



„LIEBER KÜNSTLICH INTELLIGENT ALS NATÜRLICH DUMM“

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LIFE IS FOR SHARING.

Telekom
Innovation
Laboratories



#BLOCKCHAIN

#INTELLIGENCE

#EXPERIENCES

SUSTAIN-
ABILITY
AI

QUANTUM
AI

CYBER
SECURITY
AI

AI FOUNDRY

DEVELOPMENT + EXPLORATION

MVP

MID-TERM

PULL

EXPLICIT FOCUS

OPPORTUNITY

LONG-TERM

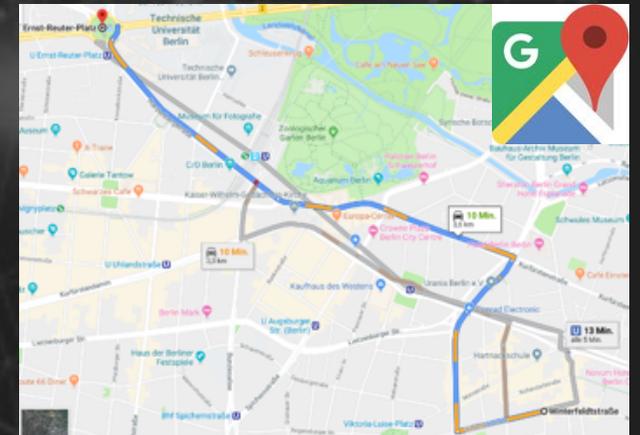
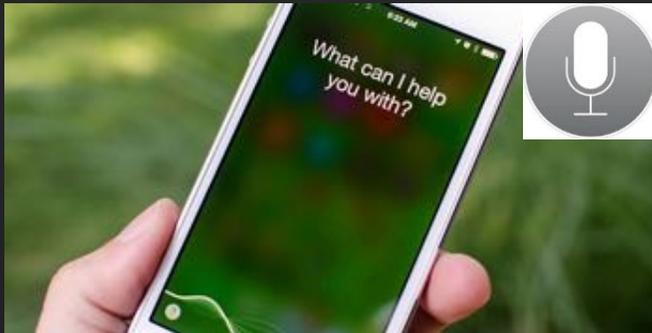
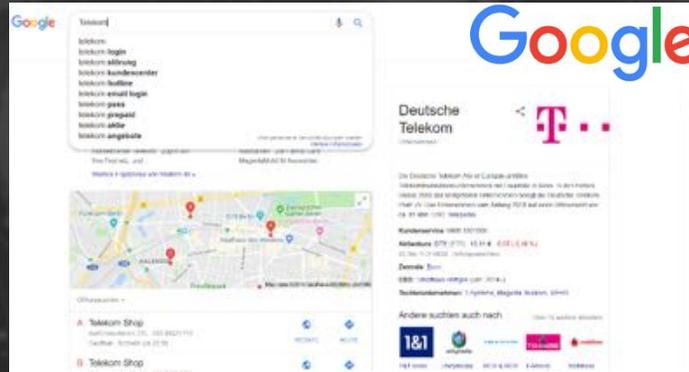
PUSH

WIDE APPLICATION

TREND RADAR



AI EVERYWHERE!



NEXT GENERATION AI



AI FOR TELCOS

AI APPLICATION AREAS



VIRTUAL ASSISTANTS

- “Human touch”-like services in customer journey
- 24/7 problem solving
- Automated & improved CRM incl. self service



AGENT & CRM SUPPORT

- Sales agent support
- Customer churn prediction & prevention
- Work force optimization



INTERNAL PROCESSES

- Security & fraud management
- Financial forecast automation
- Product & pricing adjustments
- Revenue assurance & debt collection



NETWORK

- (Automated) network planning & optimization
- Zero-touch operations
- Predictive maintenance



PRODUCTS

- Product recommendation engines
- Personalization (e.g. of TV content)
- Capacity/availability Improvements

