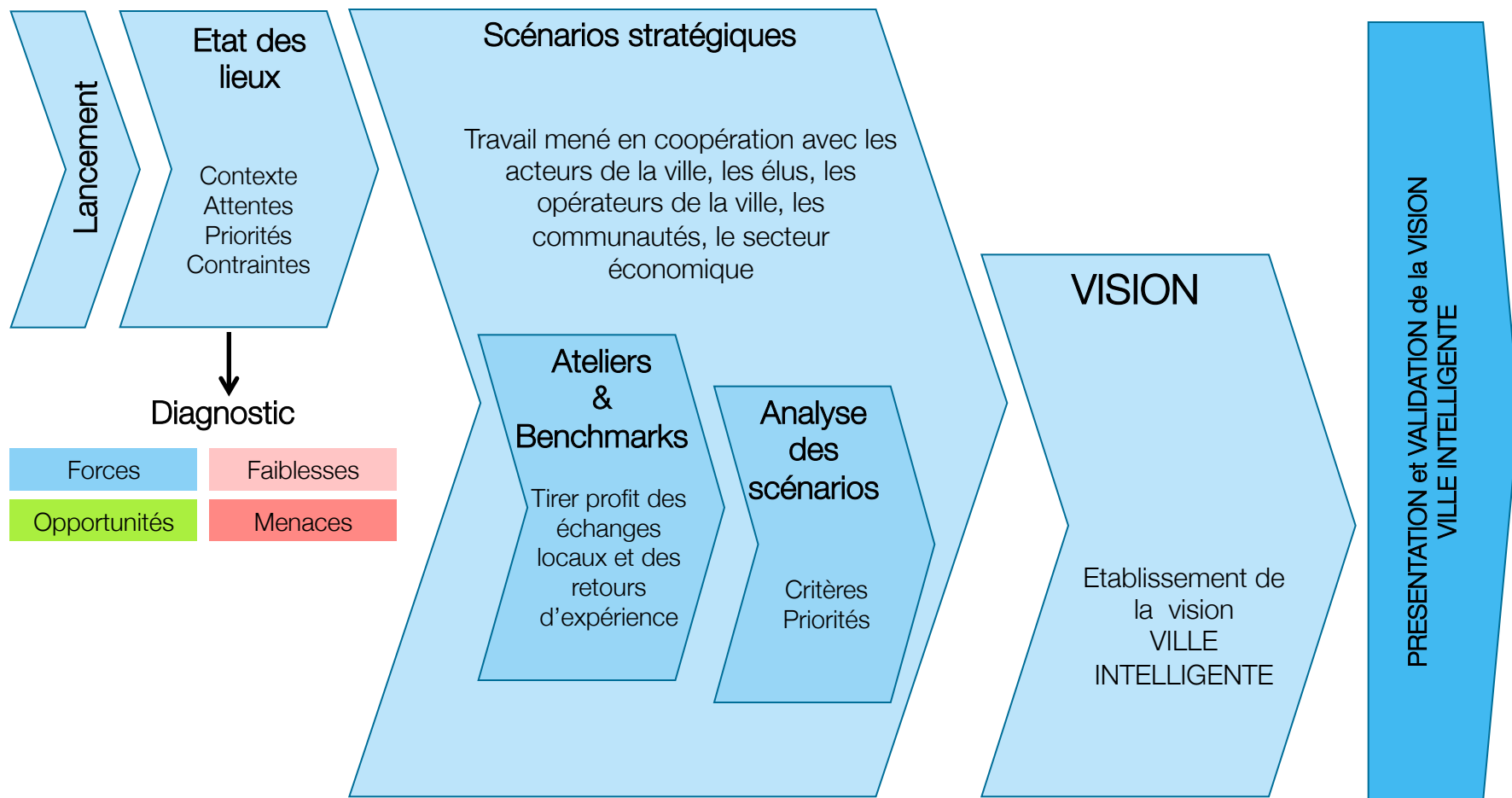


Sécurité



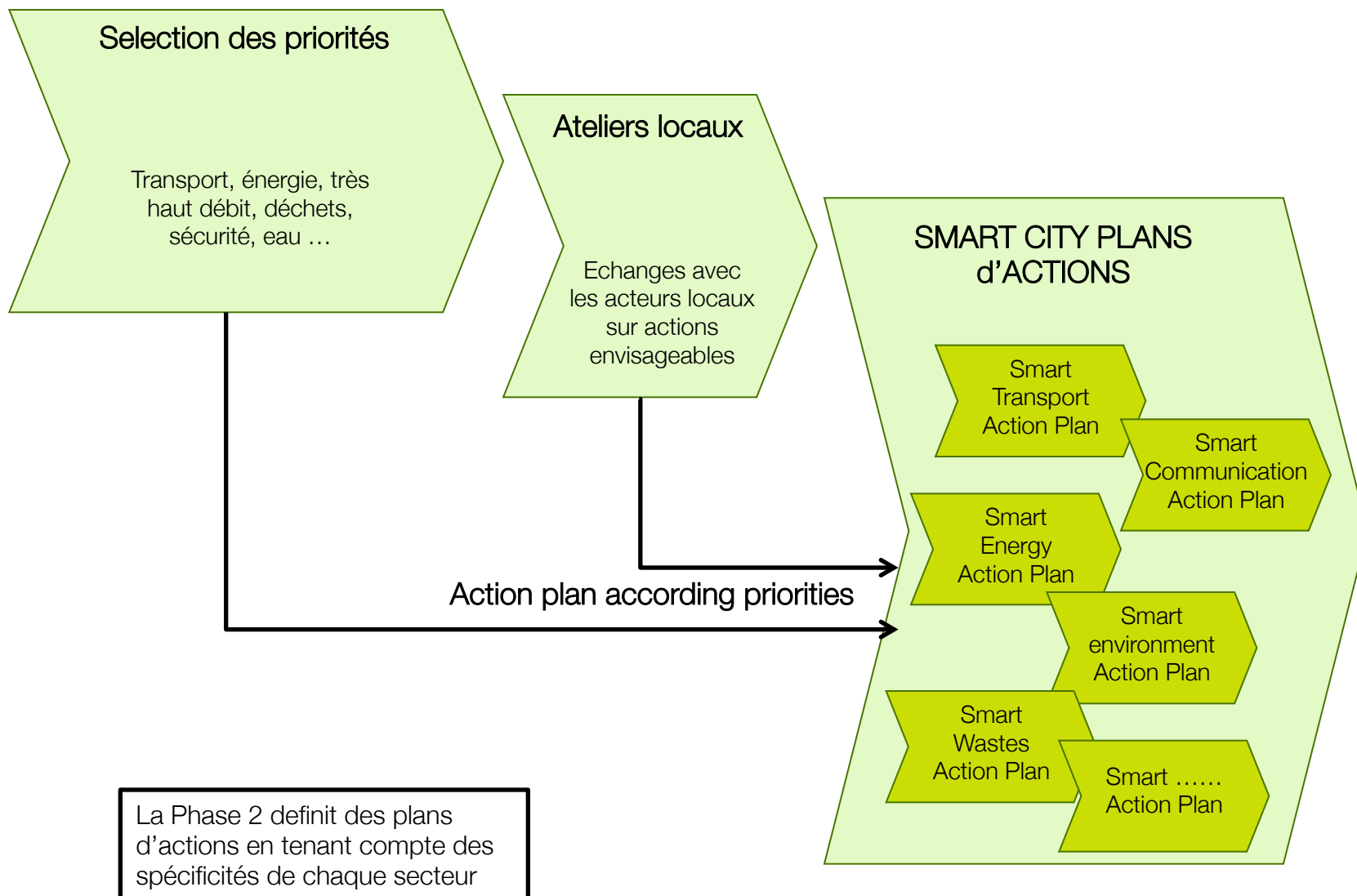


1- Assistance à la définition de la Vision Ville Intelligente

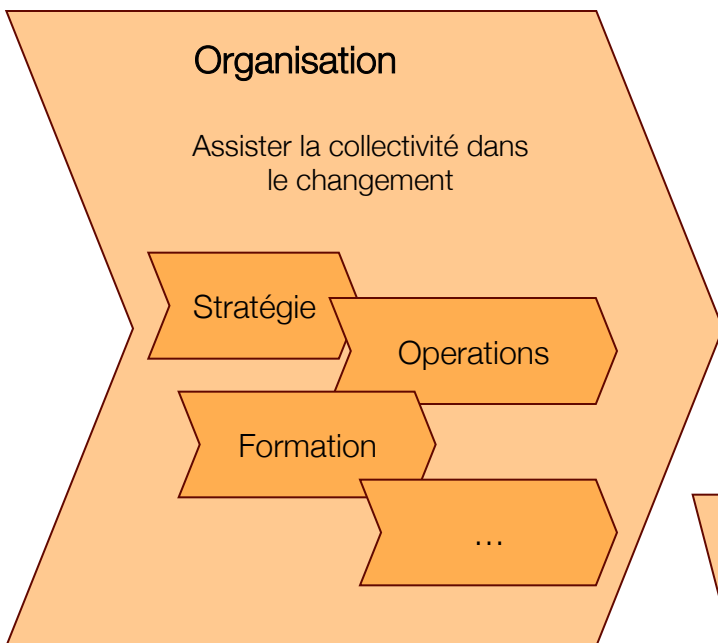


La Phase 2 établit un diagnostic et construit des scénarios en relation avec les acteurs locaux. C'est une démarche itérative qui se conclut par des recommandations qui constitue la vision globale.

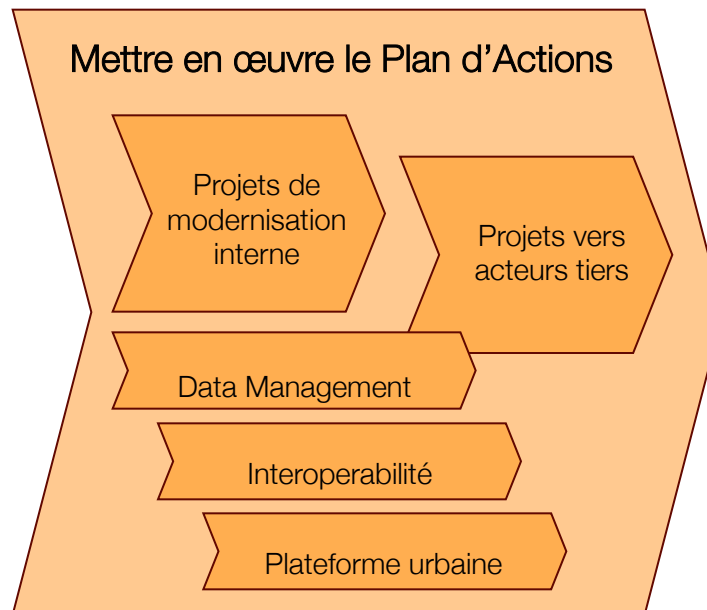
2- Faire de cette vision une réalité : PLANS D' ACTIONS



3- Mise en oeuvre du Plan d'Actions



La Phase 3 tire profit de la Phase 1 et de la Phase 2 pour développer les projets en direction de l'administration elle-même et des acteurs tiers et des citoyens d'autre part



Communautés

Education
Santé
