

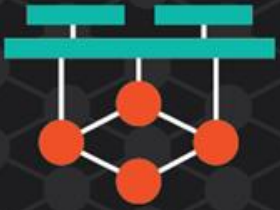


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# Transformation of CSPs To Access And Service Agnostic Platformers

Faiz Alam



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## Introduction

- Everyone who needed a connection is more or less having it
- The subscriber ownership would change as well with eSIM/vCPE
- In order to grow further, CSPs need to transform themselves from being just a **Connection Provider** to **Platformers** offering, any **Service**, over any **Access** type, using one of the **Network Slices**, accessible from any **Device**, and from any **Location** – fixed/mobile

# The Platformers of Past Three Industrial Revolutions



Assembly Line- Manufacturing Platform



Railway- National Mobility Platform

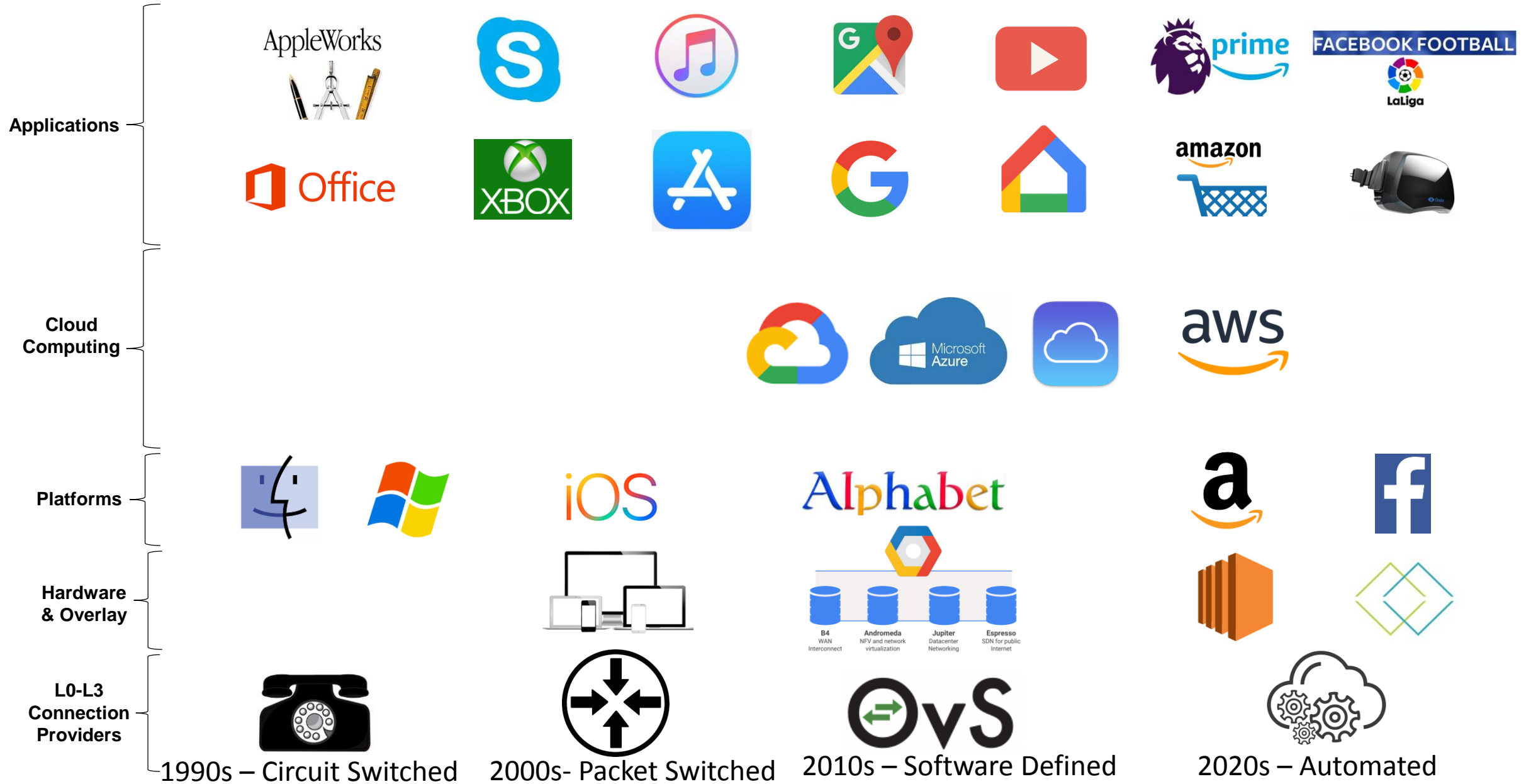


Airport- Global Mobility Platform

Growth comes from additional services over the top of a platform



# The Platformers of Past Three Decades

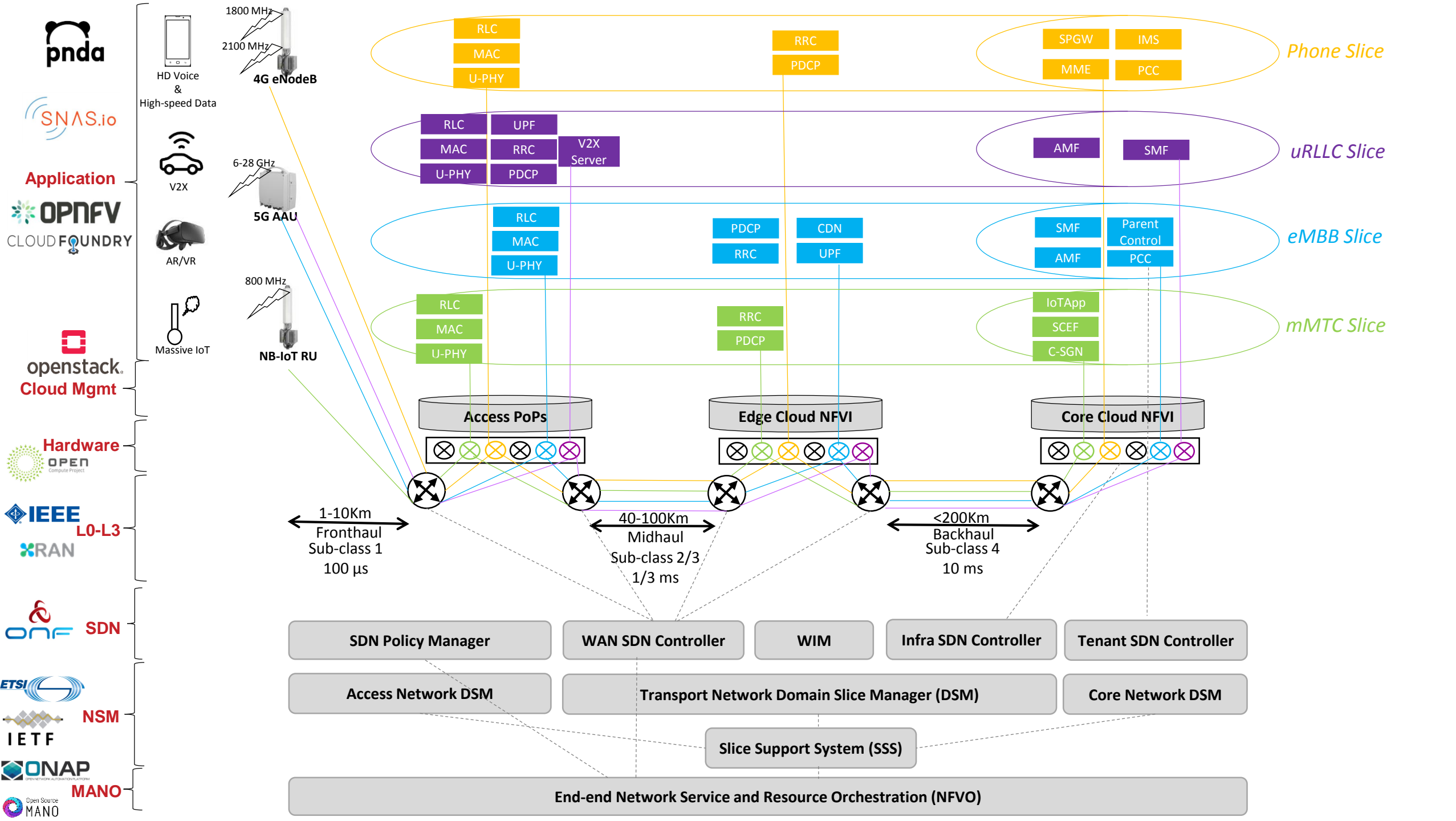




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# Time To Transform for CSPs

- Connect 5 dots of 5G – NFV, SDN, CUPS, MEC, and Network Slicing
- Build the full deck with open source communities
- Distribute functions horizontally and layer services vertically
- Evolve towards cloud-native architecture



