

# Monetising 5G: How OSS/BSS must change to enable new business models

10am BST/11am CEST/2pm GST

06/05/2021

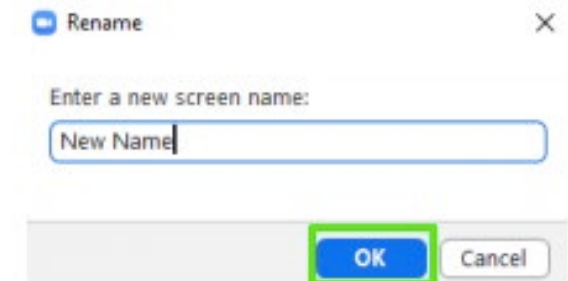
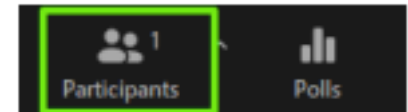
# Welcome! Please change your name while we're waiting for others to join the session

Ideal format: **Name (Company)**

e.g. Dalia Adib (STL Partners)

To change your name:

- 1) Click on the **Participants** button in the zoom window
- 2) Hover your mouse over your name in the participants list on the right hand side of the Zoom window
- 3) Click **Rename**
- 4) Enter the name in the format above and click OK



# Agenda

1	Introductions, housekeeping and aims for the session	Dalia Adib (STL)	10:00 – 10:10
2	STL Partners presentation - Monetising 5G: How OSS/BSS must change to enable new business models	Tilly Gilbert (STL) Reah Jamnadass (STL)	10:10 – 10:30
3	Discussion groups		10:30 – 11:10
4	VoltDB presentation - Powering telco in the age of 5G	David Flower (VoltDB)	11:10 – 11:20
5	Wrap up and final questions	Dalia Adib (STL)	11:20 – 11:30

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# STL Partners helps our clients innovate, grow, and stay ahead of existing and new competition in a digital world