AI CORE THEMES

INTERACTING WITH PEOPLE

SUPPORTING PEOPLE

SOLVING COMPLEX PROBLEMS

BECOMING PART OF PRODUCTS



Telekom **Innovation Laboratories**

#INTELLIGENCE



DANGER
THIN ICE

AI UNDER ATTACK

Cybersecurity heads the lists of AI-related concerns

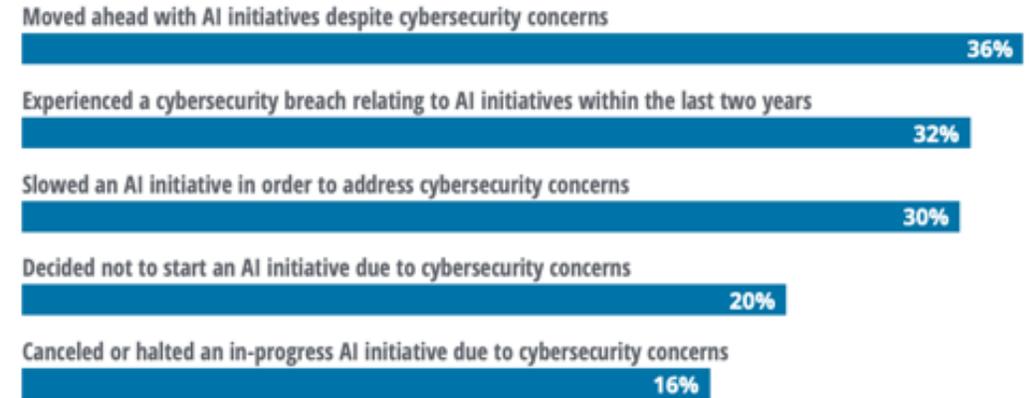
Potential AI risks of top concern to companies: Ranked 1-3, where 1 is greatest concern

	Ranked 1	Ranked 2	Ranked 3	Ranked top three
Cybersecurity vulnerabilities of AI	23%	15%	13%	51%
Making the wrong strategic decisions based on AI	16%	13%	14%	43%
Legal responsibility for decisions/actions made by AI systems	11%	15%	13%	39%
Failure of AI system in a mission-critical or life-or-death context	13%	14%	12%	39%
Regulatory noncompliance risk	12%	15%	10%	37%
Erosion of customer trust from AI failures	11%	11%	11%	33%
Ethical risks of AI	10%	12%	10%	32%

Source: Deloitte State of AI in the Enterprise, 2nd Edition, 2018.

Cybersecurity threats are giving some companies pause

Effect of cybersecurity concerns on companies



Source: Deloitte State of AI in the Enterprise, 2nd Edition, 2018.

AI UNDER ATTACK

ATTACK



Models can be fooled through **malicious input by adversaries**

BIAS



Bad data used to train AI can contain implicit racial, gender, or ideological biases

PRIVACY



Risk of **breach of proprietary data** through attacks on AI models





STAY HUMAN



- We are **responsible**
- We **care**
- We put our **customers first**
- We are **transparent**
- We are **secure**
- We **set the grounds**
- We **keep control**
- We foster the **cooperative model**
- We **share** and **enlighten**

**WE MUST TURN
OUR ETHICAL
AMBITIONS INTO
VERIFIABLE
ACTIONS.**



LIFE IS FOR SHARING.

BE RESPONSIBLE

DATA IS THE CORE



FROM DATA TO ACTIONABLE INSIGHTS

DATA RELATED CHALLENGES & VALUE GENERATION POTENTIAL

- How to **deal with data** volume, velocity, veracity, variety (structured/ unstructured, real-time/non real-time)
 - to store
 - to move
 - to integrate
 - to search
 - to transform

- How to **make sense of data**?
 - to know what happened (hindsight/oversight)
 - to understand & explain why (insight)
 - to forecast (foresight)

- How to **translate insights to business value**?
 - How to make insights actionable?

