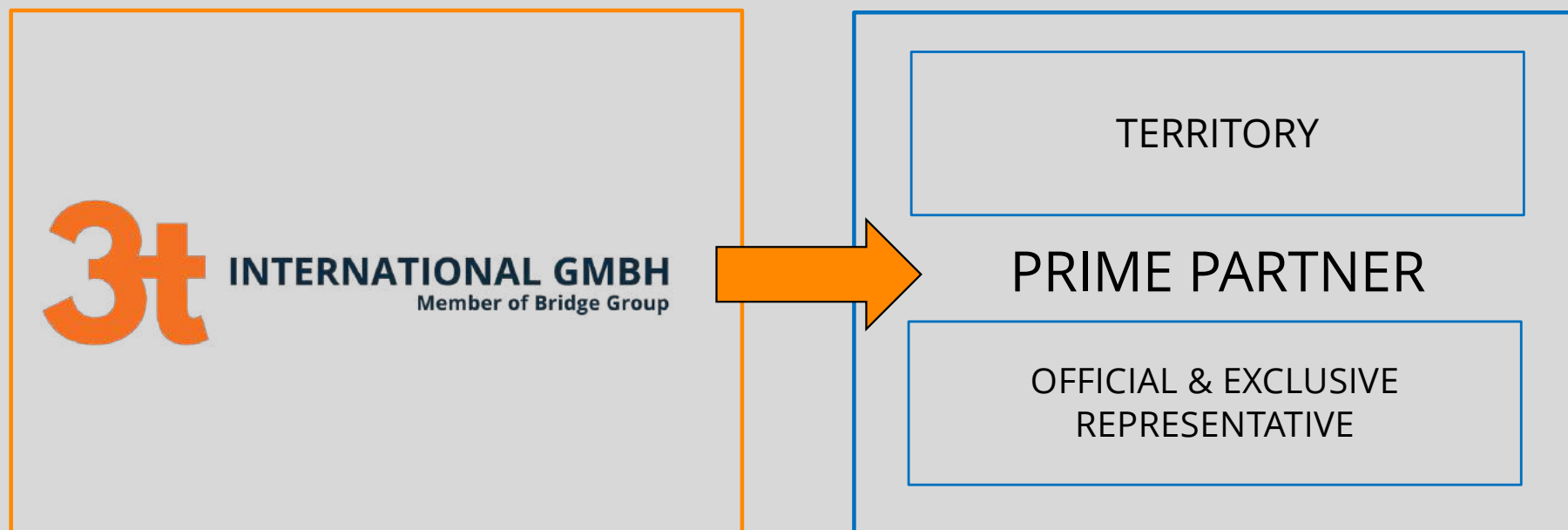




3t International GmbH  
PRIME PARTNER BUSINESS MODEL

# The Outline





# PRIME PARTNER BUSINESS LEVELS

**SMART & SAFE CITY**  
**SMART INDUSTRIAL**  
**INDUSTRIAL & NATIONAL  
SECURITY**

**SMART SAFE CITY**

PROJECT CHANNEL	DESCRIPTION
<b>STREET LIGHTING</b>	Street Lighting on Residential-, Park-, Pedestrian Zone-, Trunk-, Main-, City Highway or Motorway
<b>PARKING AREAS</b>	Park & Ride Locations, Parking Sport Areas, Parking Event Areas, Shopping Malls
<b>PUBLIC OUTDOOR FACILITIES</b>	University, Schools, Playgrounds,

**SMART INDUSTRIAL**

PROJECT CHANNEL	DESCRIPTION
<b>RAILWAY</b>	Freight Station, Track illumination
<b>POWER PLANTS</b>	Electrical Power Plant Area Roads
<b>HARBOR / PORTS</b>	Seaport Area Roads, Customs Area Roads, Container Port Area Roads,
<b>AIRPORT</b>	Airport Trunk-, Main Road, Parking Spaces, Logistic Center, Cargo Depot,
<b>INDUSTRIAL PLANT</b>	Industrial Plant Area Roads (not EX Zones), Parking Spaces

