

## Digital Infrastructure Investment Summit Airport Club Frankfurt, 12 March 2018

**Roundtable:** FaaS (Fibre-as-a-Sensor): technical capabilities, business opportunities and smart cities

**Roundtable Host:** NBG and STF ITech

**Time:** 12:00 - 13:30 AND 16:00 - 17:30

**Room:** Barcelona 1



NBG Holding is a family-owned trading company and a pioneer in fiber optic technology, focusing on fiber optic sensor applications and FIMT solutions. The company with its subsidiaries sees itself as a provider of industrial solutions based on fiber (sensor) techniques, R&D, engineering and consulting service providers, as well as a reliable partner for all its customers. In terms of flexibility and quality, the company is particularly distinguished. Especially the development of tailor-made glass fiber in metal tubes according to special customer requirements with the highest quality, tested in company-owned departments, distinguishes the company.

The NBG Group supplies the following industries: producers of OPGW, underwater, high voltage cables, the oil / gas industry, as well as companies in the areas of smart city development, transport infrastructure / civil engineering, metals / processing, plant construction / smart factory, energy industry, building construction / building materials, logistics.

### **Karl Bauer**

Senior Business Leader and Pioneer in the field of fiber optic technics and its growing fields of application. A visionary attitude, confidence in technological advances, and the ability to think unconventionally characterize his successful work. Karl is the Managing Director and Partner of NBG Holding GmbH and NBG Systems GmbH and a Partner in other companies such as Infra Sensor Solutions B.V. and Flexkom.

### **Mark Bauer**

Junior Business Manager with great knowledge in modern business development and the know-how to bring the fiber optic technology in new technological fields. A new concept of international sales work and his will to build his own business from an early age characterize his work. Mark is Managing Director of FCT Fiber Cable Technology GmbH, NBG Systems GmbH and Flexkom and Head of Sales for NBG Group.

### **Frédéric Dildei (STF ITech)**

Senior Business Manager with over 25 years of business experience in Telecoms, IT and Consulting companies. His knowhow helps customers to master the different kinds of digitalization challenges. STF ITech represents innovative digitalization solutions that create demonstrable value added. In doing so, STF relies on their extensive knowledge in the fields of telecommunications and IT security. Frédéric is the Manager of the Digitalization Department of STF ITech GmbH.

### **Roundtable Content:**

Beneath the surface of every modern city lies a nervous system buried, which continues to grow and branch. That allows us to keep up the pace of our communication and the information we receive –the fiber optic network.

This technology allows cities to grow into real smart cities, as they recognize and harness the added potential of this pre-existing nervous system.

With the Fiber Optic Sensing technology, the telecommunication cable becomes a measuring instrument that measures and evaluates vibrations as well as temperature or pressure. The generation and provision of these data results in completely new revenue streams for the operators of a fiber-optic network, in addition to the conventional B2C market:

- Traffic Flow Monitoring
- Structural Health Monitoring
- Temperature Monitoring
- Security Monitoring
- Natural Hazard Monitoring