



Conference Debate Next-Generation Service Provisioning – Standards, Challenges and Opportunities

Moderated by
Rajesh Ghai, Research Director, IDC

Carriers continue to face acute challenges...

Commoditization

Competition

Complexity

Revenue growth continues to lag bandwidth growth

Nimble hyper-scale and OTT players pressure value creation

Network complexity plagues ability to compete and innovate

While they recognize the need to digitally transform their network infrastructure ...

In a Digital economy, Organizations adapt to changes in their ecosystem by leveraging digital technologies to create digitally enhanced, customer centric business models.



- Flexibility
- Efficiency
- Innovation
- Agility

Attributes sought by Carriers as they transform to **Digital Service Providers**

...practical constraints restrain investments..

- Capital

- Telecom Financials 2017

- \$1.87 Trillion revenues
 - **\$304 Billion operating income**
 - \$626 Billion EBITDA
 - **\$306 Billion capital spending**
 - \$1.55 trillion OPEX

Source: IDC Global Telecom Indicators database, 2018

- Legacy equipment
- Multi-vendor environments

...new Services (revenue sources) provide business case for fresh investment

- Innovation is the biggest driver of investment
 - Ability to offer new services (bring new sources of revenue) is critical for many carriers given their inability to monetize existing sources
- Strong Case for re-inventing Leased Lines
- Virtual Customer Premise (Vcpe)
 - Value added network services besides transport
- 5G's appeal remains in its ability to drive new sources of revenue
 - FWA access in the US for MNOs to provide a substitute for Fibre
 - eMBB in Asia to bring in more users in dense urban environments

Panelists

- Wayne Cheung, Director of SP Marketing, Juniper Networks
- Dan Pitt, Senior VP, MEF
- Paul Gampe, CTO, PCCW Global
- Damon Ennis, Senior VP of Products, Silver Peak Systems
- Mike Frane, VP Product Management, Windstream

Debate Questions

- Current state of service innovation
- Challenges
- Opportunities
- Role of standard bodies and future plans