



Acotel – Smart Router



Acotel, an ICT Cloud Company

We provide **Cloud hardware and software solutions** that allow to increase the value of **Telco, Energy and Security**, in business and consumer segment.

Our customers

Posteitaliane



enigaseluce



Coni



liveprotection



vodafone



GRUPPO

HERA



BANCA D'ITALIA
EUROSISTEMA



sorgenia
YOUR NEXT ENERGY



iren
luce gas e servizi



TIM



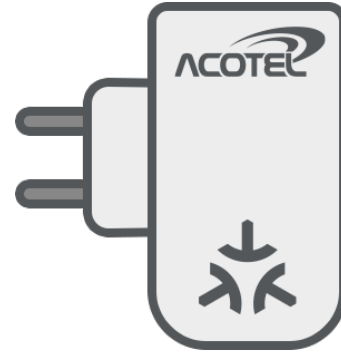
BLUENERGY
Energia per crescere



GEOX

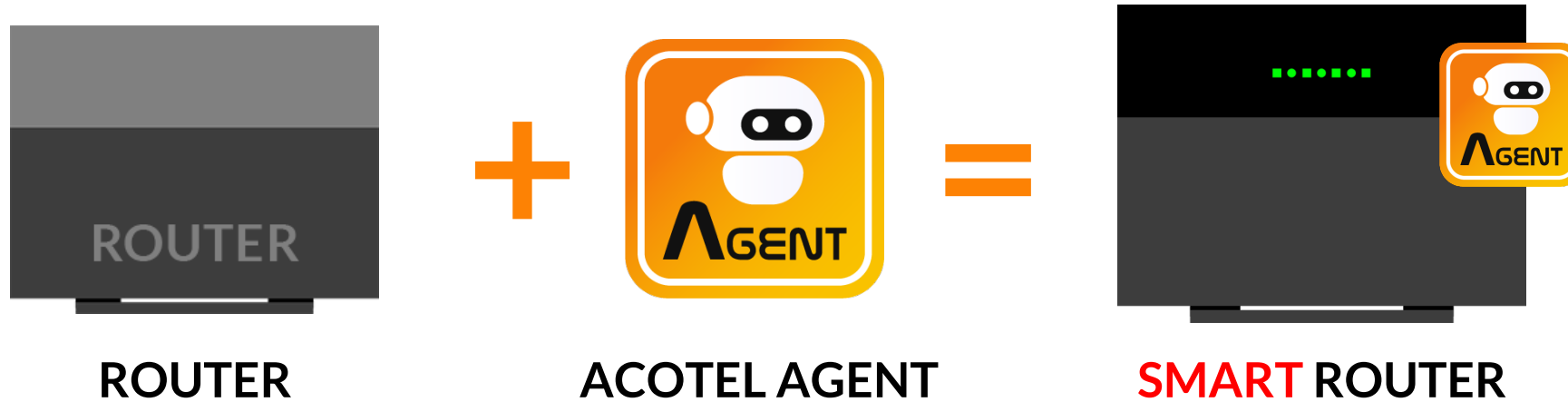


Acotel focus is on **TELCO** and **ENERGY** sectors, key needs for consumer and enterprise environments



We collect and process
behavioral data of customers through
different types of sensors in the consumer
and business market

