

ITU at a glance

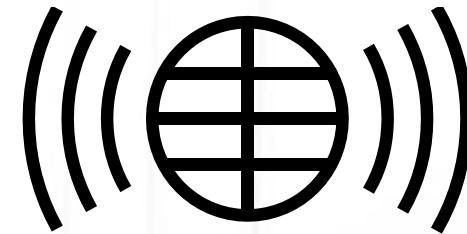
*Getting to know the United Nations specialized agency
for information and communication technologies*



ITU at a glance



Who we are



ITU is the United Nations **specialized agency for information and communication technologies (ICTs)**

Enabling a
connected world

ITU at a glance



Budapest 9-12 September

Who we are

Our members

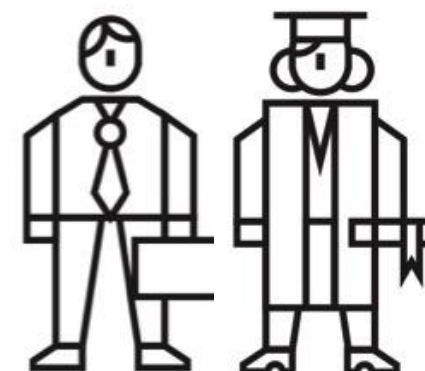
193

MEMBER
STATES



~900

COMPANIES, UNIVERSITIES, AND
INTERNATIONAL & REGIONAL
ORGANIZATIONS



SMEs: from the pilot to the new membership category

By participating in ITU, an SME will have a chance to network with 193 Member States, 600 private companies and some 160 Academic Institutions

SME pilot was initiated for ITU-T &D study groups (below) following ITU Council in 2017. The pilot is ongoing.

ITU-T Study Groups of the Telecommunication Standardization Sector (ITU-T):

- Study Group 5 – Environment and circular economy;
- Study Group 11 – Signalling requirements, protocols and test specifications,
- Study Group 16 – Multimedia
- Study Group 20 – IoT, smart cities & communities

ITU-D Study Groups of the ITU Telecommunication Development Sector (ITU-D):

- Study Group 1 – Enabling environment for the development of telecommunications/ICTs
- Study Group 2 – ICT services and applications for the promotion of sustainable development
- 20 SMEs already participated in SME pilot

This new reduced fee membership option is expected **to be implemented following the pilot project at the beginning of 2020**



"In today's digital economy, SMEs are key to driving local innovation needed for economic growth."

-Houlin Zhao
ITU Secretary-General

SMEs: from the pilot to the new membership category

- **PP-18 Resolution 209 (Dubai, 2018)** encourages SMEs to participate as Associates in the Sectors of the Union, with reduced fees. PP-18 decided that entities must be approved by their respective Member State as meeting national criteria for an SME. PP-18 decided that entities must also have fewer than 250 employees as well as annual revenues below a maximum of CHF 15 million determined by the ITU Council.
- The fees were set at **(CHF 3,975)** in the case of SMEs from developed countries, and **(CHF 1,987.50)** in the case of SMEs from developing countries, subject to ongoing review by the Council.

Examples of SMEs contributions to ITU's work:

- **ASTEM (Japan)** contributed significant specifications for standards on accessible IPTV terminals and their testing (ITU-T Study Group 16).
- **Wayfindr (UK)** brought specifications for audio-based network navigation system for persons with vision impairment and its conformance testing (ITU-T Study Group 16).
- **Vaulto Technologies (Israel)** contributed a technical report on the abuse of SS7 vulnerabilities to commit financial fraud. Vaulto's work promoted a new work item to raise awareness and advance the adoption of mitigation measures among telecom operators and financial institutions around the world (ITU-T Study Group 11).
- More information at <https://www.itu.int/en/join/smes/Pages/default.aspx>
- Contact us at membership@itu.int



ITU
TELECOM
WORLD

'19

Budapest 9–12 September

It's a **global platform** for leaders, policy makers & regulators to meet industry experts, SMEs and investors, to **exhibit solutions, share knowledge and network** at the highest level.