Research



Consulting



Events

# VOLTDDB

# Our guiding principles for the workshop

1

**Conspicuous**

Video on if possible 😊

2

**Cross-examine**

Questions are welcome! Please ask at any point

3

**Challenge**

...the idea not the person

4

**Contribute**

Lessons learned, knowledge, perspectives

5


**Chatham House rules**

Open exchange of views and ideas under Chatham House rules

# Agenda

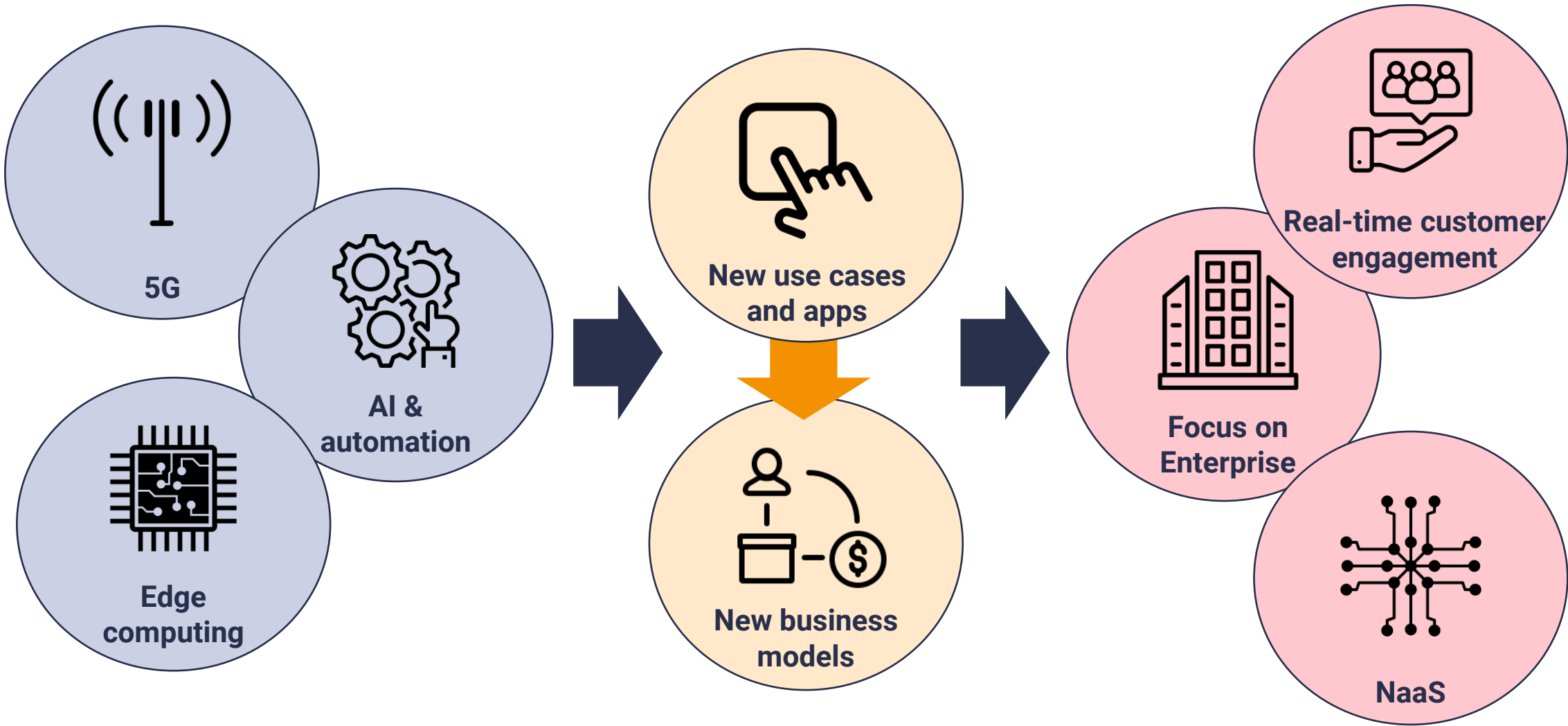
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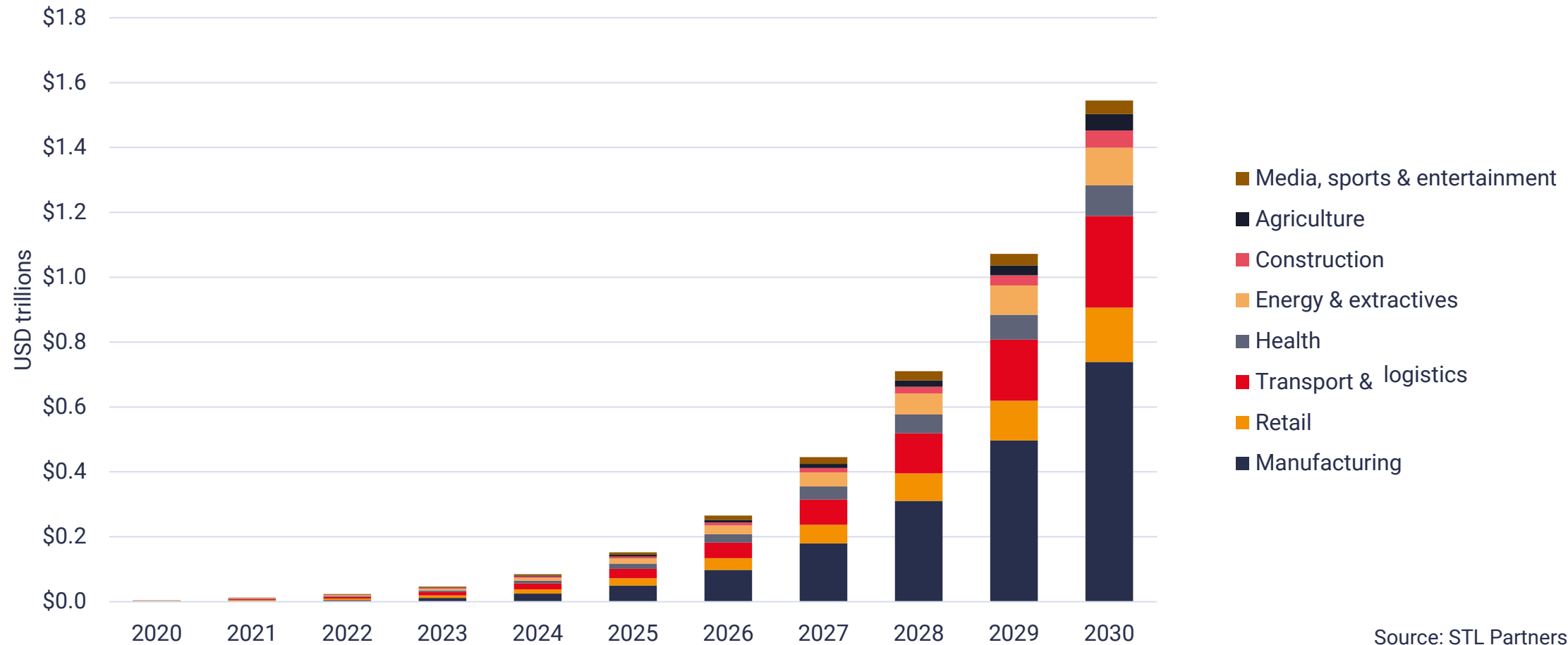
# **Monetising 5G: How OSS/BSS must change to enable new business models**