ACOTEL SOLUTION

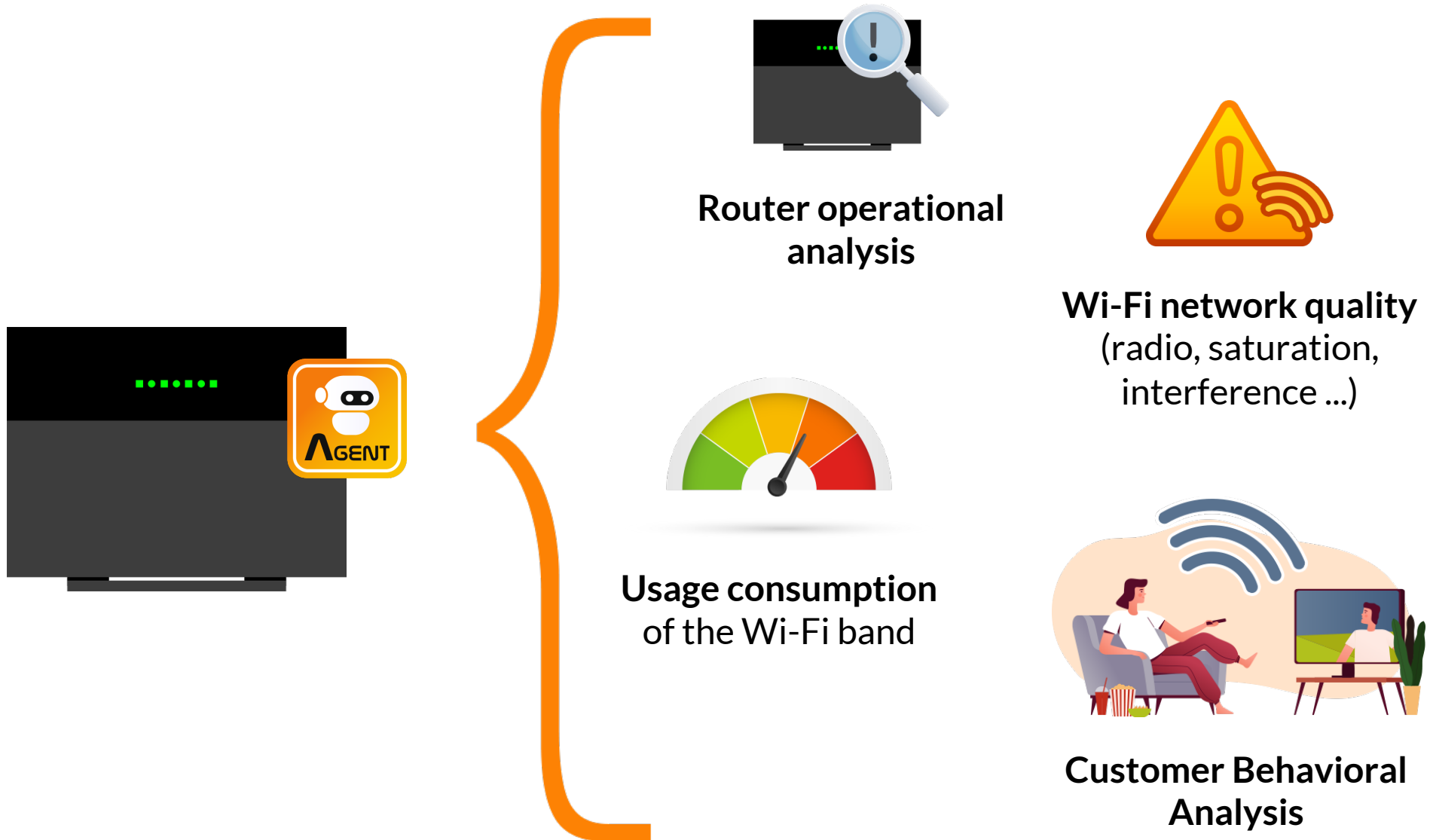


Acotel Agent is a cloud-based solution that makes the customer's router smart.

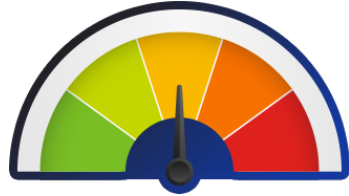
Router collects hundreds of technical parameters related to quality of broadband service at home/office and information on customer behavior.

Acotel Agent is compatible with all major routers and is downloadable on the existing customer base.

ACOTEL SOLUTION: Value for Telco



COLLECTED DATA: Overview



MORE THAN 500 PARAMETERS COLLECTED

Data categories

- Router Registry
- Router Configuration
- Wifi performance
- Broadband Connection performance
- Devices connected to the Router

Trasmitted to the cloud:

- Every 24 hours («static» data)
- Every 15 minutes («dynamic» data)



COLLECTED DATA

Router Registry (every 24h)

29 Parameters

- Hardware model, production date and version
- MAC addresses of the components
- Router software release
- Average memory usage
- Number of restarts and causes
- User Agent release

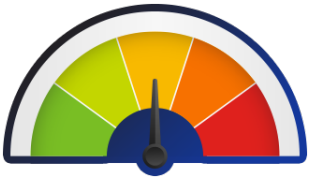


COLLECTED DATA

Router Configuration (every 24h)

243 Parameters

- Lan settings
- Wan settings
- Firewall settings
- Number and information of IPs released
- Guest network settings
- USB ports and connected printers or keys settings



COLLECTED DATA

Performances (every 15 minutes)

97 Parameters



- Memory usage and process number
- CPU Usage
- XDSL connection performance
- Fiber connection performance
- Wi-Fi connection performance (2.4GHz, 5GHz, 2.4GHz and 5GHz guest network)
- Ping
- Traceroute
- Speedtest



COLLECTED DATA

Devices connected to the Router (every 15 minutes)

More than **100** Parameters

90
Parameters

- All connected devices (Eth - Wi-Fi)
- Number of active devices connected to the router
- Wi-Fi connectivity quality

14 Parameters
For nearby Wi-Fi
networks

For each network:

- Wi-Fi 2.4GHz/5GHz: channel in use
- Nearby Wi-Fi networks: channel in use and its power level



COLLECTED DATA

Devices connected to the Router (every 15 minutes)

For each device:

28 Parameters
for device

- Connection protocol (device age)
- Signal strength
- MAC address (manufacturer, type of device, model)
- Connection time
- Number of re-associations (to be analyzed in relation to signal strength)
- Transmission speed in downlink and uplink

USE CASE THREE MAIN APPLICATIONS

1. CUSTOMER PROFILING

Enrich customer profiling with information of single device use, type of device, broadband quality, wifi quality, network performances (**Data Monetization for upselling and customer satisfaction**)