Social

Transport
Environnement
Energie

Développement
économique
Emploi

4 – Promouvoir la stratégie de la ville à l'échelle nationale et internationale et attirer des investisseurs

La Phase 4 est une assistance opérationnelle à la promotion

Plan
d'action
mensuel

Définition d'un
plan d'action au
mois le mois

Actions de promotion dans les conférences
internationales

Organisation de visites internationales

Organisation d'événements

Actions sur les médias sociaux et la presse

4 – Promouvoir la stratégie de la ville à l'échelle nationale et internationale et attirer des investisseurs

Exemples



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 With Better Presentations See Examples. Free Download!

Journey to a "Smart" City



KOCHI is located at Ernakulam district in Kerala state hailed as

Ads by Google

4 – Le Global Forum d'ITEMS: un acquis pour développer une stratégie de communication

Global Forum : une opportunité à exploiter



Global Forum est un Think international avec une conférence annuelle qui se tient généralement en Europe

Nos sponsors des dernières années:



4 – Promotion à l'international: Partenariats clés



Worldcrunch est une société de presse qui traduit à destination de la presse internationale des articles venant de différents pays

ITEMS est partenaire de Worldcrunch. Cela donne accès à un réseau de journalistes internationaux



EurActiv est un journal en ligne, gratuit et indépendant, dédié aux politiques de l'Union Européenne.