5G is going to change how connectivity is used and which technologies are required to enable it



# 5G has the potential to add value to many industries globally, but telcos are still working out how to monetise

Benefits to industry from 5G enabled use cases

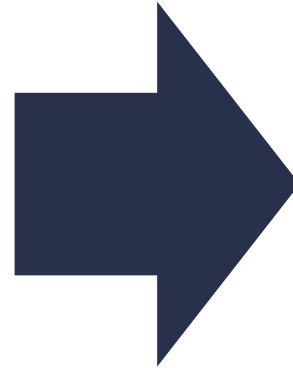
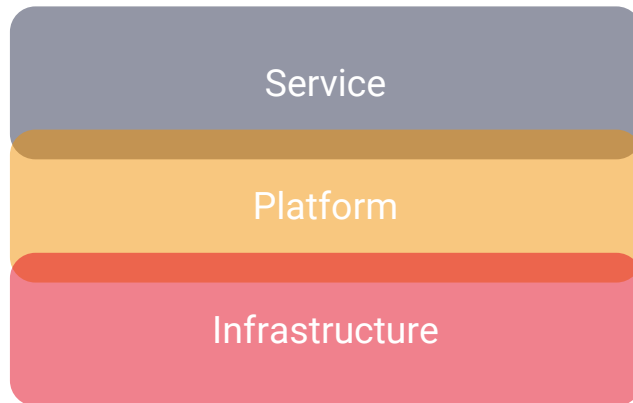


Source: STL Partners

# This will need to be supported by more flexible, open systems from both an OSS/BSS and network perspective

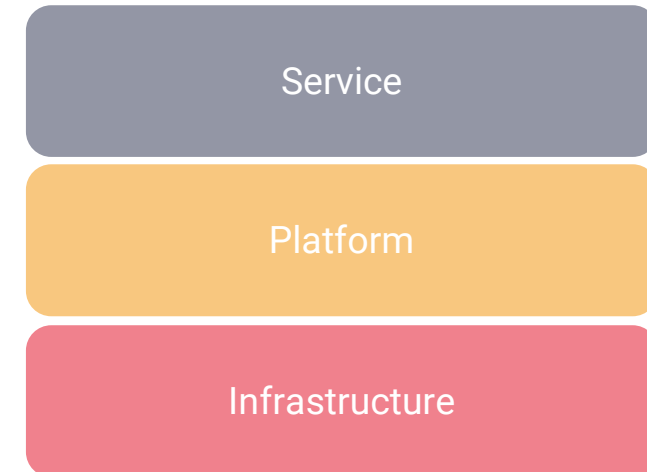
## Now

- Integrated hardware, platform and applications/ software
- High degree of redundancy
- Single supplier focus with bias to proprietary solutions

