

# The Edge Opportunity: Leveraging New Ecosystems in a 5G World

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# REFLECTIONS...



Absence of a clear monetisation model



Fragmented efforts across industries



Challenges with operator collaborations



Lack of focus on developer centricity

# VISION AND AMBITION



## Unlock

Unlock new revenue opportunities with developer centricity



## Advance

Drive operator network differentiation to accelerate the growth of edge applications



## Scale

Build federations for global scalability



## Secure

Ensure security for long term business sustainability

# INDUSTRY CHALLENGES



Telco's cloud dilemma



Opportunities with cloud vendors



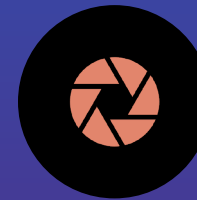
Access barriers



High costs to scale edge data centres



Developer ecosystems



Cross-industry collaboration

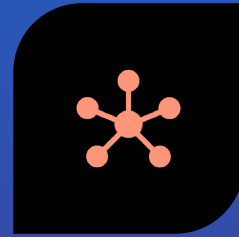
# OPPORTUNITIES



Cost efficiency  
and lower TCO



Federated model  
a proven path to  
success



Growing interests  
in agnostic edge  
platforms



5G use-case  
monetisation  
depends on edge  
compute  
deployment  
models



Adopting a cloud-  
native model to  
catalyse internal  
innovations



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