Hosted by the government of Hungary, the event focuses on innovation, policy and strategy for smarter digital development.

Budapest, Hungary, in September!

telecomworld.itu.int

- Heads of state and government, heads of international organizations
- Ministers and regulators of ICT and other related sectors including finance, transport and health
- C-level industry executives from companies across the industry ecosystem
- Small and medium enterprises (SMEs), entrepreneurs and innovators
- Academia and consultants
- Digital visionaries
- Global media



influential audience

2018 event in figures:



3700

participants



+200

leaders from 74 countries



300

exhibitors from 32 countries,
including 125 SME exhibitors



157

speakers from 47 countries



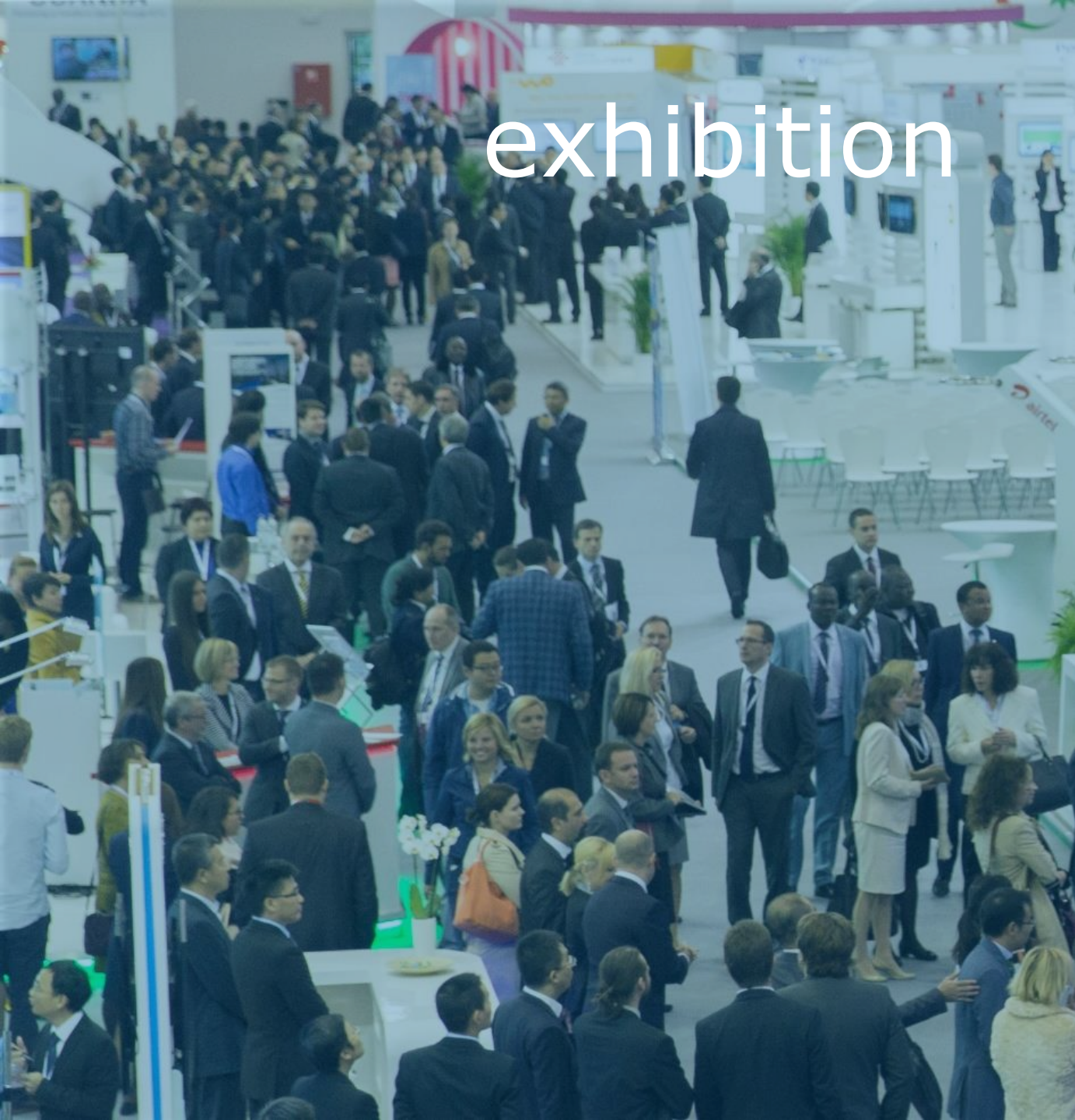
65

shortlisted SMEs for the
ITU Telecom World Awards



233

accredited media from
over 15 countries



exhibition

Exhibiting at World 2019 offers international visibility, partnership, business and networking opportunities with our powerful global audience

- National Pavilions
- Independent Stands
- Thematic Pavilions
- SMEs



World-class speakers, international perspectives and expert opinions on the power of innovation in technology, policy and strategy to drive a smarter world.

Key topics include:

- New business models for new technologies in IoT, 5G, Industry 4.0
- Digital literacy, education and content
- Future use scenarios and challenges of AI
- Smart sustainable solutions for cities and businesses
- Innovation in spectrum policy and regulatory frameworks
- Digital citizenship, data security and e-skills
- Innovative ecosystems and digital entrepreneurship hubs

networking

High-level networking

Networking spaces and tools including the Event App, LeaderSpace and InnovationSpace, alongside networking events such as:

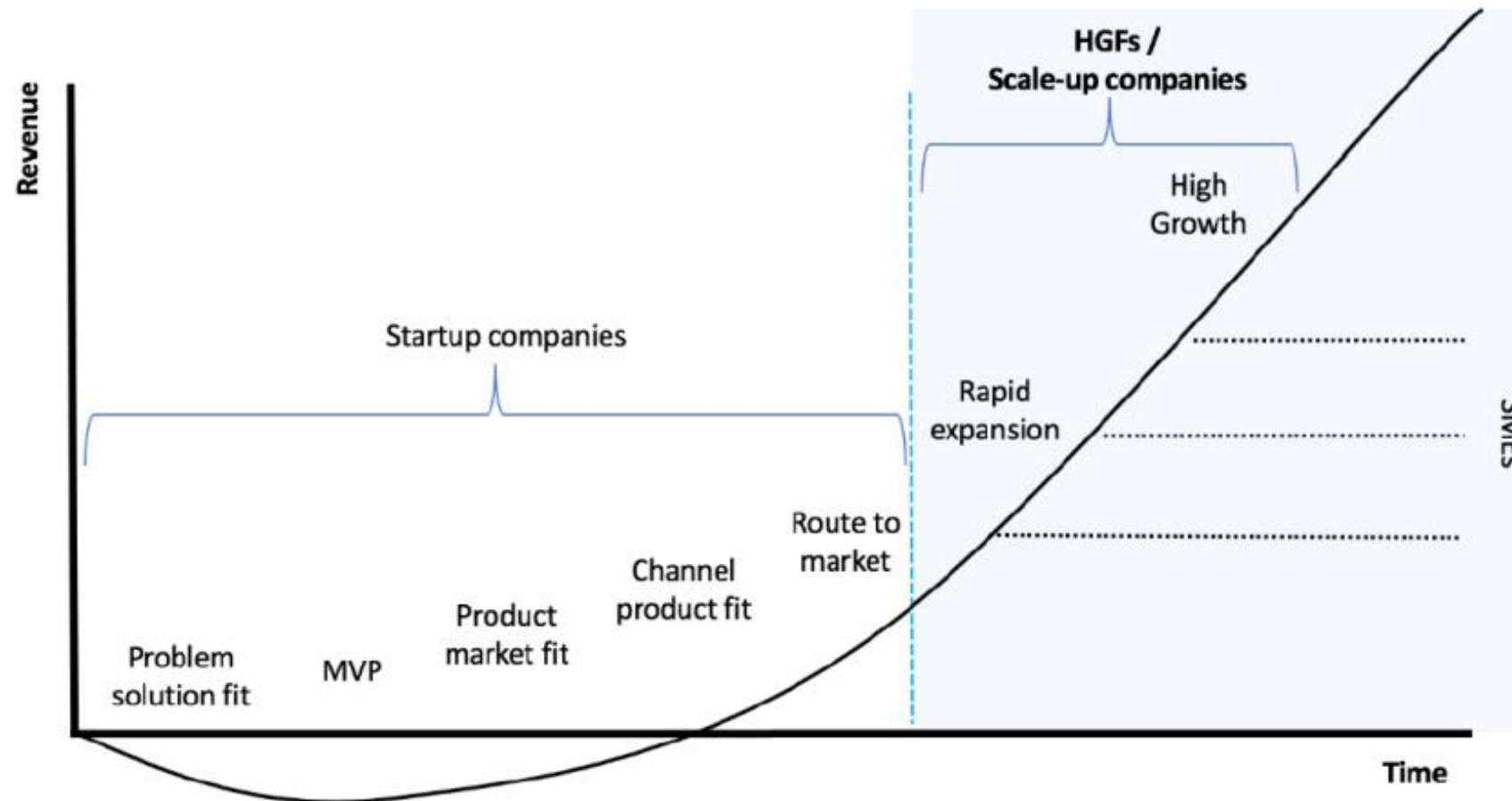
- Opening Ceremony
- Leaders Lunch
- Networking Lunches & Breaks
- Dinners, Receptions & Happy Hours
- Business Matchmaking Service