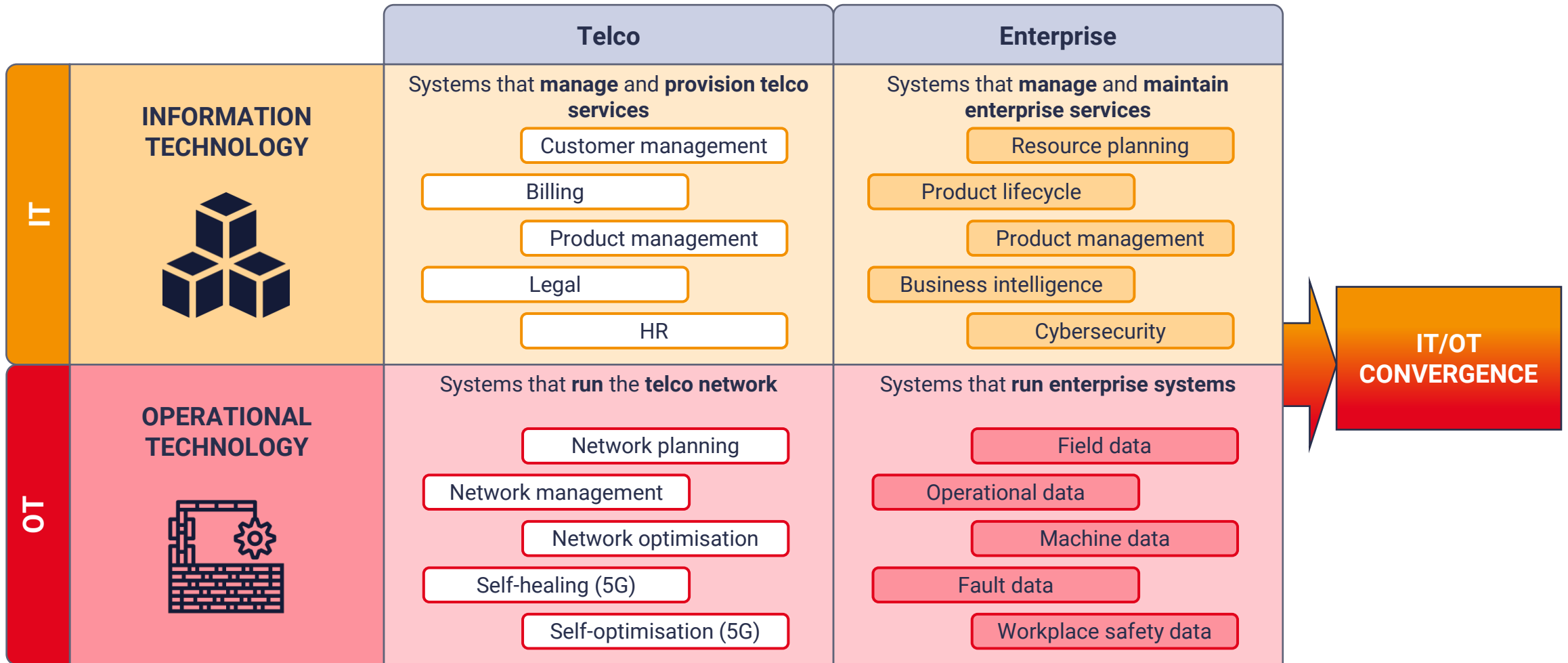


## Future

- Open, flexible, interoperable microservices
- Cloud business model – XaaS
- Several suppliers with best of breed in each area

