



Municipalities Addressing Financial Challenges

Arvind Satyam

Managing Director, Smart Cities & IOT

Twitter: @ChasinArv



PPPs common for Core Infrastructure



Digital Infrastructure PPP newer



Cities Have Traditionally Addressed These Issues in Silos

Every city department makes investments independently resulting in:

- No sharing of infrastructure costs and IT resources
- No sharing of intelligence/information, e.g., video feeds, data from sensors, etc.
- Waste and duplication of investment and effort
- Difficulty in scaling infrastructure management

**Traffic
management**



**Public
safety**



**City
lighting**



**Pollution/
environment**



**Waste
management**

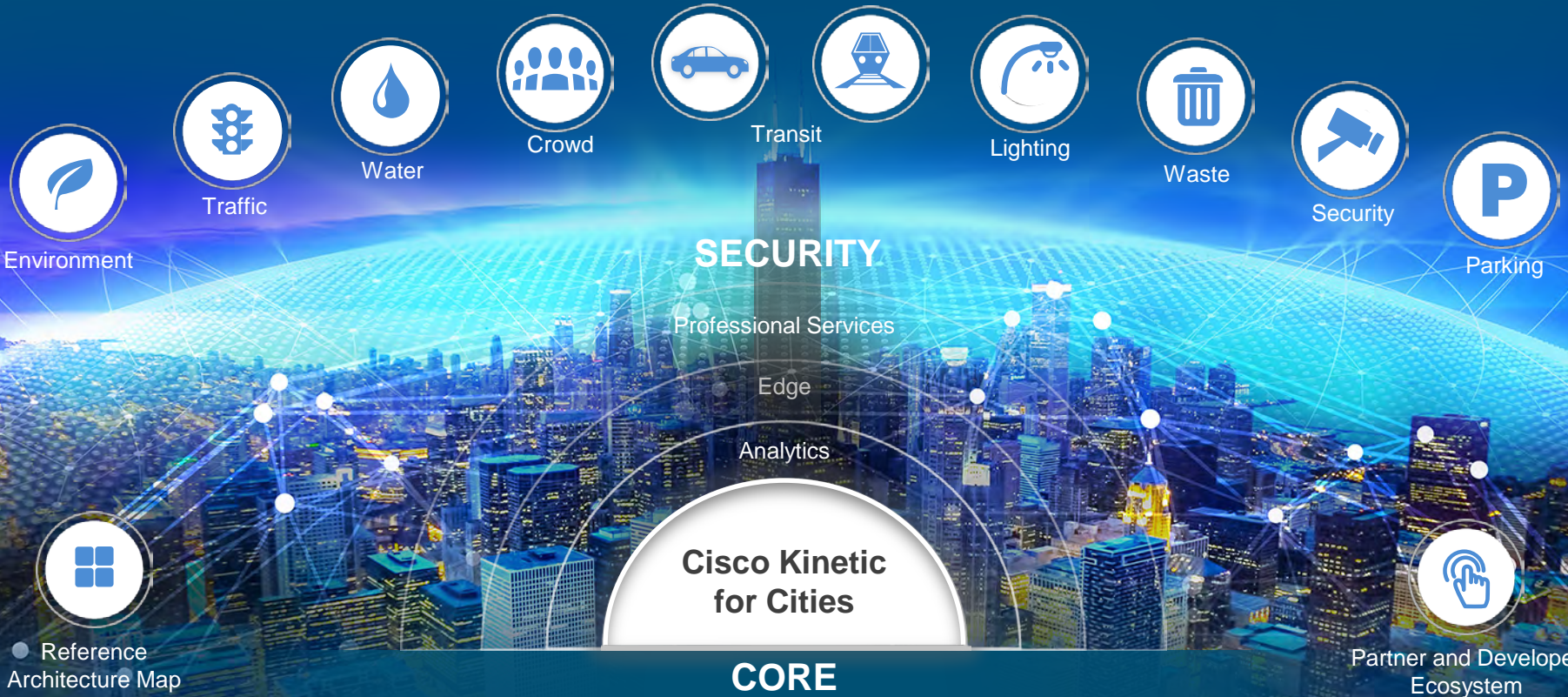


**Parking
optimisation**



This fragmented approach is inefficient, has limited effectiveness, and is not economical

The Digital Blueprint for Cities & Communities



Digital Network Architecture | Data Center and Cloud | Collaboration

Some economic benefits from scaling IOT solutions for Urban Infrastructure

- **70%-80%** savings in Street Lighting costs
- **50%-60%** reduction in Carbon Emissions
- **20%-30%** increase in Parking Revenue
- Free Wifi services to Citizens
- Incremental revenue through **Location based Advertising / Wifi Offload**
- Leverage existing infrastructure to deploy Smart Traffic & Security solutions

City Infrastructure Financing Acceleration Program

1. Groundbreaking program to fast-track smart city initiatives
2. **\$1B of debt and equity finance** available through Cisco and its partners
3. Offers financing solutions to **municipal customers, systems integrators, telco services providers and urban operators**
4. Includes traditional financing solutions like loans & leases, “As a service” financing, consumption based financing
5. New options include **rev share financing** and **equity financing** into PPP vehicles





THERE'S NEVER BEEN A
BETTER TIME

to make cities smarter