From Data to Insights: Challenges

Actual business value generation



Data sources

Collect



Process



Analyze



Exploit
Valuable Insights
Decisions
Actions



DATA GOVERNANCE

- How is data ownership defined?
- How to manage data usage and privacy legislation requirements?

- How to maintain data quality and integrity?
- How to manage and control data access?
- How to ensure cross NatCo use case?



LIFE IS FOR SHARING.

TRANSPARENCY LEADS TO TRUST

The screenshot shows the Telekom website's 'Datentransparenz' (Data Transparency) page. The header includes navigation links for 'Privatkunden', 'Geschäftskunden', 'T Online', 'E-Mail', 'Kundencenter', 'Hilfe & Service', and 'Mehr'. A pink navigation bar contains the Telekom logo and the slogan 'ERLEBEN, WAS VERBINDET.'. Below this, there are menu items for 'UNTERWEGS' (Mobilfunk, Smartphones), 'ZUHAUSE' (DSL, TV, SmartHome), 'MAGENTA EINS' (Jetzt Vorteile sichern), 'SERVICE' (Hilfe, Kontakt), and 'LOGIN' (Kundencenter). The main content area features an illustration of diverse people and the title 'Ihre Daten bei der Telekom'. A text block explains the importance of data transparency. Below, a section titled 'Personendaten' lists contact, contract, and billing data, with a 'Mehr anzeigen' link.

Privatkunden Geschäftskunden T Online E-Mail Kundencenter Hilfe & Service > Mehr

T . . . ERLEBEN, WAS VERBINDET.

UNTERWEGS
Mobilfunk, Smartphones

ZUHAUSE
DSL, TV, SmartHome

MAGENTA EINS
Jetzt Vorteile sichern

SERVICE
Hilfe, Kontakt

LOGIN
Kundencenter

start site > **Datentransparenz**

Ihre Daten bei der Telekom

Sie haben uns Ihre Daten anvertraut. Das bedeutet uns sehr viel. Schließlich sind Daten heute ein wichtiger und sensibler Punkt in der Beziehung zu Ihnen. Deshalb haben wir einige unserer Kunden zum Thema Datenschutz persönlich befragt und unsere Antworten auf die wichtigsten Fragen hier übersichtlich zusammengestellt.

Personendaten

Ihre Personendaten bestehen aus drei wesentlichen Teilen: Ihren Kontaktdaten, Vertragsdaten sowie Rechnungsdaten.

[Mehr anzeigen](#)

MARKET RESEARCH ON MULTIPLE LEVELS



> 20 STUDIES
3 SURVEYS
2.000 RESPONDENTS
10 SPRINTS
31 PILOT USERS



HIGH ACCEPTANCE WITH CUSTOMERS

“Data Cockpit would foster my brand loyalty, being a reason to pay more for the service.”