EurActiv est un réseau paneuropéen de quinze rédactions nationales. Chaque rédaction édite une version nationale du journal, dont EurActiv.com à Bruxelles.

Euractiv a une grande audience en Europe, en particulier avec les institutions ou les organisations publiques et privées traitant avec l'Europe

ITEMS References



Grand Lyon

GRANDLYON

Strategic assistance to launch a
« Smart City » programme
(2012)

Background

« Grand Lyon » government gathers 58 local government around the city of Lyon. They have decided to develop a common vision that is going to include Telecommunication, Mobility and Smart Grids.

Objectives

To manage a global collaborative process on these issues
To define a global vision
To propose recommendations and projects
To promote the city at the European level

Results

- Adopted by the Grand Lyon
- Lyon recognized today as a leading Smart City

□ Strategic assistance



Smart Grids Strategy (2013)

Background

Brittany is a Region which has to face to a strong challenge for energy due to its position at the west of France.

The Region wanted to understand the benefits of launching a Smart Grid strategy including its impact on regional policy, energy regional governance, consumer consumption, legal issues, economic models ...

In the same time, Brittany which has a strong digital industry wanted to understand how local companies and R&D could take profit of Smart Grids industry trends

Objectives

- To analyze the regional energy background and the industry and R&D landscape
- To carry out an international benchmark
- To qualify the major stakes for the Region
- To propose strategic scenarios at different levels

Results

- Strategic plan for R&D
- Creation of a Regional Agency for Energy Efficiency financed by an innovative mechanism based on economy in energy consumption
- Strategic plan for a Regional Smart Grid including:
 - Virtual Regional Plant
 - Regional Storage
 - Regional governance

☐ Strategic assistance



Strategic study (2012-present)

Background

The FNCCR (National Federation of Local Authorities) gathers all local French authorities which owns public infrastructures and operate service by themselves or indirectly with a public private partnership.

FNCCR in the official stakeholder representing local authorities in national debate with government about Smart Metering, broadband ...

FNCCR is facing to the increase of Smart devices, sensors and meters within the city.

Stakes

- ▶ To analyze the impact of the arrival of sensors, smart metering ...
- ▶ To propose prospective scenarios
- ▶ To propose technical and legal recommendations

Résultat

Strategic report – Presentation at the General Assemble (Sept 2013)

Strategic assistance

One North East (Newcastle, UK)



Strategic Assistance to setup an
International cluster in ICT
(2010-2011)

Background

One North East was the Economic Development Agency for the North East England (Cameron Government has since removed all these agencies)
Newcastle and the Region have been investing heavily in the ICT sector for many years.
One North East wanted to extend their activity to specific sectors: Mobile communications, Smart Grids ...

Objectives

Strategic diagnostic
International Benchmark for Economic development
Scenarios for new cluster
Recommendations

Results

Strategic recommendations
Decision of a big investment from Nissan

- Study
- Assistance



« City a platform and impact on
governance »
(2012-2013)

Strategic assistance

Background

Public Technology Institute actively supports local government executives and elected officials through research, education, executive-level consulting services, and national recognition programs.

PTI research and program areas include information technology and telecommunications services, energy and environment, E-government/mobile government, citizen engagement and responsive government, public safety technology, and infrastructure assurance and security.

ITEMS has been working for many years with PTI. In 2013, PTI has decided to work on Smart Cities issues with ITEMS.