SMEs, Scale-Ups and sustainable economic growth

Sustainable economic growth is driven by
Scale-Ups and *High Growth Firms (HGF)*
SMEs?

What is a Scale-up SME?

Start-Ups, Small and Medium Enterprises (SMEs), and Scale-Ups (aka High Growth Firms [HGF])



Scale-up SME maturity stages

Idea – Product – Business

Ideation (Innovators):

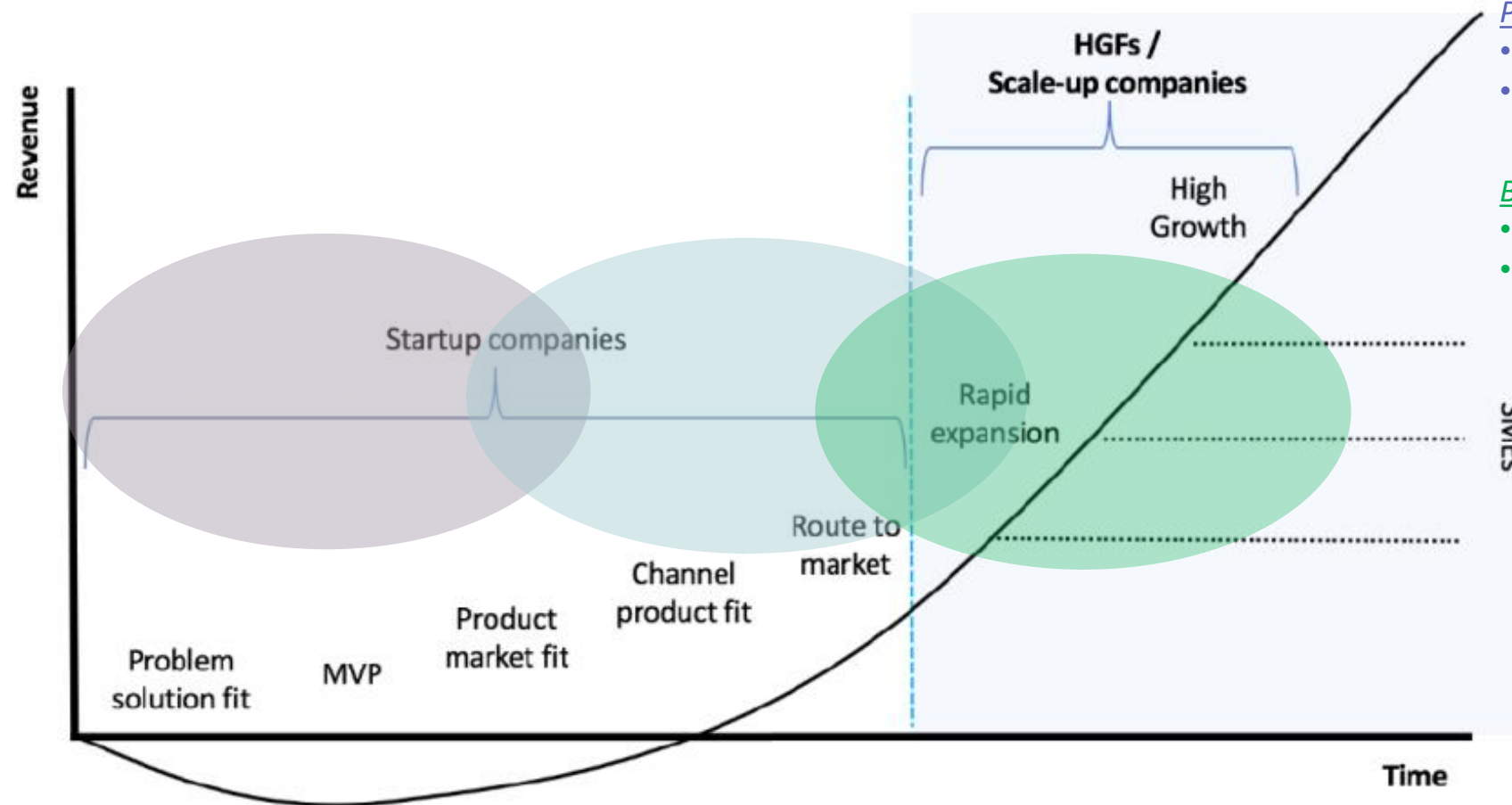
- Mentorship
- Prototyping viability (MVP)

Product development (Start-ups):

