

The Switch Off in Germany

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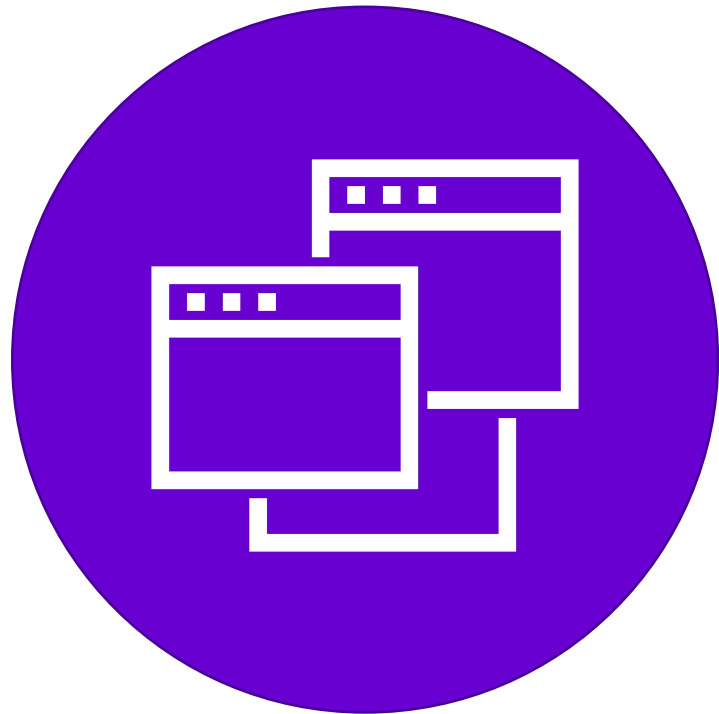




Thomas Schröder

- 15 years experience in telecommunications
- Commercial Director in Gamma Germany
- Here to share experiences from the switch off in Germany

Challenges businesses faced



Compatibility
Investment in
new hardware
and side effects
for certain
systems



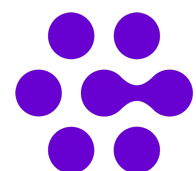
Time Commitment
A new technology
means time
investment of
resources



**Training &
education**
Employees must
be trained for new
systems



Cost situation
Cost intense in
short term but
long term
improvement



Key take aways from the German Switch-Off

- **Act early**
 - Especially for solutions to cover your needs
 - You don't want to end up choosing the 2nd or 3rd best option
- **Seek for advice**
 - Talk with experts in your business or with external experts if needed
- **Cost are important but...**
 - This is also a chance for significant improvement