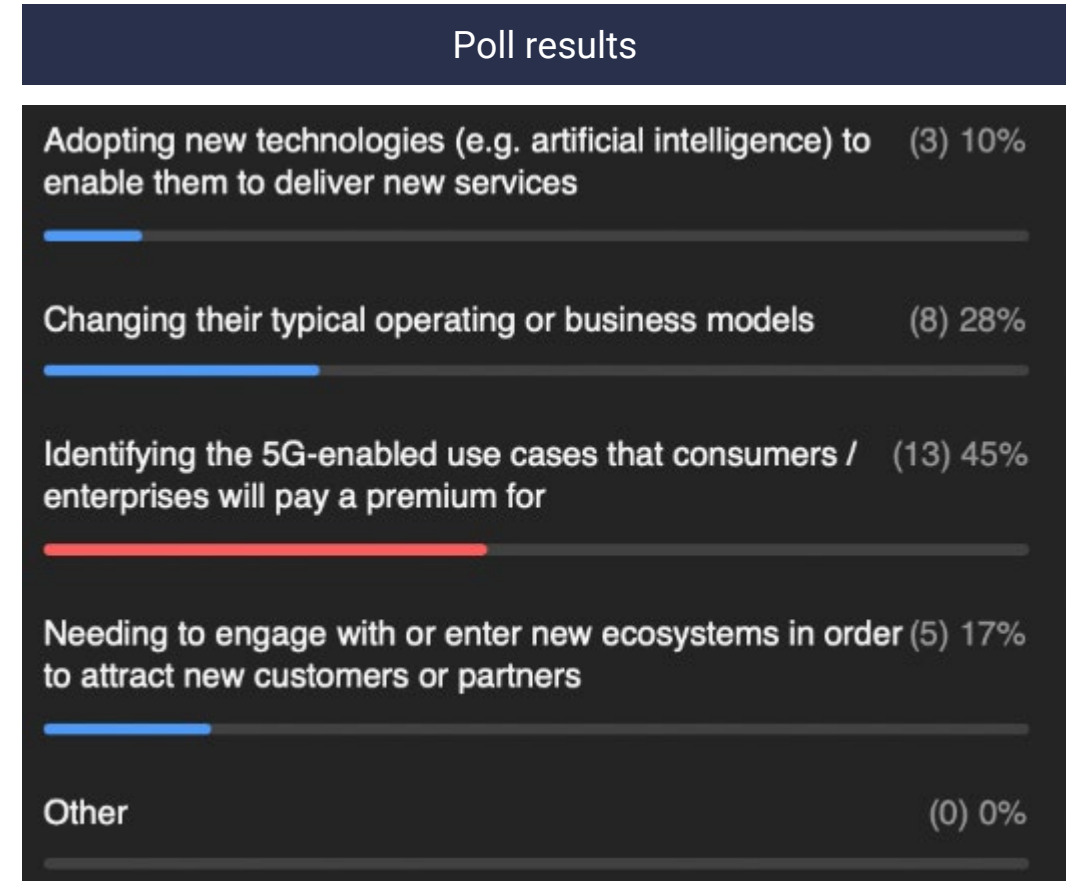


# And will push IT and OT systems towards convergence



# Poll: What is the one biggest challenge you believe the telecoms industry faces in monetising 5G?

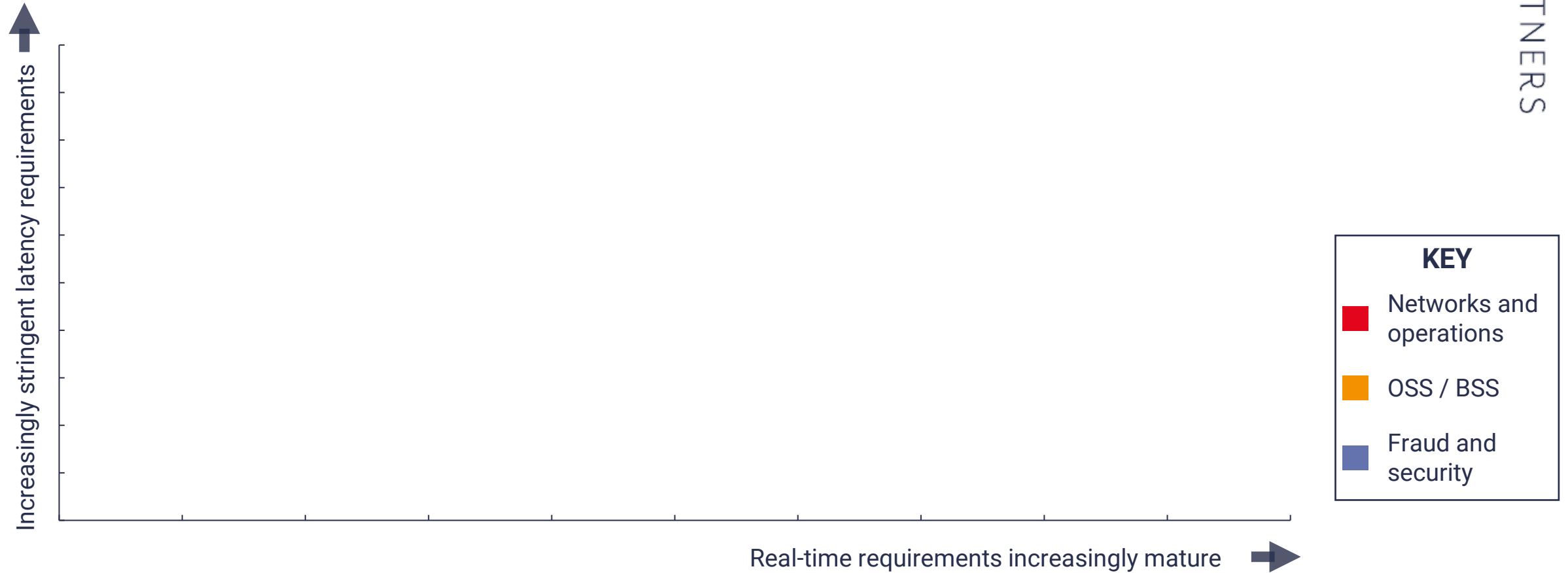
- Adopting **new technologies** (e.g. artificial intelligence) to enable them to deliver new services
- Changing their typical **operating or business models**
- Identifying the **5G-enabled use cases** that **consumers / enterprises** will pay a **premium** for
- Needing to engage with or enter **new ecosystems** in order to attract new customers or partners
- Other



