

WHEN PHONES GET SMART, WE NEED TO GET SMARTER

CORPORATE INNOVATION DAY | OSLO INNOVATION WEEK 2016 #CID2016
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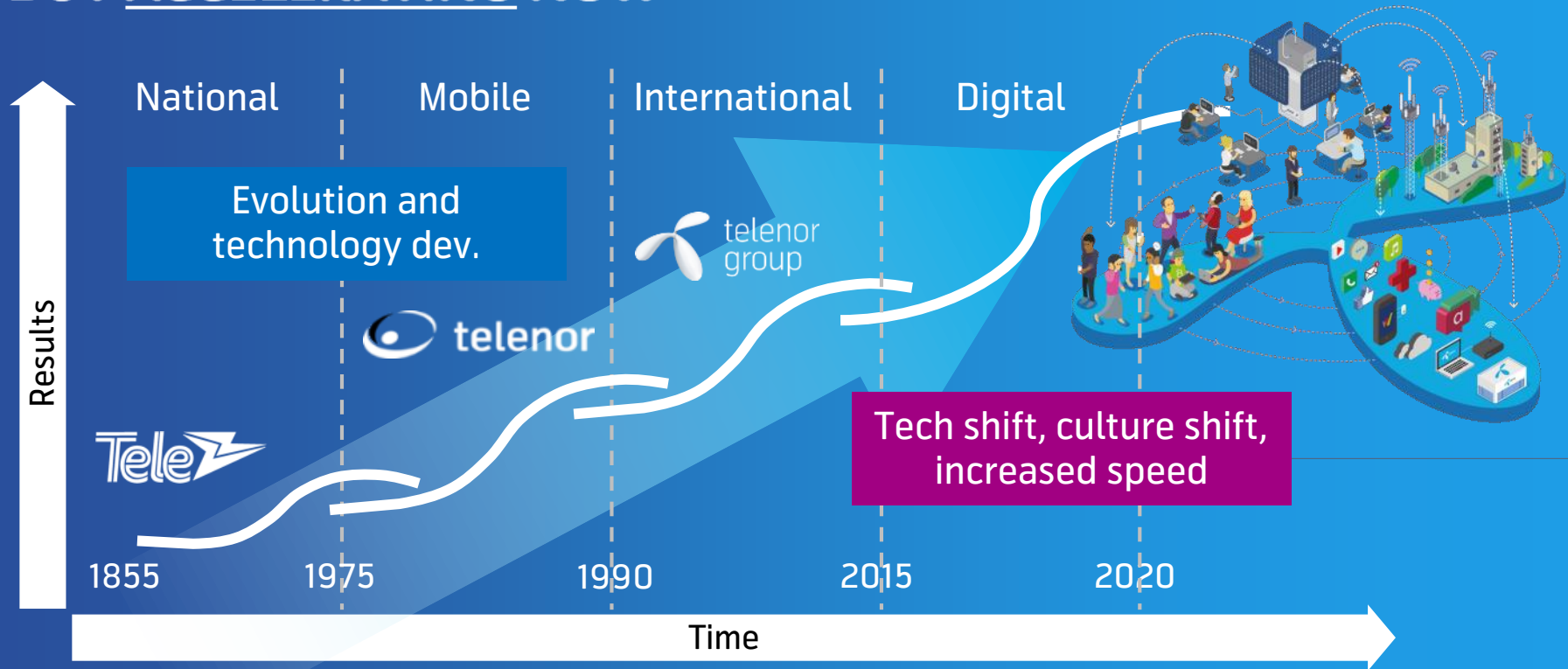


MORE SIMILAR



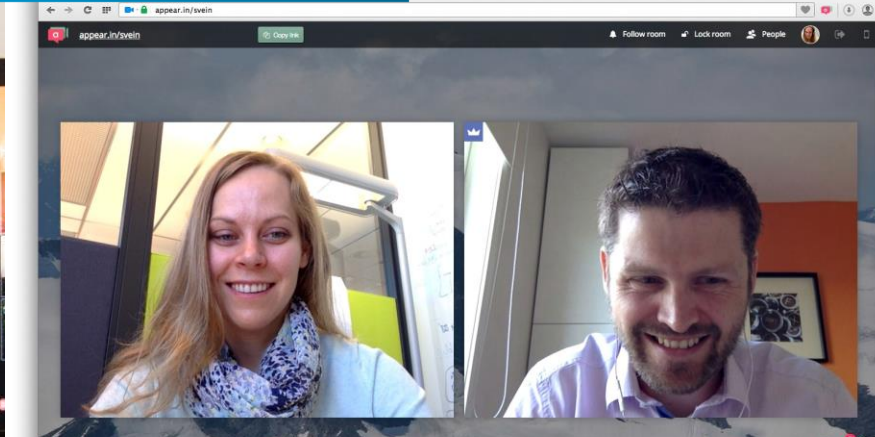
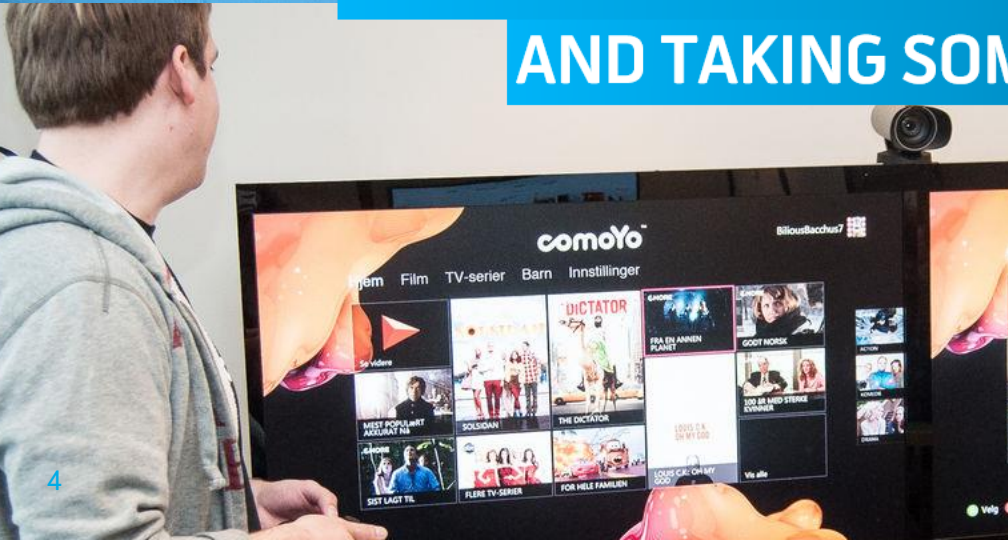
THAN DIFFERENT