**INDUSTRIAL SECURITY**

PROJECT CHANNEL	DESCRIPTION
<b>RAILWAY</b>	Freight Station, Track illumination, Access Control Check Points
<b>POWER PLANTS</b>	Electrical Power Plant Area Roads, Access Control Check Points
<b>HARBOR / PORTS</b>	Seaport Area Roads, Customs Area Roads, Container Port Area Roads, Access Control Check Points
<b>AIRPORT</b>	Airport Trunk-, Main Road, Parking Spaces, Logistic Center, Cargo Depot, Access Control Check Points
<b>REFINERY</b>	Plant Area Roads, Tank Depot Roads (outside EX Zones), Access Control Check Points
<b>MINING</b>	Plant Area Roads, Access Control Check Points
<b>INDUSTRIAL PLANT</b>	Industrial Plant Area Roads (not EX Zones), Parking Spaces, Access Control Check Points
<b>MEGA FACTORIES</b>	Industrial Plant Area Roads (not EX Zones), Parking Spaces, Access Control Check Points



# PRIME PARTNER PROJECT LEVELS

- SMART & SAFE CITY**
- SMART INDUSTRIAL**
- INDUSTRIAL SECURITY**



**INDUSTRIAL  
SECURITY**

APPLICATION CHANNEL	DESCRIPTION
<b>BORDER CONTROL</b>	Road & Railway Immigration Area, Parking Spaces, Freight Checking Zones, Perimeter Security, National Border Line
<b>POWER PLANTS</b>	Electrical Power Plant Area Roads, Access Control Check Points, Perimeter Security
<b>HARBOR / PORTS</b>	Seaport Area Roads, Customs Area Roads, Container Port Area Roads, Access Control Check Points, Perimeter Security
<b>AIRPORT</b>	Airport Trunk-, Main Road, Parking Spaces, Logistic Center, Cargo Depot, Access Control Check Points, Perimeter Security
<b>MILITARY FACILITY</b>	Area Roads, Parking Spaces, Access Control Check Points, Logistic Depots, Perimeter Security,
<b>NATIONAL GRID</b>	Sub Stations Area Roads, Access Control Check Points, Perimeter Security
<b>REFINERY</b>	Plant Area Roads, Tank Depot Roads (outside EX Zones), Access Control Check Points
<b>MINING</b>	Plant Area Roads, Access Control Check Points