Objectives

- ▶ Digital technologies are going to change the way the city interacts with citizen. The city used to be a tryptic with Infrastructures, Systems and services management, Citizen and organization. Smart cities visions and technologies are to going to change this layout.
- ▶ ITEMS has to define the concept of “City a platform and impact on governance”
- ▶ Scenario and recommendations for PTI

Results

Strategic report

Issy les Moulineaux, France



Strategic assistance
(2009-2013)

Issy les Moulineaux is a city close to
Paris

Context

Ambitious program to transform the city as a Smart City and to be recognized at the international level

Role and Activities

- Strategic assistance
- Smart city definition assistance
- Promotion of the city at the international level
- Assistance in European Projects

Results

Issy les Moulineaux is a worldwide recognized small city
Many companies have decided to invest in Issy

Strategic assistance

Euroméditerranée Business Park

Background



Business Development Assistance (2012-en cours)

The Marseille-Euroméditerranée urban renewal and economic development project was initiated during this same time. As the largest urban renewal project in southern Europe, it commits to renovating a 480-hectare area in the heart of the City of Marseilles, between the commercial harbor, the Old Port and the TGV station.

As an economic, social and cultural development project, Euromediterranee is accelerating the process of making Marseille an attractive and influential city between Europe and the Mediterranean.

Strategy definition and operations to promote the Business Park

Objectives

To define innovative priorities
To promote Euromediterranée worldwide along these priorities

Results

Effective investments of Banks and companies in High Tech
Big project with movies production major company in discussion.

- Strategic Consulting
- Business development assistance



Cooperation Europe-Gulf Countries (2011-2013)

Strategic assistance

Background

INCONET-GCC aims to develop and support the bi-regional dialogue by bringing together policy-makers and stakeholders of the GCC and EU Member States. It aims to create a dialogue and action platform to identify common interests in research areas, set up S&T priorities, support capacity building activities, and enhance the interaction between different cooperation instruments of the European Commission and EU Member States.

Objectives

- ▶ To setup a Europe-GCC network
- ▶ To define priorities in cooperation in R&D
- ▶ To develop specific and operational cooperation
- ▶ To develop cooperations with Smart Cities (Masdar, Doha, Dubai...)

Results

Strategic Roadmap including priorities in R&D in Health, Energy and Smart Cities
Common actions plan





Participation to Citadel on the move project (2012-2015)



Strategic assistance

Background

Citadel on the Move aims to make it easier for citizens and application developers alike from across Europe to use Open Data to create the type of innovative mobile applications that they want and need. At present, Open Government Data is often difficult to access and use by the developer community, let alone the average citizen.

Objectives

Citadel on the Move aims to fulfill this need by:

- Creating formats that make it easier for local government to release data in usable, interoperable formats, and
- Templates that make it easier for citizens to create mobile applications that can be potentially shared across Europe creating services that can be used on any device, anytime, anywhere.

ITEMS addresses standards and business models within the consortium

Results

In process



Assistance for strategy and business plan (2011-2013)

Cityzen is a new group with two companies:

- Cityzen Sciences which aims to develop a new technology of textile fibre that is going to include electronic sensors
 - Cityzen Data which is going to provide services to customers.
- ITEMS has been totally involved in that project.

Background

Stakes

Concept
Benchmarks
Business models scenarios
Organization
Business plan and public funding plan with OSEO
Launching of Cityzen Data in Big Data business



Results

Strategic assistance

Strategic vision
Business plan

French Government: Smart Grids/Smart Cities

Background

Smart Grids and Smart Cities are becoming a strong issue. The French government is looking for the most appropriate strategy to manage it.

Strategic assistance to the French Government
(2012-present)

Objectives

- ▶ Studies
- ▶ Benchmarks
- ▶ Recommendations (Organisation, Legal, Initiatives ...)

Results

Strategic notes

Strategic assistance

French government: digital and sustainable visions

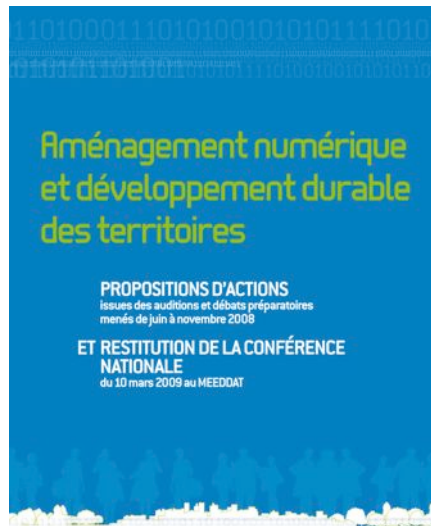
Background

Digital infrastructures has a important contribution to local development: mobility, services to citizen, infrastructure management, energy management, governance tools ...