2. ASSURANCE

- **Near real time diagnostic tool**
- **Wifi network E2E monitoring**
- **Proactive resolution** of any critical issues on modem configurations and performances
- **Automatic WiFi optimizations**
- **Reactive assurance**

3. COMMERCIAL OFFER

Add value to basic commercial offer through **wifi optimization** proposition:

- **Stand alone** wifi optimization offer
- **Bundle** of wifi optimization **with other services** (eg. security)
- **Bundle** wifi optimization with **premium Internet Offer**

2 ADDITIONAL SERVICES DEVICELESS

Data collected from the Agent can be used to develop **services for end customers** without using specific devices

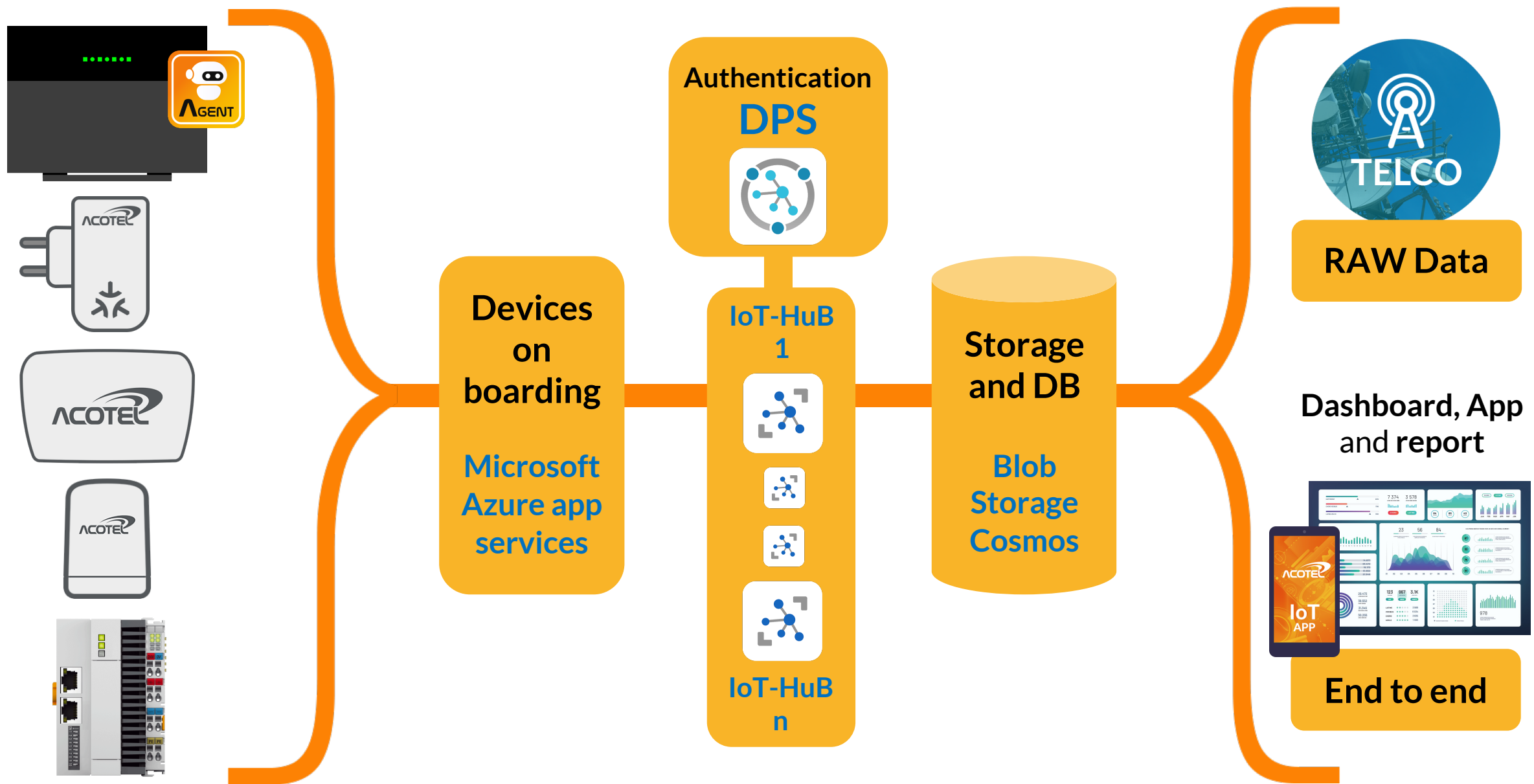


2 ADDITIONAL SERVICES VISITORS COUNTER FOR SHOPS



The automatic connection access attempts are also logged in the Smart Router.
It is therefore possible to have the smartphone number available
which were visible to the Router, **even if not connected** to the Wi-Fi network.

3 BUSINESS MODEL ARCHITECTURE based on MICROSOFT AZURE



3 BUSINESS MODEL ECONOMICS

- **Activation license:** one shot fee for each single Agent
- **Fee license:** for each router monitored on the Platform
- **Additional releases** upon request (with the agreement of the Parties)
- **Trial quotation** upon request



Thank You