# Enterprise verticals identify 5G-enabled low latency applications as delivering significant value



# While some telco domains have handled real-time data for some time, the latency requirements of others are rapidly evolving





# Handling increased data volumes at a very low latency is one trend that OSS / BSS systems must be prepared for

## Today case

High data volumes mainly driven by voice, messaging and data

Customer bill largely standardised

Time-to-market on new products around 18 months to 2 years

BSS / OSS and core network functions centralised

Batch processing still prevalent throughout systems

## 5G world

Extremely high data volumes driven by massive IoT deployments

Complex customer billing handling requirements like network slicing, highly personalised SLAs etc.

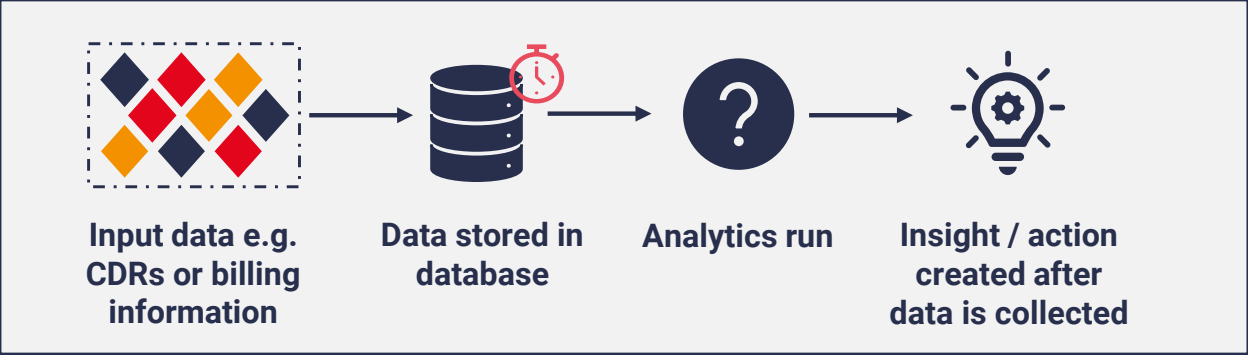
Agile in launching new products – takes a market-driven approach