ITEMS has carry out different benchmarks nad studies to assist cities and regions.

Objectives

- ▶ Study on best practives for Government
- ▶ Working Group management including Ministries, experts, researchers, architects, sociologists ...
- ▶ Proposition



Une démarche organisée
en association avec



à l'initiative de la
DIACET

et en partenariat avec le Commissariat Général
au Développement Durable (CGDD) du Ministère
de l'écologie, de l'énergie, du développement
durable et de l'aménagement du territoire



Results

37 proposals for the regions of France presented in a detailed document.
Events for the launch of the proposals with 450 participatnts, 3 ministers...
New version of the document including the proceedings of the conference
Public relations

MEDEF / OECD (BIAC)



**MEDEF mandate to BIAC Working
Groups: Energy & Greentech**
(2012-present)

Background

OECD issue “OECD Green Growth Strategy” in 2010.

MEDEF has asked to ITEMS to represent it within working groups in order to follow up Smart Grids issues.

Objectives

- ▶ International Smart Grids Market follow up
- ▶ International Smart Grids policies follow up

Results

Strategic notes

Strategic assistance



**Strategic assistance in Energy,
Smart Grids and Smart Cities**
(2012-present)

Background

Institut Mines Telecom gathers 25 “Grandes Ecoles” (Similar to Universities), including famous “Ecole des Mines” and “Ecole Supérieure des Télécommunications”.

Institut Mines Telecom considers that Energy represents the FUTURE OF THE DIGITAL SECTOR.

Institut Mines Telecom gathers more than 4000 researchers and leads many important collaborative R&D projects funded by government and private companies

Objectives

- ▶ To develop a new strategy of development in Smart Grids and Smart Cities
- ▶ To assist Institut Mines Telecom in International cooperations

Results

Strategic reports and notes

Strategic assistance



Strategic assistance
(2012-present)

Background

AIST has decided to develop a strong strategy in Energy (Storage and Smart Grids).
AIST has been needing to carry out international follow up

Objectives

- ▶ Studies
- ▶ Benchmarks
- ▶ Recommendations

Results

Strategic notes

Strategic assistance



Smart Meters national project assistance (2012-2014)

Contexte

The Ministry of Energy launched FAHAM Project (FARASAMANEH OOSHMANDE ANDAZEGIRI va MODIRIATE ENERGY (FAHAM) in 2010. One of the main objectives is to deploy Smart Meters in business organizations.

The Ministry has required the assistance of an external consulting organization. ITEMS have been selected to carry out this assistance along with Monenco, which is in charge of the global project engineering.

Objectifs

- Project organization assistance
- Global design assesment
- Specifications assesment
- Roll out follow up

Résultat

- In process

- Consulting
- Assistance

Chinese electronic company

Strategic assistance
(2012-present)

Background

Leading Chinese company that aim to setup an important R&D location in Europe, probably in France.

Fields: Fundamental Research, Contactless, Smart Grids ...

ITEMS has been chosen to assist all phases of the project in the case France would be selected.

A first contract have been signed to analyze the French Market

Objectives

- ▶ Analyze of French assets in R&D:
 - Labs (Exhaustive overview)
 - International partnerships
 - Specific analysis in Mathematics, Physics, Energy, Telecom, Software

Strategic assistance

Results

French R&D Analysis report

Meeting of Sustainable regions with public sector actors and the French *Conseil économique, social et environnemental (CESE)*, 2012

Background

The magazine and news letter (190000 subscribers) organised in collaboration with the CESE, the first meetings of the sustainable regions ('Territoires Durables') in the large conference hall of the CESE.

Objectives

- ▶ Defining of the programme for the 23 TV sets on all the subjects covered: planning, mobility, construction, economy, democracy and digital participation.
- ▶ Preparation
- ▶ Chairing of sessions



Results

23 sets organised with over 60 participants including the presidents of the main associations of parliamentarians, the general secretary for sustainable development, and the representatives of the main non-profit organisations, businesses and the scientific community.



