GSMA 5G Live Webinar #4: STL Partners Q&A
Wednesday, 15 July 2020

Questions	Answers
What is the impact on existing BSS OSS?	Telcos moving to new business models will change the requirements on OSS and BSS. Firstly, many of the most prevalent 5G use cases will be in the massive IoT space - increasing the number of devices significantly yet reducing the amount of data each device produces. This is quite different to the enhanced mobile broadband type use cases which make up the majority of cellular use today. From a BSS/revenue management perspective, the business models we have outlined will have fundamentally different business models that may not be (only) tied to data usage per SIM, but require a need to track usage across different solutions (e.g. software applications, compute, platform use, etc.)
What all new capabilities CSP should think to have on in existing BSS OSS	Specific capabilities would stem from the business models we have suggested: - Networks-as-a-service: more programmable networks would mean a move away from a one-size-fits-all/vanilla connectivity offering to potentially hundreds of different characteristics a customer can choose from that will all need to be tracked and billed via the BSS - Application enablement: the platforms approach may have different revenue models whereby customers can use some aspects of the platform for free (freemium model) and some that would need to be paid for - Applications and solutions: the BSS/revenue management system would need to ensure it is able to support the application/solution's revenue model, which may be quite different to a SIM/data plan

Would separating the Telco in an Infrastructure company and a separate Service Provider company also help in getting more service innovation from "Telco's"?	Over the last 10-15 years, telcos have swung the pendulum of splitting out the innovation /services business (E.g. Telefonica digital) and then bringing them back in the main fold. In reality, there are probably 3 companies: infrastructure co, telco service provider and new services (e.g. vertical services) which can be centralised or separated. One certainty is that the KPIs and financial models are different for these new services ventures compared to the telcos' core infrastructure business. What we have seen is that telcos have found it difficult to be able to manage these two types of businesses under "one roof". Telus Health and Elisa Smart Factory are both somewhat distinct from the main telecoms business; both have managed to leverage support from the core telco (financial, customers, capabilities) but govern these sub-businesses in a way that is right for their stage of maturity and the industry they are playing in.