

## Appendix I – Partners’ Quote

### HETNET TRIALS

#### Singtel

“Singtel is pleased to be selected as a participant in the Heterogeneous Network trials. We will be testing new technology and infrastructure to provide reliable, high-speed broadband access, even when one is on the move. The trials which Singtel conducts would facilitate the development of future innovations and applications, which underpin the Smart Nation Programme.” – Andrew Lim, Managing Director, SingTel Group Enterprise

#### M1

“We continually invest in our networks, and are also fully supportive of initiatives that complement our efforts, to deliver a better customer experience. We are thus pleased to support the IDA’s trial evaluating the technological feasibility of using HetNet technology to improve the customer’s mobile experience during peak hours at crowded sites, and to provide ubiquitous coverage in small hard-to-reach areas.” – Patrick Scodeller, Chief Operating Officer, M1.

#### StarHub

“StarHub is constantly looking to harness new technologies and develop innovative solutions that offer value and convenience to our customers. We have been actively following the developments of heterogeneous network solution, with the view of providing a mosaic of coverage and handover capability between different wireless access technologies within an operator’s network. We are pleased to participate in the Jurong Lake District HetNet trial to evaluate the potential benefits to consumers and enterprises.” – Mock Pak Lum, Chief Technology Officer, StarHub

#### My Republic

“MyRepublic is very proud to participate in the HetNet trial at Jurong Lake District. It presents many opportunities to us as an aspiring telco and also represents our chance to contribute to Singapore’s Smart Nation vision.” – Yap Yong Teck, Managing Director MyRepublic Singapore.

## **SNP PHASE 2 INDUSTRY ROUNDTABLE**

### **NCS**

"To boost the nation's overall infocomm technology landscape, NCS is proud to be able to contribute to the development of SNP through a wide array of innovative solutions to build smart systems and applications that will impact the way citizens live, work, play in the future. Through NCS' Solutions for Urbanised Future (SURF), we are focussed on driving smart city innovations to deliver the promises of a Smart Nation by providing citizens with better public services across multiple touch points ranging from education, healthcare to transport and public safety." – Wong Soon Nam, Vice President of Smart & Safe City, Centre of Excellence, NCS

### **Pivotal**

"As a trusted partner for IT innovation, Pivotal is pleased to be participating in the Smart Nation Platform roundtable discussions with IDA. It is exciting to be part of a team that is not only guiding the future of Singapore but also leading the world in the design of solutions that will benefit citizens for many years. The opportunity to have discussions with leading professionals from both industry and government is both enlightening and rewarding, The roundtable discussions, designed and executed by IDA have been an excellent forum for an ideas interchange and Pivotal is very pleased to be taking part." – Steve Illingworth, Chief Technology Officer, Pivotal Asia Pacific

### **Hitachi Data Systems**

"The Singapore Smart Nation Platform project is aimed at bringing together a nationwide sensor network and a set of data analytics abilities to create overall improvements for society. Throughout this project they are holding Industry Roundtable sessions with a variety of solution providers. Hitachi Data Systems appreciates the opportunity to participate in the project and the roundtable sessions as many of the goals of the project are aligned with the Social Innovation solutions that Hitachi is bringing to market to focus on SmartCity sustainability, transportation, intelligence, healthcare, public safety and security concerns." – Lewis Winning, Vice President, Global Presales Engineering, Hitachi Data Systems

### **Tyco**

“Smart Cities transcends technology, creating a connected, sustainable, liveable environment that fosters inter-agency, inter-industry connections and collaboration. They offer to the people, homes and businesses a way of life utilizing the internet-of-things to engage us in our day to day activities. The Smart Nation Platform will be a state of the art attempt to showcase our developments in cutting-edge solutions. Tyco is honoured to participate in Singapore’s Industry Roundtable which is a great forum to suggest initiatives and customised solutions to facilitate government and industry collaboration, to ensure technology continues to meet the needs of the nation in a globalised economy.” – Derek Tan, Director, Integrated Solutions, Asia, Tyco Fire, Security & Service Pte Ltd