# PRIME PARTNER PROJECT LEVELS

## NATIONAL SECURITY





## 3t-MODULUS VALUE ADDED SYSTEM APPLICATIONS



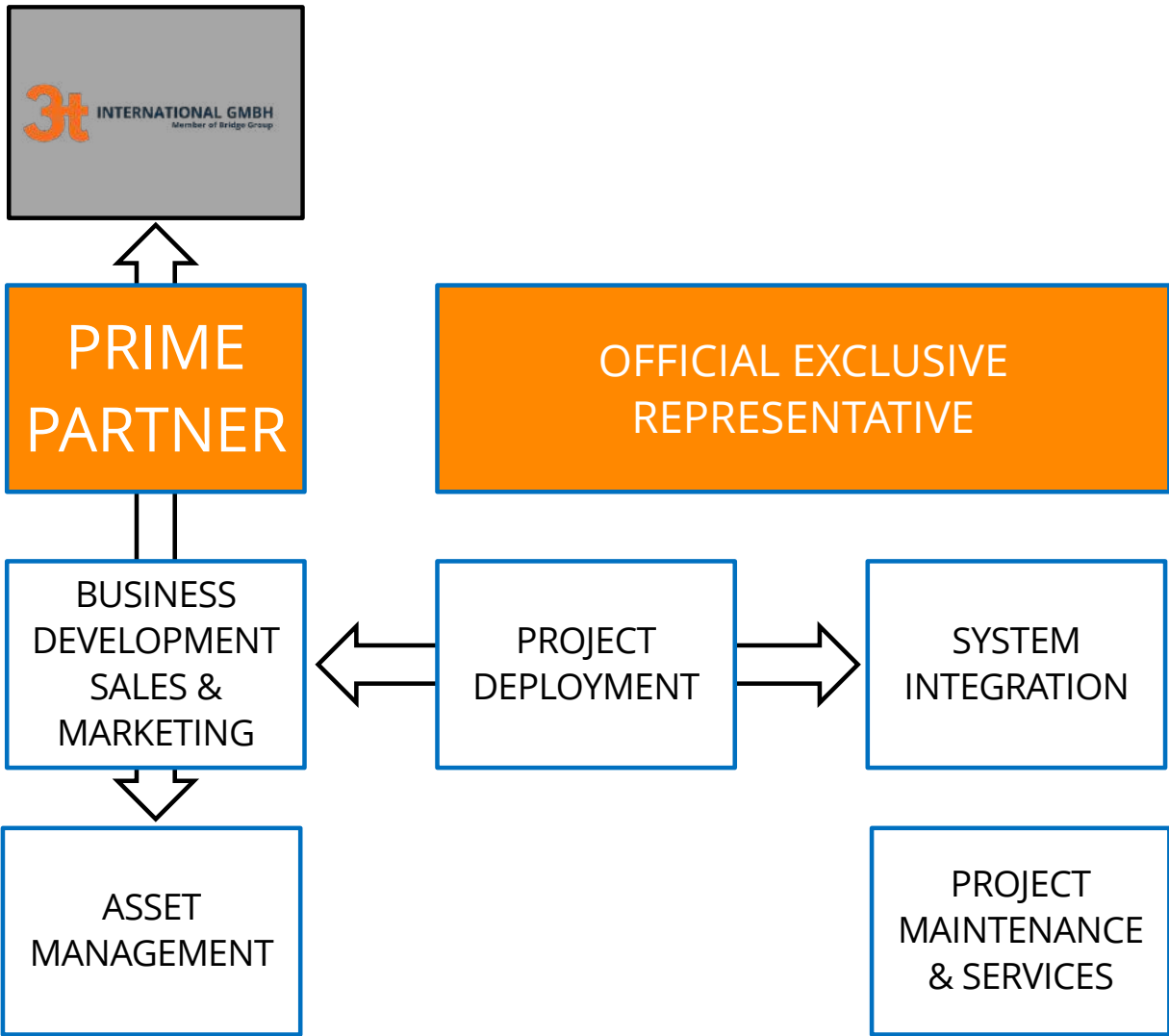
- The implementation of 3t International devices represents a significant change of paradigm in the smart and safe city journey of cities and will serve as a steppingstone for broader smart and security applications in the future.
- For instance, sensors in the 3t International system lighting systems are used for environmental monitoring, measuring air quality and pollution, or traffic monitoring to help support decisions on dedicated areas and traffic flows or compute data at the edge (Autonomous driving) .
- 3t International connected lighting system play a key role in improving public safety, with each luminaire or lamp post effectively turned into a sentinel for incident detection.
- 3t generates “Asset Management data” also supporting predictive analytics and statistics to help municipalities anticipate and reduce incidents.

CUSTOMIZED APPLICATION	FUNCTION	BUSINESS MODELS	SOURCE OF RETURN
Smart System Luminaire	Lighting and intelligent control	EMC	Saving electricity and maintenance
CCTV	Camera Capture, Video Analytics	PPP	Purchase of services from Gov
Micro Base Station	Wifi coverage	Carrier operator	Business Operation
Meteorological & Air quality Monitor	Temp/ humidity/ CO2/ wind/ etc.	PPP	Purchase of services from Gov
Charging Pole	Electric vehicle charging	PPP	Business Operation
Information Distribution System	Advertising / public information	PPP	Government subsidies / commercials
Smart Parking	Civilian Service	PPP	Government subsidies / commercials
Smart Waste Management	Municipality Utility Services	PPP	Government subsidies / commercials
5G Small Cell	5G urban & rural coverage	Carrier operator	Business Operation
RFID Toll System	RFID tag reader	PPP, Carrier operator	Government subsidies / commercials
Edge Computing	Improving response times and save bandwidth	Carrier operator	Business Operation
Modulus Solar	Solar powered system luminaire for rural areas	EMC	Autonomous solution saving operation cost



# PRIME PARTNER ADDED VALUE APPLICATIONS





**3t** tomorrow's technology today.


# PRIME PARTNER

## BUSINESS COOPERATION MODEL

**3t international**  
Reseller or OEM agreement  
Service level agreement

**Prime Partner**  
Registered sales representative  
Territory warehouse and optional assembly rights

**Territory**  
Prime Partner can offer sub contracts





## DRIVING VALUE



There is a lot of business value that 3t Prime Partner can drive for future investments in big data, analytics and AI generated by the worlds street lighting infrastructures.

3t Prime Partner stays focused on how to best enable those closest to the application to take action with it.



**3t** INTERNATIONAL GMBH  
Member of Bridge Group

**3t** tomorrow's  
technology  
today



PRIME PARTNER BUSINESS MODEL  
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Street Lighting is not just illumination anymore!  
It's a complete change in approaching next generation communication and data business!