BSS / OSS and network functions become increasingly distributed

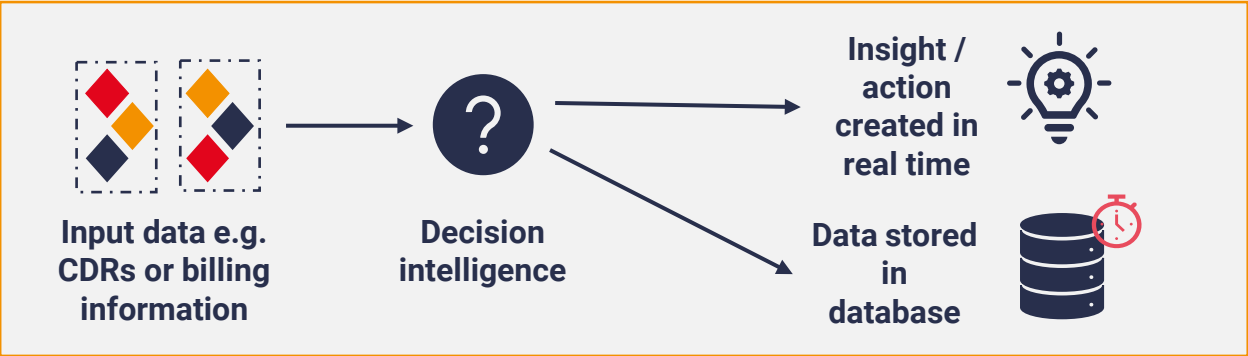
Stream processing must become the norm

# Handling increased data volumes at a very low latency is one trend that OSS / BSS systems must be prepared for

## Batch processing



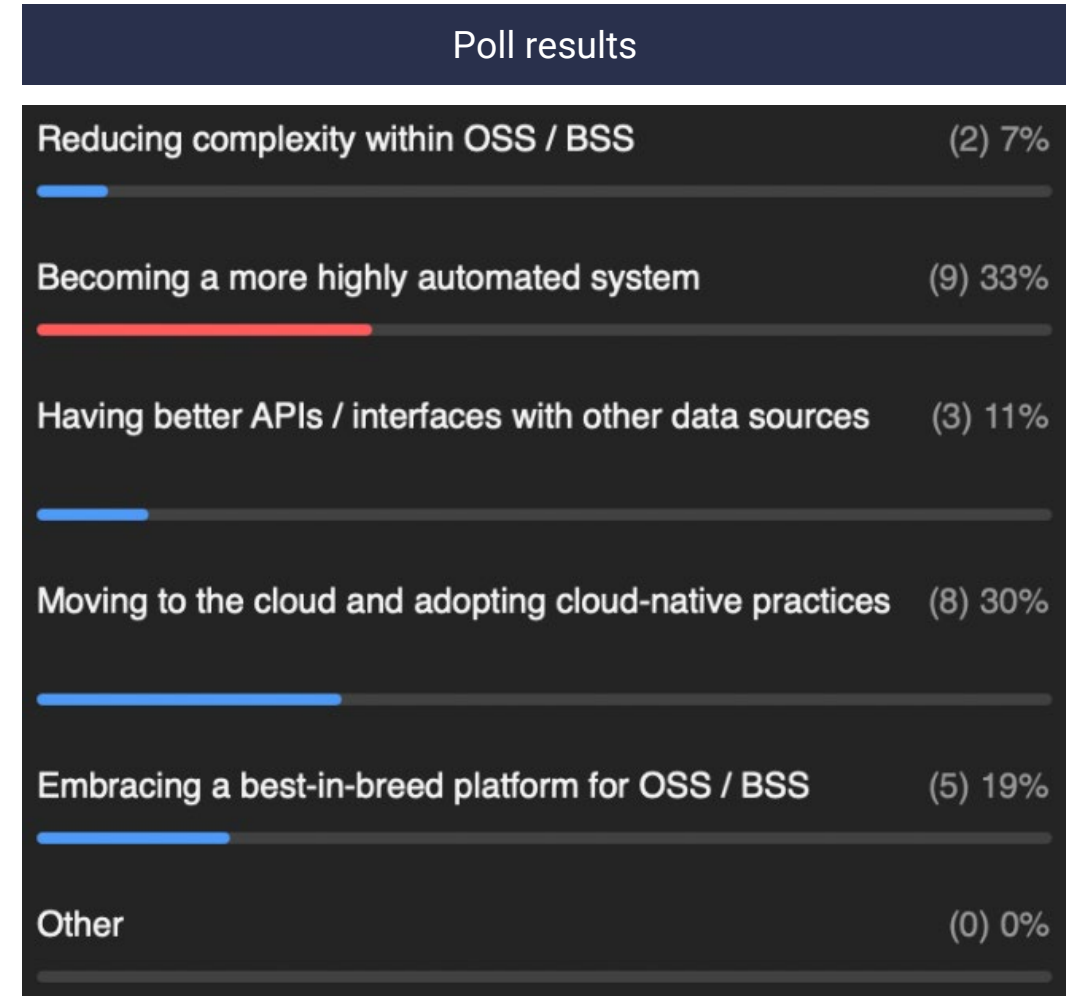
## Stream processing



- ✓ Enables real-time automated actions
- ✓ Opens up revenue opportunities
- ✓ Helps to handle sheer volumes of data

# Poll: What do you believe is the most important change to OSS / BSS that will support 5G monetisation?

- Becoming a more highly automated system
- Moving to the cloud and adopting cloud-native practices
- Having better APIs / interfaces with other data sources
- Reducing complexity within OSS / BSS
- Embracing a best-in-breed platform for OSS / BSS
- Other



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# We will split into smaller groups to have an open discussion on how specific OSS/BSS domains must evolve with 5G

## Time (BST)

10:30

### Briefing

- Outline high-level topics for discussion and format



*Go to breakout rooms*

10:35

### Group discussion

- 4 breakout groups each with a different focus topic
- 5-7 participants per group
- One STL member to facilitate session and guide discussion



*Back to main room*





11:10

### Plenary session

- VoltDB CEO David Flower will deliver a presentation to round off the event

*Summaries of the discussions within the breakout groups will be provided after the event*

# Our discussion group activity will focus on these key areas

Group 1	Group 2	Group 3	Group 4
			
<b>Policy management</b>	<b>Rating and charging</b>	<b>Customer management</b>	<b>Network operations</b>
Advancing policy engines to enable new services for enterprise customers and ensuring QoS	New charging models to meet the needs of 5G use cases and IoT business models	Creating a real-time, engaging and personalised customer experience	Moving to highly automated, configurable 5G network functions, ready for slicing

See you back here at 11:10!