ICT4EE – Launch of the Working Group: ICT & Energy Efficiency

[http://ec.europa.eu/
information_society/activities/
sustainable_growth/ict4ee_forum/
index_en.htm](http://ec.europa.eu/information_society/activities/sustainable_growth/ict4ee_forum/index_en.htm)

Background

Launch of a European Community with 17 partners to reinforce European collaboration and to exchange best practices

Objectives

- ▶ Concept
- ▶ Partnership
- ▶ Working Group management
- ▶ Organisation of events in Manchester, Lisbonne, Rome
- ▶ Notes and reports

Results

Benchmarks of best practices

Electronic Manufacturer: eolane



**Strategic study to develop telecom
system for buildings**
(2012-en cours)

Background

Manufacturer with a strong presence in France
Business in Telecom, Industry, Aeronautic, Automotive ...
Strategic decision to develop its position from B2B to B2C business

Objectives

Market analysis
Benchmark
Value chain analysis including R&D and production
Strategic options
Risks analysis
Recommendations

Results

- Strategic study
- Strategic recommendation

Strategic study

PACA Regional Council + Capenergies



Strategic assistance with local authorities on Energy Efficiency projects
(2012-2013)

Background

PACA Regional council faces a critical situation regarding Energy Infrastructure. It is due to the position of the Region within the national grid.
PACA Regional Council wants to reinforce its independence and resilience regarding Energy issues.
In parallel they want to promote initiatives launched by local authorities to improve Energy Efficiency

Objectives

Assistance to local authorities to define their needs
Project setting up:
Application to request financial support of the Region
Roll out follow up

Results

- Projects launched or followed up (> 100)

Assistance





Strategic study on Electric Roaming (2012-en cours)

Background

The Compagnie Nationale du Rhône (CNR) is the second largest power generating company in France. The CNR has developed a set of services, in particular for Electric Vehicles. They want to propose their energy to cities, city suppliers and final users. To do so, they need new rules to be adopted. These rules would be mapped on telecommunication interconnection / roaming regulation.

Objectives

- To analyse the future of services and clearing templates in Electric Vehicles charging services
- To carry out an international benchmark
- To propose new models
- To discuss with electric power players

Results

In process

- Benchmark
- Economic study + legal + technology impact

- Strategic study
- Assistance

Pau Agglomération / Total

Background

Pau is the first city to have adopted a strong programme to deploy a High Broadband network.
A convention was signed in 2004 between Total Development, the City, Pau Agglomeration, the General Council and the Chamber of Commerce.
An audit has been decided before defining new perspectives and a new programme.

Objectives

Diagnostic
New positioning scenarios
Recommendations

Résultat

Audit
New strategic programme



**Strategic vision in telecommunications
and ICT economic development**
(2008-2009)

- Audit
- Study



Assistance on national Smart Metering project

ABB was selected for the design and roll out of a national smart metering project (including AMI Design, Smart Meters, Communication network, MDMS).

Background

Objectives

- Participation to the AMI design
- Functional and technical assessment for each phase of the project
- Supervision of all tasks
- Project management assistance

Results

Strategic recommendations
Project follow up

Strategic Assistance



Due Diligence (2009)

- Study
- Strategic assistance

Contexte

Due diligence for the acquisition of an infrastructure utility (Telecom + Power)

Objectif

- Assets analysis
- Market analysis
- Strategic diagnostic on assets
- Market perspective and positioning
- Business Plan

Results

- Strategic diagnostic
- Recommendations



Etude Smart Grids

(2011-2012)

Two clusters: CapEnergies (Energies) and SCS (M2M) facing Smart Grids issues

Strategic Assistance

Background

CapEnergies and SCS clusters have to work together in the perspective of Smart Grids. They have decided to carry out a study to understand this new value chain and the market perspective.