CHANGE AND INNOVATION FOR 160 YEARS – BUT ACCELERATING NOW





A HISTORY OF FACILITATING INNOVATION AND TAKING SOME BOLD BETS



KEY LEARNINGS FROM TELENOR'S INNOVATION EFFORTS

- **Trade:** In-depth understanding of business area is required
- **Timing:** Too early can be just as bad as too late
- **Target:** Be clear on what you're trying to achieve
- **Team:** Build teams of experts, not merely enthusiasts
- **Telenor:** Be careful about if, when and how to integrate

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BUILD INTERNAL CULTURE: BRING OUT MORE IDEAS AND EXPERIMENTS, AND GIVE PEOPLE TIME AND ROOM TO TRY



Telenor intrapreneur program

BUILD YOUR DREAM



Ignite program project:
«Telco Open Data»
Movement of German
tourists in Denmark – useful
in hospitality industry



2

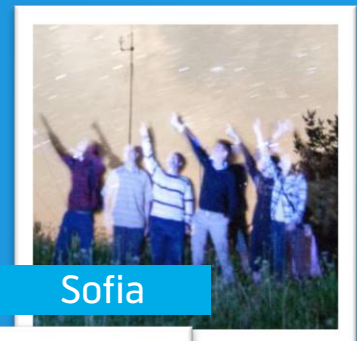
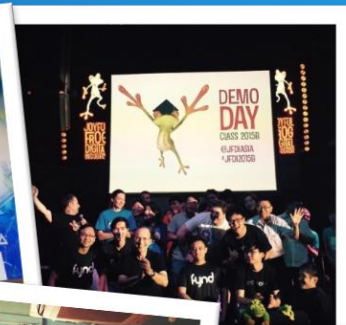
BUILD RELATIONSHIPS: PLUG IN TO VIBRANT STARTUP ENVIRONMENTS ALL OVER THE WORLD – NOT ONLY SILICON VALLEY



Oslo



Singapore



Sofia



Dhaka



Budapest

3

SUPPORT AND STIMULATE STARTUPS THROUGH ACCELERATOR PROGRAMS, AND TAKE AN ACTIVE APPROACH TO OWNERSHIP



Tapad
Propeller

Mentoring Norway's brightest startups in NYC

Telenor Norway
Catalyst

Telenor's first accelerator in Norway



Telenor Hungary
Accelerate

Hungary's first corporate accelerator



Telenor Pakistan
Velocity

Telenor's first accelerator in Pakistan



Grameenphone
GP Accelerator

First telco accelerator in Bangladesh

Telenor Myanmar
Accelerate

Telenor's first accelerator in Myanmar



dtac
Accelerate

Thailand's No 1 accelerator



Digi
Accelerate

Telenor's first accelerator in Malaysia



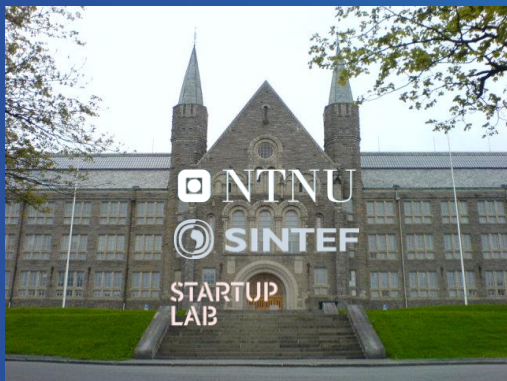
Digi
Incub8

Pre-accelerator for idea stage startups



4

UPSKILL AND INVEST IN CRITICAL COMPETENCES



With NTNU, SINTEF and StartupLab:
Building AI Lab in Trondheim and IoT Innovation Network in several large cities



With FJ Labs:
Screened 1,512 startups, analyzed 492, invested in 46, 3 incubation investments



With Tapad:
Entering AdTech space and acquiring skills and competence for further innovation in core

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SIMPLIFY AND STANDARDIZE: WORLD-CLASS ICT INFRASTRUCTURE AND GLOBAL SOFTWARE SOLUTIONS FOR EFFICIENCY AND IMPACT





POWERCOUPLER = DUGNAD