



The Telco Blockchain Opportunity

Wednesday 11 May 2022

Questions	Answers
Where can operators most effectively deploy blockchain where others have not already?	Operators have opportunities in 15 different areas as articulated in the blockchain opportunities whitepaper written by GSMA Internet Group.
How much of blockchain success for telcos depends on partnerships with other telcos?	Open collaboration to jointly define the ambition, execute on it, and most importantly measure success via mutually agreed KPIs is the key to success.
What happens if all my partners are not using blockchain, how do I use the GSMA service?	Today on our eBusiness Network we use machine learning and AI in our Negotiator service, and greater automation in our Settlement service which you can benefit from immediately. GSMA's Compatibility service will allow use of system and network for both blockchain and non-blockchain partners. When your non-blockchain partners are ready to move to blockchain, you can easily make that progression with them too. Meanwhile GSMA Compatibility allows you to jump on board without a blockchain partner.
What if I want to go live today with the GSMA Services?	GSMA eBusiness Network is commercially ready now. Operators who are ready to go live straightaway, can do so. Please contact us here when you are ready.
What is your vision for repository management and settlement use cases path to standardisation and creating a multi-party/ multi-vendor environment?	The use case is currently built between 4 operators using a single vendor. Eventually the intent is to work towards a standard and allow other vendors to develop towards it. The idea will be to foster a multi-vendor eco-system. This could be another use case potentially supported by GSMA eBusiness Network.
In your experience what could the industry gain from wide adoption of Blockchain agreements?	<ol style="list-style-type: none"> 1. Migration from manual processes to automated will help reduce costs and accelerate settlement process. 2. This acceleration will enable faster operations which will give operators an ability to deliver new types of services and unlock new revenue streams. 3. Helps operators migrate from low margin (commodity) service consumption to high margin (managed services) service consumption. 4. Allows operators to integrate multiple services and package.
What future challenges for roaming operations do you foresee?	Operators in Western Europe and North America particularly have started to re-farm their spectrum space by closing their 2G and 3G networks to make space for 4G and 5G networks. Such operators are looking at BCE along with blockchain as the future. Likewise, operators who are still using 2G and 3G networks continue to face speed, transparency, dispute, and slow settlement challenges. Blockchain based automation can both support greater automation for legacy technologies besides providing a basis to deal with complexities of future roaming operations.



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Have you made any breakthrough into the usage of blockchain?	GSMA has participated in multiple trials in use cases such as personal identity, supply chain, device identity, roaming settlement etc. In each trial or PoC the benefits blockchain technology brings forth have been evident to progress towards commercialisation. With the eBusiness Network and our roaming services, GSMA has made its first breakthrough by creating applications which streamline wholesale roaming clearing and settlement processes.
How can disputes be settled between clearing houses (FC and DC) with Blockchain and smart contracts?	The use of blockchain technology presents agents with an opportunity to evolve into a Blockchain as a Service provider. These opportunities were articulated in the BWR MVP report . With use of smart contracts many dispute situations can be avoided by ensuring both parties have the same source of truth and the same calculation logic. This will ensure saved time in back and forth between parties to establish truth.
What about MVNOs using a sponsor IMSI donor	GSMA eBusiness Network is a multi-party environment, therefore, open to MNOs, MVNOs, enterprise networks, carriers etc. Being a multi-vendor environment, the network is open for vendors in the ecosystem supporting any of network participants.
How can there be a single source of truth when both parties are generating their own billing records for insertion into the blockchain?	This is done by turning various sources of truth into a single, agreed upon, source. In the longer run, when the entire lifecycle is on-boarded, the discrepancies will be eliminated during the actual delivery of the service (and previous stages too). To achieve this a common data model is defined and adopted by all parties that enables the single source of truth between partners.
Will MNOs have to run 2 duplicate systems from now on - one for roaming partners on GSMA blockchain network and one to continue with current clearing processes for all the other partners which are not on the GSMA blockchain?	GSMA Compatibility service allows for all GSMA customers to use the same system for both blockchain and non-blockchain partners.
What are GSMA plans to be more open to innovations driven by entities that are outside the membership of GSMA? Innovation requires definitely being more open to entities that are not GSMA members, I think this is one aspect that GSMA in general should try to address as a policy	GSMA eBusiness Network is open and inclusive to all having a legitimate reason to be present on the network regardless of GSMA membership status. For companies or individuals wanting to contribute to Distributed Ledger Technology Working group, a single or more activity membership is feasible at a nominal participation fee. To know details please write to Membership GSMA . Finally, the Blockchain for Wholesale Roaming initiative open-source code will be publicly available to all through GitHub without requiring GSMA membership.
Will vendors be able to provide roaming service applications on the GSMA Blockchain platform? And if so when?	GSMA has been running experiments on this already and initial test results have been positive. The test results are being used to help with standardisation process in the GSMA DLT group. The moment DLT group finalises and approves the integration standards, this would be feasible.



<ol style="list-style-type: none">1. What is the business model of GSMA eBusiness Network? Is it free for all GSMA members to use it?2. Should my roaming partners also be using the GSMA eBusiness Network?3. Would GSMA eBusiness Network replace DCHs and FCHs?4. Would GSMA eBusiness Network handle all of types of roaming business or only for 5G /IoT?5. Is possible for other blockchain platform to join GSMA Business Network?	<ol style="list-style-type: none">1. To learn about GSMA eBusiness Network fee please contact Vinny Robertson.2. GSMA's vision is to create a multi-party and multi-vendor environment, however, in the interim compatibility services will ensure operators are able to benefit from the services today without worrying about running 2 processes. So this is not a requirement.3. The agents will co-exist and have an opportunity to evolve as a Blockchain as a Service provider, should they wish to.4. Yes, all kind of roaming services will be supported.5. And other blockchain platforms by operators or other vendors are welcome to join the network.
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If you have further questions about our Blockchain & Roaming Showcase Live event, please contact Vinny Robertson at vrobertson@gsma.com