- Funding
- Market validation

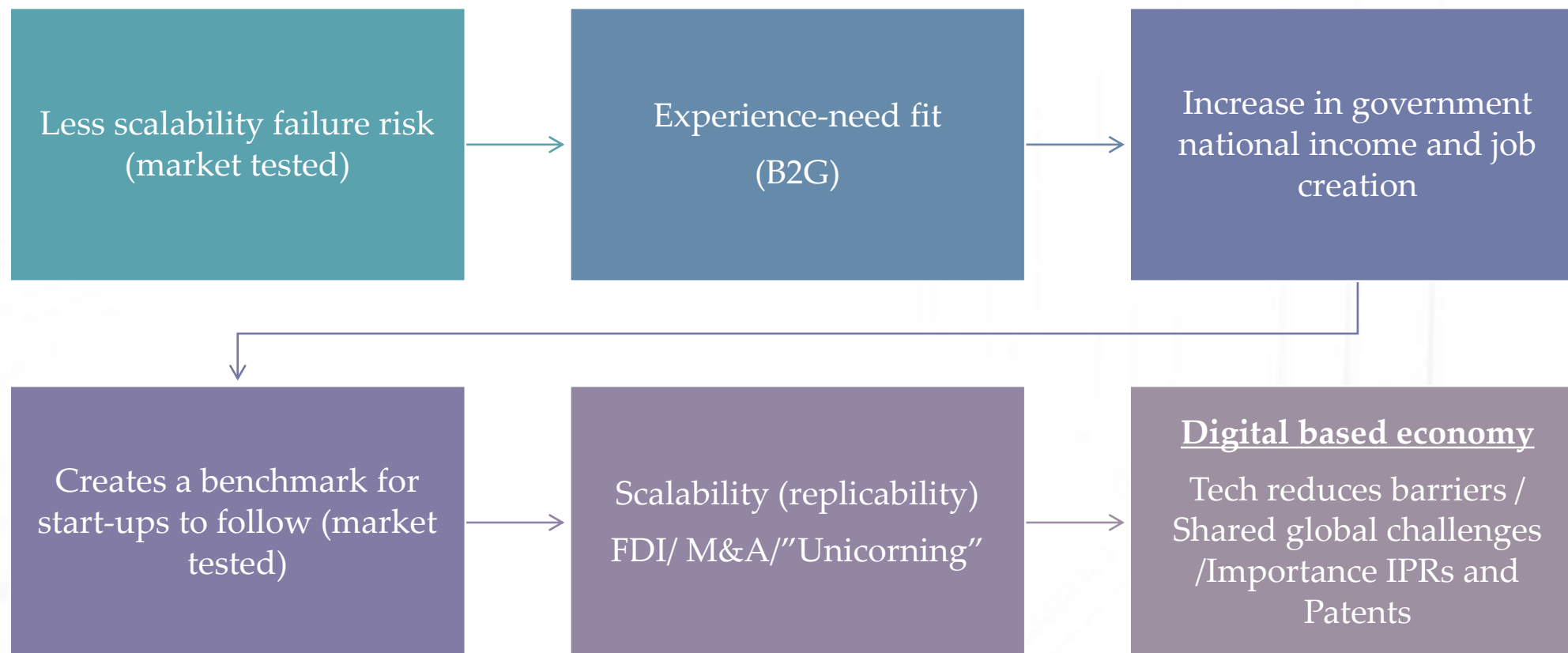
Business Development (Scale-ups):

- New markets
- Deal flow facilitations



Scale-up SMEs and sustainable economic growth

Scalable solutions for global challenges



ITU Telecom SME programme: Scale-up SMEs

High-growth SMEs / Scale-ups

- Firms between 3-5 years old, who are post-revenue, already have solutions in the market, and are in expansion or scale-up mode.
- The focus is on the company structuring and business development, rather than product/solution development
- Firms with a Business Model that allows and shows a clear scalability potential, with either a regional, or global focus (not only local)

