



Powering the successful deployment of 5G infrastructure

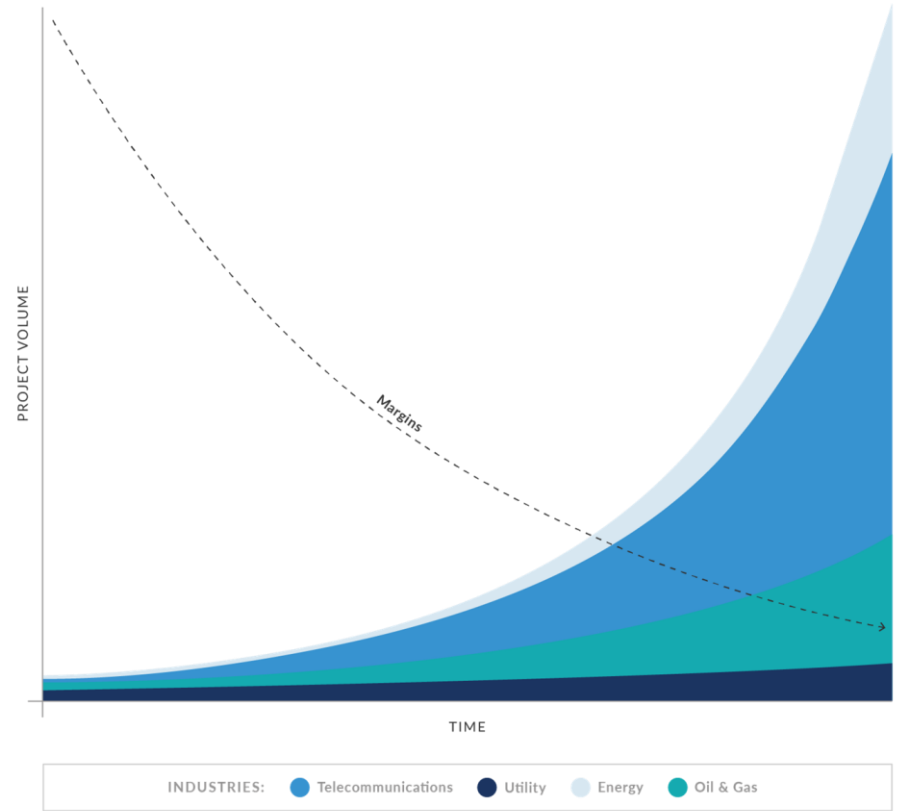
David George - VP
International, Sitetracker
26th September, 2019



Agenda

1. Current industry challenges
2. Power the successful deployment of critical infrastructure
3. How industry leaders use Sitetracker

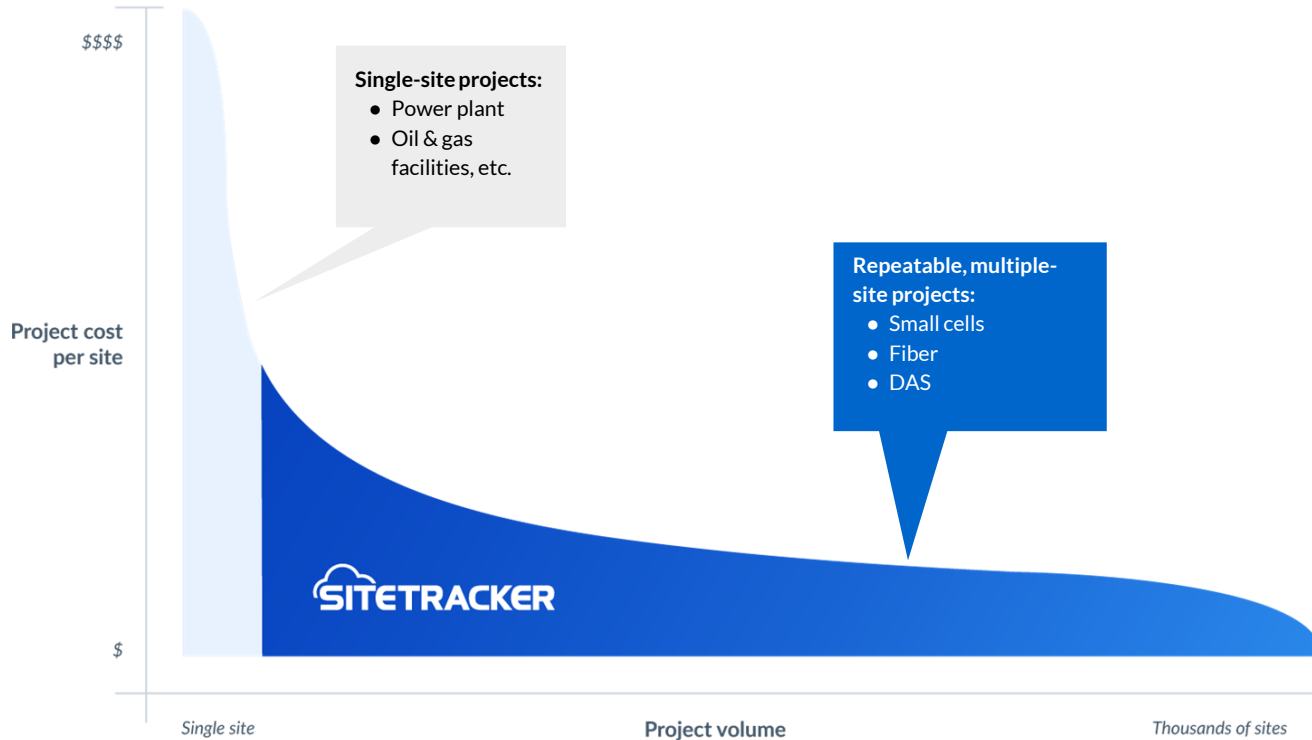
Project volume,
variety, and
velocity are
accelerating
across industries



Telecom Industry Challenges

- **Volume, Velocity, and Variety** of projects increasing:
 - Whole Telecom ecosystem affected: MNOs, service providers, towercos, fibre providers and vendors.
 - Moving from macro sites to stealth sites, small cells, Indoor DAS, Outdoor DAS, Fiber
- **Shrinking margins means focusing on operational efficiency:**
 - Deploying more assets with fewer resources
 - Incumbent technologies not made for today's workloads
- **More teams doing more work, inside and outside the company:**
 - Vendor management
 - Updates, transparency, communication
- **Need for a Single Source of Truth**

Existing solutions not made for telecom projects



Our Mission:
Power the successful deployment
of critical infrastructure

Operational Excellence



● People

- Attract & Retain
- Empower
- Collaborate

● Technology

- Easy-to-use
- Cloud-based
- Secure

● Process

- Standardize
- Streamline
- Optimize

Key use cases in critical infrastructure



Small Cells



Macro Towers



Fiber



Wifi Kiosks



Satellite Ground Stations



Smart Sensors



Security Systems



High-Volume Construction



Pipelines / Oil & Gas



Retail & Franchises



Solar Panels



Energy Storage & Batteries



AMI & Smart Meters



Charging Stations



Pole Replacements

Proven Scale, Proven Results



1,000+

Telecom Firms
Using Sitetracker

\$20B

Capital Expenses
Managed

2.2M

Sites
Managed

5.5M

Updates
Per Week

16,000+

Daily
Active Users

3x

Faster Project
Completion

90%+

User Adoption
Rate

80%

Reduction in Time
Spent Reporting

25%

More Projects
Managed per PM

20%

Faster Time
to On-Air

Thank You