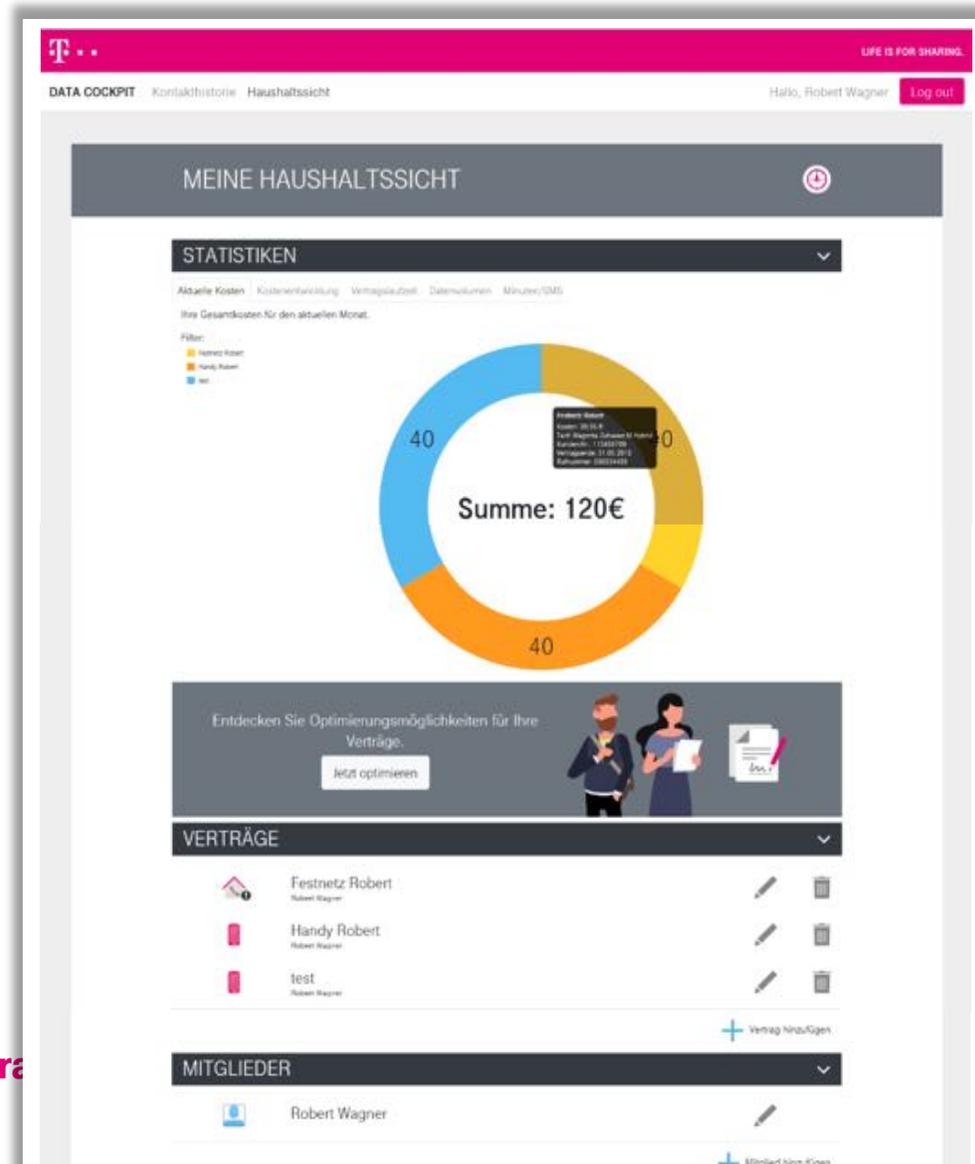
“Data Cockpit which informs on such a sensitive topic is highly relevant & it strengthens my trust.”

“Data Cockpit is clear, concise and honest.”

Source: UDI Workshop Sessions - Customer Sprint Club, Okt/Nov
2016, 31 participants



CUSTOMER BENEFITS LEAD TO WILLINGNESS TO SHARE



EXAMPLE: CUSTOMER SERVICE



OVERVIEW & EXAMPLES OF THREAT SCENARIOS

BIAS

Chatbot became racist



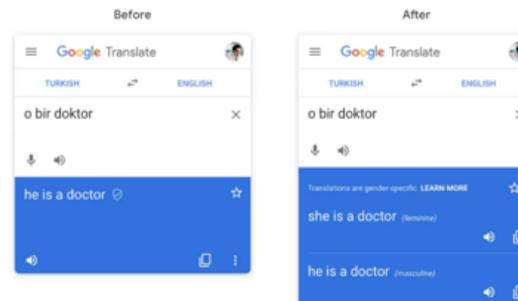
- Tay, an artificially intelligent chatbot with the personality of a flippant 19-year-old, was released in 2016
- The goal was to train the bot by letting users interact with it through social media channels
- Users soon figured out how to make Tay say awful and racist things and Microsoft took it offline in less than a day