### **IBM**

"Participating in the Smart Nation Platform Industry Roundtable was a valuable experience for IBM as it provided us with the opportunity to contribute our thoughts and ideas on smart initiatives, grounded on practical implementations and experiences from around the world. At the same time, it was refreshing to hear diverse views from other key industry players, knowing that we all share a common goal of our desire to innovate, raise Singapore’s competitiveness and develop our nation into a smarter city." – Janet Ang, Vice President of Systems of Engagement & Smarter Cities, IBM Asia Pacific

### **Quantiply**

"Quantiply is pleased to be part of IDA’s Smart Nation Industry Round Table. We are very impressed with the depth and breadth of the SN-OS vision. Quantiply is committed to enable both public and private sector digital transformation excellence via our breakthrough KPI-driven digital genomic mapping and insights solutions. Quantiply is committed to establish a data sciences research and innovation center in Singapore. We are happy to extend our support and expertise to enable delivery of a flexible and elastic real-time streaming and analytics platform for SN-OS and for Singapore." – Surendra Reddy, Founder & CEO, Quantiply Corporation

### **Key Insights**

"One of the challenges for SNP in moving toward will be to address privacy and security concerns while maintaining utility, transparency, and access for the various

parties such as the government and its contractors, institutions and businesses, and, most importantly, the citizens of Singapore. Overbearing and unsupported concerns about security and privacy can jeopardize SNPs adoption and success. The key is to use the right technology for the right scenario." – Dr Tuan Q Phan, CEO, Key Insights

### **Microsoft**

"Realising the Smart Nation vision for Singapore is one that requires, in addition to government efforts, a vibrant ecosystem of private organisations, communities and individuals. Microsoft supports the Smart Nation vision by fostering talent and partner ecosystem in a diverse economy, enabling business transformation, and empowering citizens and communities to participate in our distinctive city and endearing home. The Smart Nation Platform (SNP) Industry Roundtables provides a transparent platform for both government and private organisations to engage in valuable conversations. Microsoft is honored to have been participated and looks forward to contribute trustworthiness, sustainability, people-centricity and inclusivity to Singapore's Smart Nation vision." – Stephanie Hung, Director, Public Sector, Microsoft Singapore

### **Cloudera**

"The Smart Nation program is an outstanding initiative by Singapore to lead the region (and the world actually) in leveraging cutting edge Big Data and IoT innovations to improve the lives of its citizens and catalyze business growth. My experience taking part in the planning meetings showed that there is a clear desire, strong motivation, and marked ability to catapult Singapore into a sustainable leader of the 21st century." – Amr Awadallah, Chief Technology Officer, Cloudera

### **SUTD**

"The Smart Nation Platform (SNP) Industry Roundtable was a good forum to discuss the key issues in the design of the SNP. There are gaps in the existing industry products and solutions for smart cities. Thus, there will be exciting opportunities for the research community to create innovative and impactful technologies and solutions to realize the full potential of the Smart Nation Platform." – Dr Lim Hock Beng, Adjunct Professor, SUTD

## **IDA-SENTOSA COLLABORATION**

### **Sentosa**

“Over the past few years, SDC has invested in technology to enhance Sentosa’s infrastructure and hence deliver a better experience for our guests. One example is our island-wide, high-speed fiber network. We are now using this network to offer free Wi-Fi hotspots at key locations and to monitor our public spaces around the island. We have also sought to offer more options to users of mobile devices, including our Sentosa Online Store and MySentosa mobile application.”

“This collaboration with IDA will allow us to scale up our efforts to enhance Sentosa as a fun, smart and sustainable leisure destination. We are excited to have this opportunity to test innovative ideas generated by our local companies. If they prove to be useful, they can be scaled up for implementation across Singapore.” – Mike Barclay, CEO of Sentosa Development Corporation