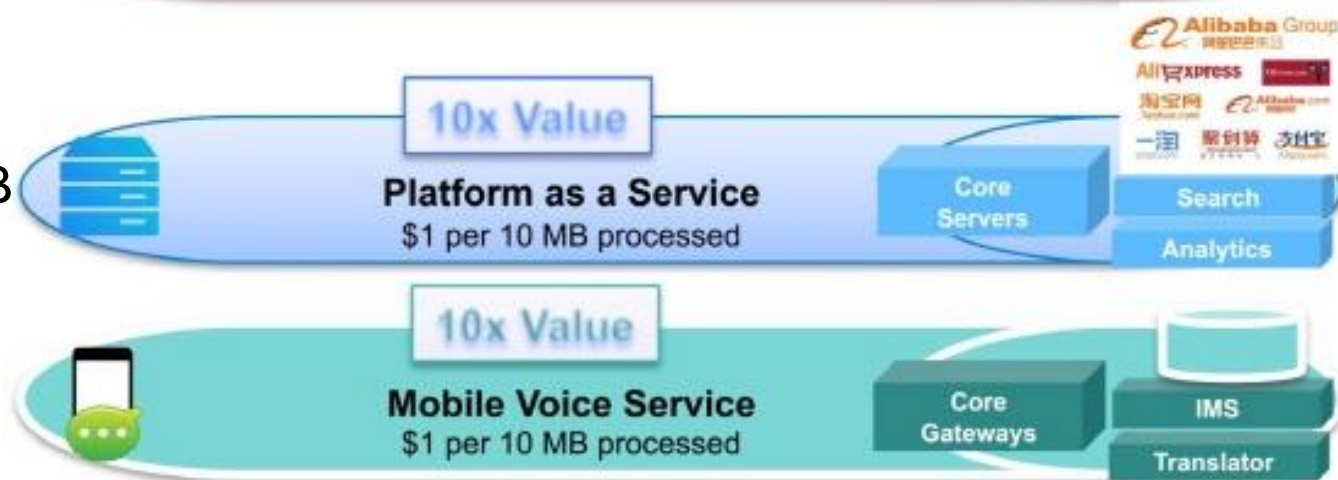


# CSP's Gateways Vs Platformer's Hosting

**Telcos:** \$10 for a 1GB data plan



**Alibaba:** \$18 B GMV with 180PB



When the Telco infra is used as a Platform hosting an IMS, and serving HD voice call, it generates **10X**



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## Conclusion

- The future is all about **Platformers** who can expand their
- **Horizon** across an array of **Industries**
- By **Hosting** and **Interconnecting** them, and
- By **Collecting** and **Processing** data, and serving in **Real-time**





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**Thanks! Questions?**