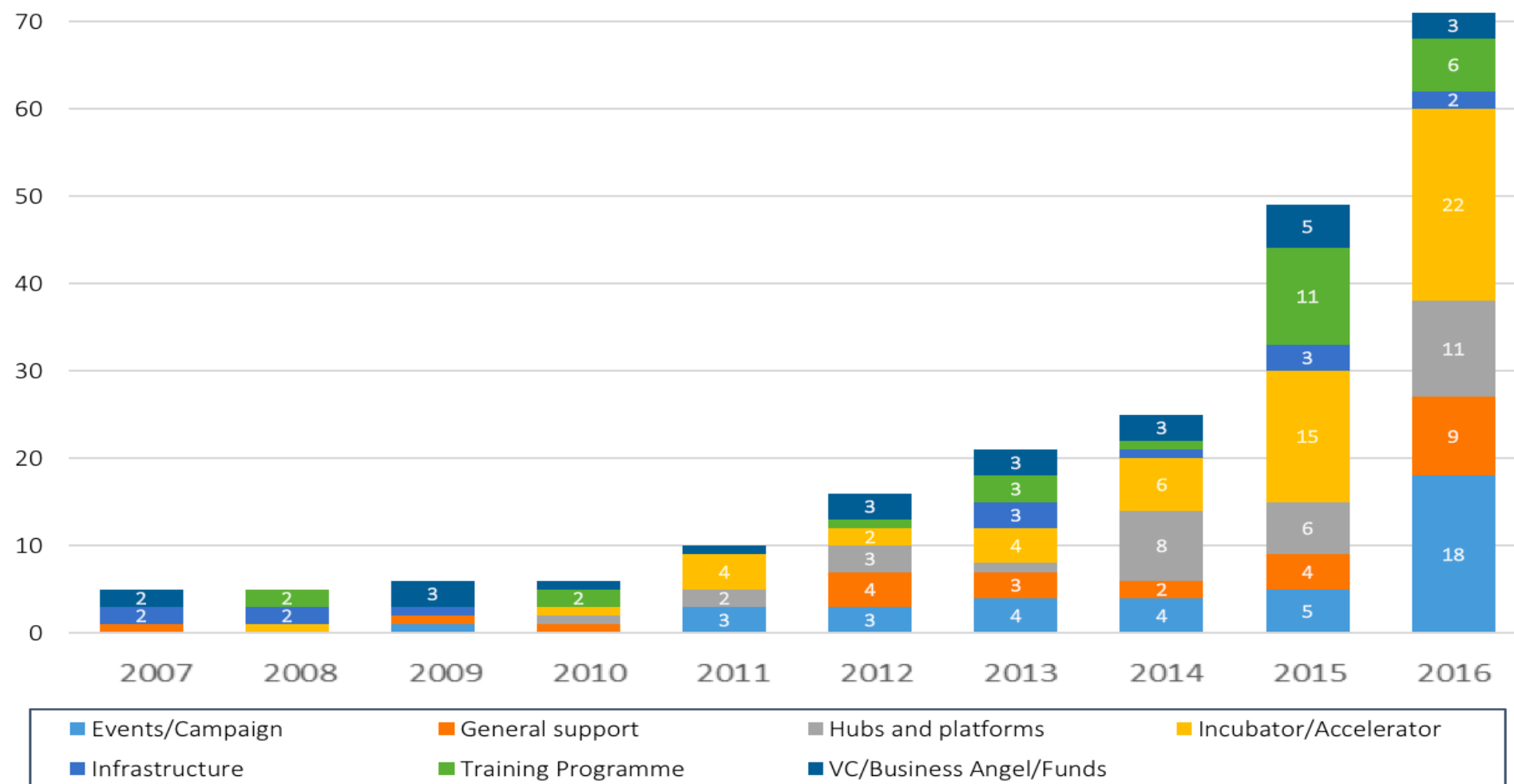
Focus on High-Tech

- Firms offering ICT specific products or services, or whose business model is dependent on ICTs/Internet.
- The focus on using technology as a tool enables and ensures a possible global scalability beyond a market physical boundaries