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POWERING TELCO IN THE AGE OF

5G



**VOLTDB**

Because milliseconds matter



# POWERING TELCO IN THE AGE OF

# 5G



ONLINE  
CHARGING



POLICY  
MANAGEMENT



MEDIATION



CVM



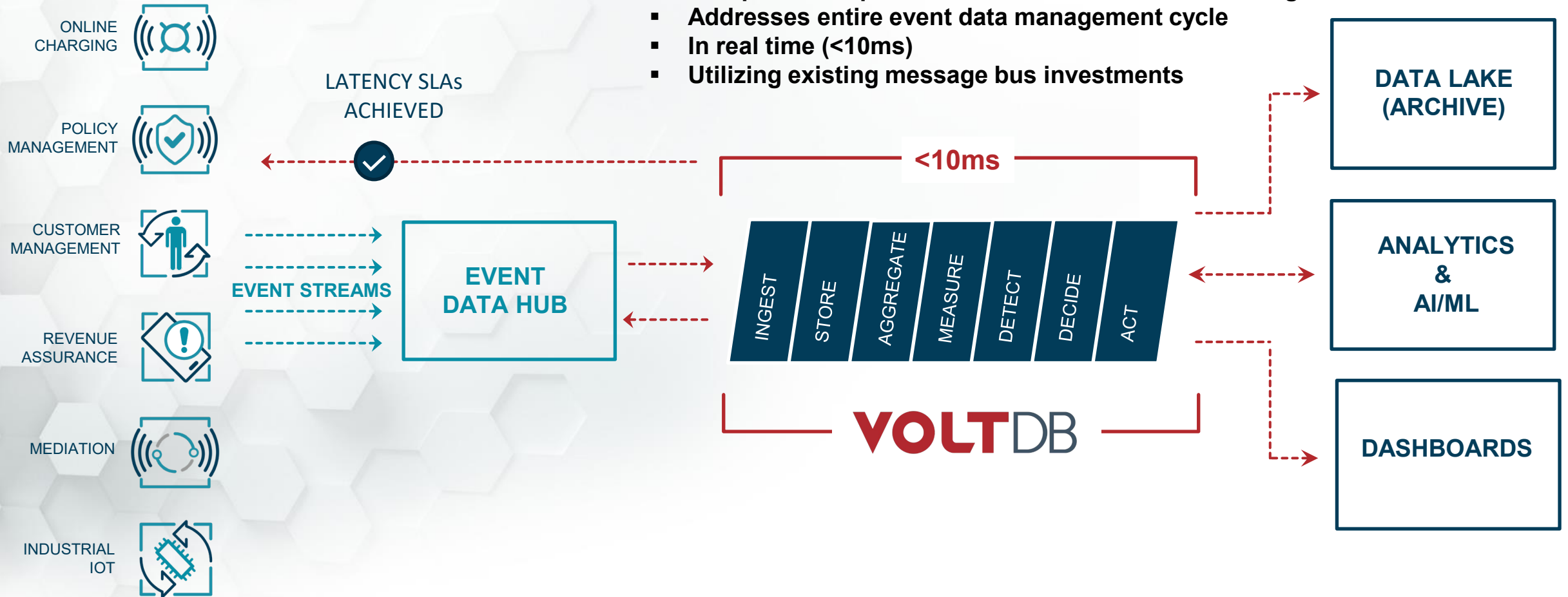
FRAUD



IIOT



# TODAY MATTERS



# VOLTDDB

## POWERING TELCO IN THE AGE OF 5G

Delivers every capability demanded by modern 5G applications to address application-specific scale and latency challenges, without compromising on accuracy or reliability

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# Any final questions?

Discuss with the teams further:



Dalia – [dalia.adib@stlpartners.com](mailto:dalia.adib@stlpartners.com)



Tom – [thowcroft@voltdb.com](mailto:thowcroft@voltdb.com)