Stakes

- Prepare the two clusters (Energies and Digital) to Smart Grids market
- To develop common R&D Projects
- To foster partnerships among companies coming from the two sectors

Objectives

- Analyse of the Smart Grids value chain
- Position of the companies on this value chain
- Strategic positioning in relation with major groups

Results

- Strategic reports
- Collaborative projects

Universal Network Intelligence



Strategic smart Grid technologies
management training course
(Singapour)
(2012-)

- Training
- Strategic consulting

Background

UNI Strategy is a consulting company specialized in Training in Asia in ICT, Energy, Transport

Objectives

To foster the awareness of Smart Grids among asian energy players
To adress a strategic training to managers

Results

- Strategic report
- Training

Cityzen (Startup)

Background

Transform a concept of Smart Wear technology in a company



Strategic assistance to launch a startup
(2011-2012)

Role and Activities

Strategy
Global architecture
Assistance for looking for public funds support (including strategic and detailed application) document
Business Plan
Structure and organisation

Résultat

Application document
Negotiation with Public Funding organisation (OSEO)

- Study
- Strategic positioning
- Business plan

NTT



Strategic study (2010- 2012)

Nippon Telegraph and Telephone Corporation, ou NTT, est un opérateur de téléphonie leader du marché japonais des télécommunications. la firme fut privatisée en 1985. L'Etat japonais détient cependant toujours un tiers du capital de NTT.

Context

Ambitious e-Government program in Japan with an interest in understanding policy and architecture in different countries in Europe

Role and Activities

- Three benchmarks
- E-Gov strategies issues by governments (2010)
- E-Gov strategies launched by players (mainly Telecom players) (2011)
- Electronic ID (2012)
- Gathering qualified information in :
- Gathering material (policy, technical architectures)
- Analysis
- Interviews

Results

Detailed reports presented to NTT Corporate in Tokyo

❑ Etude stratégique



Strategic Study on the Economic Development of a new neighbourhood (2012)

Contexte

« Les Rives Créatives » is a new neighbourhood which is academic + business oriented. The objective is to define a strong national + international positioning on Digital Creation and Intelligent City approach.

Enjeux

Local and national assessment and benchmark
Scenariiii analysis
Recommendations

Résultat

Express a strategic vision for the development of the ZAC in the framework of intelligent and sustainable districts. Defining an external communications strategy and interaction with the local community as well as the means to implement the proposed strategy.

AMOA



Brussels, 13 February 2012
INFSO D4/GS/kvm D(2012) 177493

TO WHOM IT MAY CONCERN

I am writing this letter as an acknowledgement to the efforts and accomplishments that Hervé Rannou has achieved in the creative planning and delivery of diverse events in the fields of Telecommunications, Software, and the Internet of Things. His active role in the annual Global Forum is well known, but Hervé has also been involved in the organisation and execution of several other conferences, seminars and workshops where his multi-faceted skills were most useful.

I have known Hervé Rannou for many years and recently had the pleasure of attending events where he was the moderator. It was in these circumstances that I was able to experience directly his hard work and dedication on issues concerning the impacts of new technologies on businesses. His ability to both listen to all sides of issues and to express his own thoughts and ideas in a relevant and precise way was greatly appreciated. More generally, I truly appreciate his devotion and his valuable role in opening brighter prospects for the understanding and deployment of the new applications and services that emerge at the confluence of ICT and Business.

I also had some occasions to appreciate his continuing support to the European Commission in promoting new scientific and technological knowledge and in developing consensus among diverse stakeholders.

It is just because the positive efforts of skilled, talented and committed people like him that we can bring together stakeholders from different perspectives and activities in the Digital Economy and reach common understandings on core principles and overarching strategies.




Gérald Santucci
Head of Unit

Gérald SANTUCCI
Head of Unit

Name of Project: Smart Grids Study and Assistance
 Client: Capenergies
 Location: Aix en Provence, France

| No. | Evaluation title | Evaluation | | | |
|-----|--|------------|-------------|-----------|-----------------|
| | | Weak (20) | Medial (50) | Good (80) | Excellent (100) |
| 1 | Skill, Proficiency, Technical knowledge and experience of all technical staffs | | | | x |
| 2 | Cooperation of all technical staffs | | | | x |
| 3 | Innovation and using up to date knowledge and technologies | | | | x |
| 4 | Consideration of all the contract contents | | | | x |
| 5 | Quality of services according to contract contents | | | | x |
| 6 | Proceeding of contract contents progress | | | | x |
| 7 | On time and proper response to ambiguous problem of client | | | | x |

Signature

 Stamp

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