



What does Future Internet means for Enterprises?

The FISE perspective

Sergios Soursos
FISE – SmoothIT
Intracom Telecom

4th Future Internet Assembly
Kista - Stockholm, Sweden
November 23-24, 2009



FI and Enterprises

- ICT: enabler for evolution
 - FI: EC's vision for the future
 - Enterprises: traditional structures are questioned
 - economic crisis
 - SMEs are more vulnerable
 - new ICT technologies
 - opportunities to expand business activities
- ⇒ To **what extend** will FI affect the enterprises and **how?**



Internal Structure

- **Virtualization, SaaS**
 - cost-efficient infrastructure and service provision
- **Virtualization, mobility, always connected**
 - teleworking / telecommuting
- **Social networking**
 - new information flows / new interactions
 - undiscovered knowledge



External interactions

- Prosumers
 - new stakeholder / new business models
- Operation: product-driven → customer-driven
 - new value chains
- Virtualization of resources
 - new partners / new business models
 - federations
 - economies of scale



Example: Telcos

- User-formed networks
 - enhance social activities
 - ISPs could benefit
 - by providing right incentives to customers
 - so as to expand their coverage, reachability (last mile networks)
- Virtualization of resources
 - new type of agreements/contracts
 - increased social welfare
 - higher profits for telcos
 - better demand satisfaction for end-users

Thank you for your attention!

The FISE Caretakers
Sergios Soursos, Burkhard Stiller, Mike Boniface