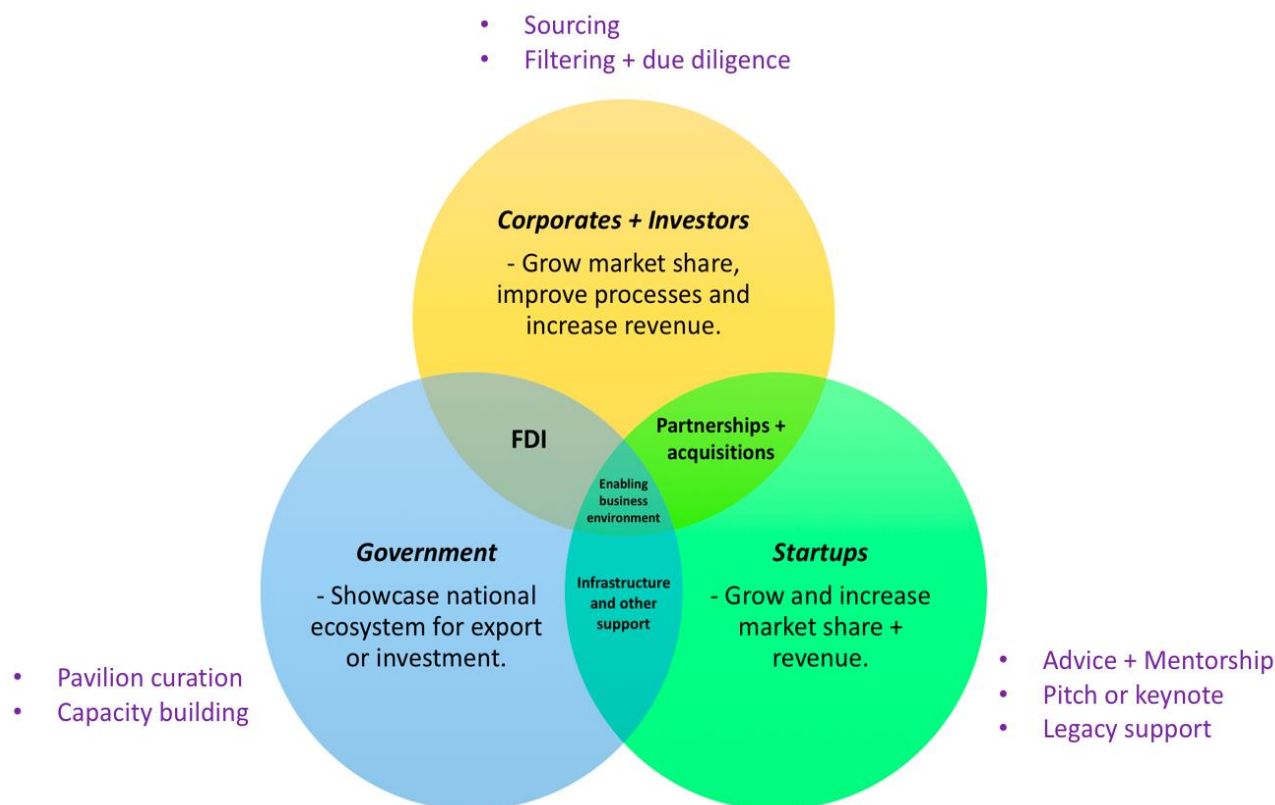
Social Impact

- Firms with products or services delivering a social impact are preferred.
- This ensures sustainable development goals objectives and also a global need which adds on the scalability potential

ITU Telecom SME programme: Scale-up SMEs



ITU Telecom SME programme:



To support the participation of SMEs at the event, ITU will assist national pavilion organizers to identify the key SME aggregators in their local ecosystems through an initial mapping. These include the local incubators/accelerators, tech hubs, venture capital and private equity firms, and corporate entities with a strong open innovation programme. Through these aggregators, national pavilion organizers can identify and reach out to the right profile of SMEs who could be invited to join the pavilion.

ITU Telecom SME programme: What is it about?



ITU
Telecom
World
Awards



Innovation Space:
Forum Sessions

Networking and
Matchmaking



SME Masterclasses



SME
Pitching
sessions





The ITU Telecom World Awards celebrate innovative ICT-based SMEs and industry initiatives with real social impact — offering UN recognition, global visibility, partnership and networking opportunities

- ★ ITU Telecom World Global SME Award
- ★ ITU Telecom World Industry Award
- ★ ITU Telecom World Government Award
- ★ ITU Telecom World Host Country SME Award

How to take part?



Participate by bringing your SMEs
ITU will assist you to pick up the most relevant participation option.
Contact participate.telecom@itu.int

Government Award:

Organizing a National Pavilion with 3 or more SMEs who take part in the Awards programme.



Promote to your Scale-ups and SMEs associations.
ITU will help you to promote the programme to your SMEs.
Contact participate.telecom@itu.int to get promotional materials.

The Government Award winner will be the National Pavilion with the SMEs who scored the highest average score during the Global SMEs Awards pitching.



Attend Come and visit to see ITU Telecom World 2019 @Budapest, Hungary.

Registration will be open in June at
telecomworld.itu.int



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Budapest 9–12 September

We look forward to seeing you in Budapest, Hungary, in September!

telecomworld.itu.int

Awards: <https://youtu.be/RvciIEIPi0U?t=59>

SME Programme: <https://youtu.be/IYje5pWMO3s?t=68>