



Cloud, EDGE, and 5G

How open innovation will shape the future of telecom?



Ir Ts Azizi Hadi

COO
Telekom Malaysia



Dheeraj Sharma

SVP Networks,
Reliance Jio



Rashim Kapoor

SVP, Core Networks
Bharti Airtel



James Feger

General Manager,
Service providers, F5



Asia Pacific Telecom Summit 2021:

The Next Frontier

Key takeaways

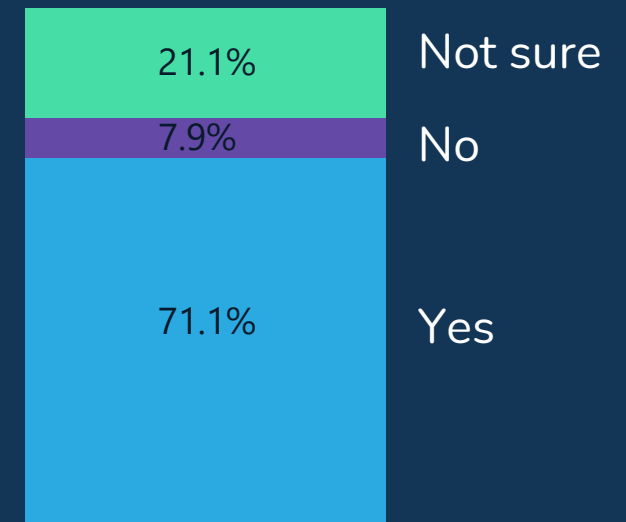
1. Boundaries between operators' network and IT resources are disappearing
2. Leverage public cloud as much as possible; balance security & regulatory challenges with private cloud
3. EDGE is central & essential for 5G to reach its full potential
4. Telco's gain confidence in new revenue streams with 5G
5. Cloud will be big part of service provider growth opportunity
6. Ability to execute partnerships is critical in a digital ecosystem

1

Boundaries between operators' Network & IT resources are disappearing

- 71.1% of survey participants believed a telco's networking and IT resources will be merged
- Rapid virtualization of core, transport, and access networks is adding to the trend

Will your organization have a common underlying IT and network infrastructure by 2023?



Count =48

2

Leverage public cloud as much as possible; balance security & regulatory requirements with private cloud

Migrating telco workloads: choosing public, private, and hybrid cloud?

Telecom operator must optimize resources and workloads particularly for 5G. The cloud strategy demands a balanced mix of public, private, and hybrid cloud environments

Applications that perform well on standard CPUs such as service assurance, billing, and charging are moving to public cloud

Private cloud fits network functions and mission-critical business applications that require higher level of observability, control, fault-tolerance, specialized compute resources & high availability

3

EDGE is central & essential for 5G to reach its full potential

Proximity to end user and existing infrastructure are the greatest assets for operators building EDGE platforms. Operators should focus on answering two questions:

Where to partner?

Where to build?

- Operators must use EDGE as catalyst to building a community of application developers on their platforms
- Win in the 5G B2B segment by enabling customization of specific applications

4

Telco's gain confidence in new revenue streams with 5G

Balance and capitalize 5G based on local market environment

eMBB and FWA to expand connectivity in emerging Asia

enhanced mobile broadband (eMBB) and fixed wireless access (FWA) for improved broadband services in remote and densely populated areas

More mature markets are seeing implementation of advanced use cases



Smart Campus

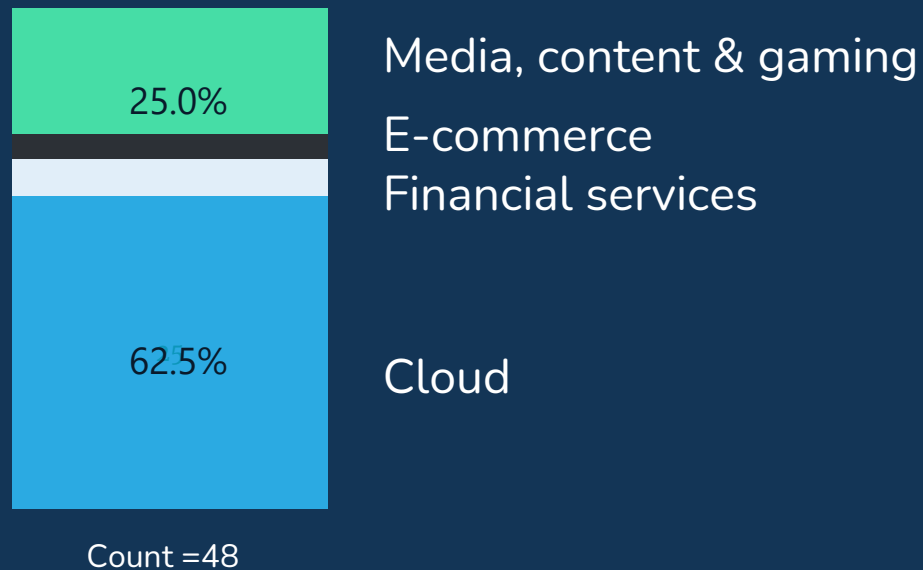


Smart city

5

Cloud will be big part of service provider growth opportunity

Which growth segments are telecom service providers most likely to succeed in the next 5 years?



- 62.5% of survey respondents see cloud as a key offering from telecom operators
- Having EDGE platforms that support multiple users and use cases will be important

6

Ability to execute partnerships is critical in a digital ecosystem

End-to-end partner ecosystem is critical for developing any future use case in 5G

- Telecom operators must not risk doing everything alone
- Become the key point of contact for your enterprise customer will matter
- Balance by learning how much to localize and where to partner

Why adjacencies?

- Curating the best customer experience
- Bundling devices, connectivity, content and applications
- Lowering churn and building lifetime value

CTO's perspective



Edge would be a key differentiator for telecom operators when compared to hyperscalers.

Rashim Kapoor

Senior Vice President, Core Networks
Bharti Airtel



The agility and flexibility to introduce new services, managing increasing workloads across networks in the dynamic environment is giving a big push towards putting everything on cloud.

Dheeraj Sharma

Senior Vice President, Networks
Reliance Jio Communications



We are good in connectivity but in areas where we are going to, there are gaps and having good partners will help us accelerate our go to market.

Ir Ts Azizi Hadi

Chief Operating Officer

Telekom Malaysia



When the world shifted the way work was done, and the people needed to stay home to be safe, the telecom operators were there. We largely didn't miss a beat.

James Feger

General Manager – Service Providers

F5

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reachus@twimbit.com