Gender bias in translation



- As Google Translate learns from content that is already on the web, it tends to reproduce gender-based assumptions in language
- The classic example in language is that a doctor is perceived as male and a nurse is female
- If these biases exist in a language then a translation model will learn it and amplify it



Facial recognition fail



- A Nikon camera asked its Asian users if someone blinked in the photo – but no one did
- A algorithm can be trained to look for common features in faces, or more specifically, their shadows



OVERVIEW & EXAMPLES OF THREAT SCENARIOS

ATTACKS

CEO Fraud with fake voice



- Lyrebird's voice imitation software has made a fraud of 220,000 euros possible
- The managing director of a British energy company, believing his boss was on the phone, followed orders to wire money to an account in Hungary
- The AI software can learn the voice of a person within a few minutes and then imitate it

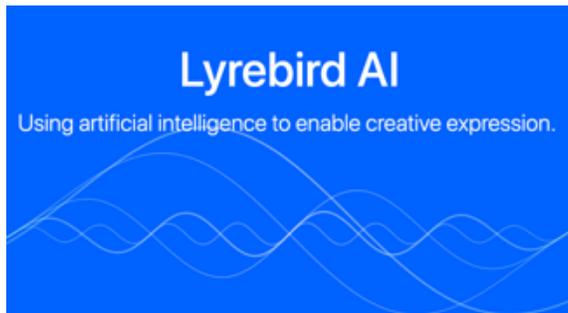
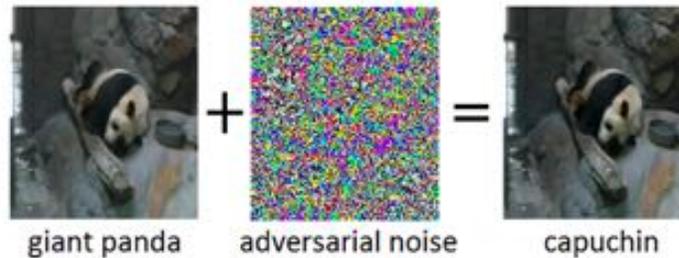


Image manipulation

- The addition of a small amount of adversarial noise to the image of a giant panda leads the DNN to misclassify this image as a capuchin
- The added noise in the adversarial example is imperceptible to a human
- Often, the target is misclassification or a specific incorrect prediction which would benefit an attacker



Poisoning auto-complete

- An adversary employs a Sybil attack to poison a web browser's auto-complete function
- It suggests the word "fraud" at the end of an auto-completed sentence with a target company name in it
- Sybil attacks use multiple 'sock puppet' accounts controlled by a single entity to violate the integrity of a system

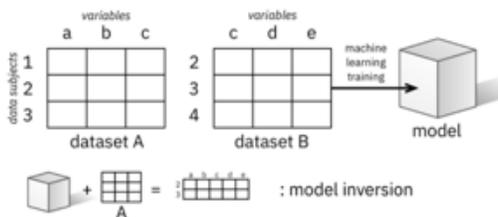


OVERVIEW & EXAMPLES OF THREAT SCENARIOS

PRIVACY

Inferring personal data

- Attackers have access to some personal data belonging to specific individuals included the training data
- They can infer further personal information about those same individuals by observing the inputs and outputs of the ML model
- The information attackers can learn goes beyond generic inferences about individuals with similar characteristics



Reconstructing images of faces

- Attackers could reconstruct images of faces that a Facial Recognition Technology (FRT) system has been trained to recognise
- FRT systems are often designed to allow third parties to query the model
- When the model is given the image of a person whose face it recognises, the model returns its best guess as to the name of the person, and the associated confidence rate



Membership inference

- Membership inference attacks allow malicious actors to deduce whether a given individual was present in the training data of a ML model
- If hospital records are used to train a model which predicts when a patient will be discharged, attackers could use that model in combination with other data about a particular individual
- They can work out if the individuals were part of the training data.

