



Operator Platform

Creating a service enablement layer for MNOs





Operator Platform – Problem statement

4G Service layer disintermediation

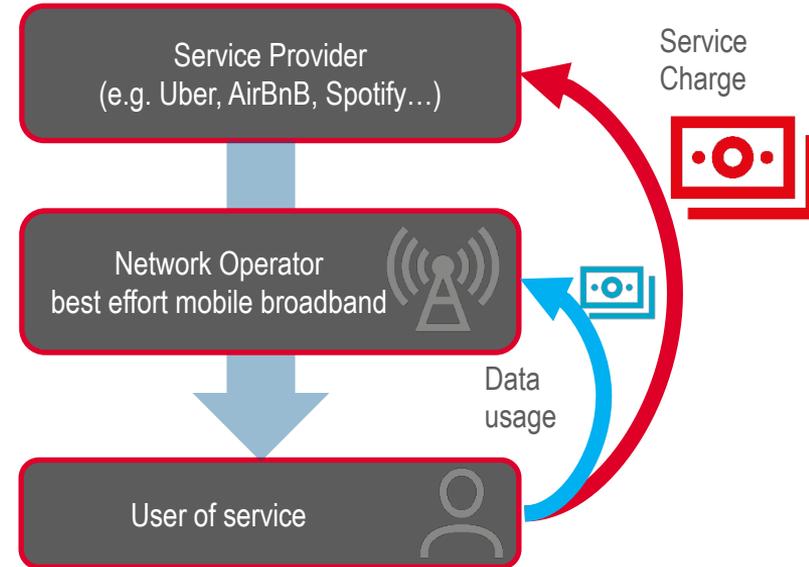
- In 4G the Operator offered best effort mobile broadband connectivity collecting fees from users for data usage
- Consumer services were provided by 3rd parties

In the 5G Era operators can use their 5G capabilities to:

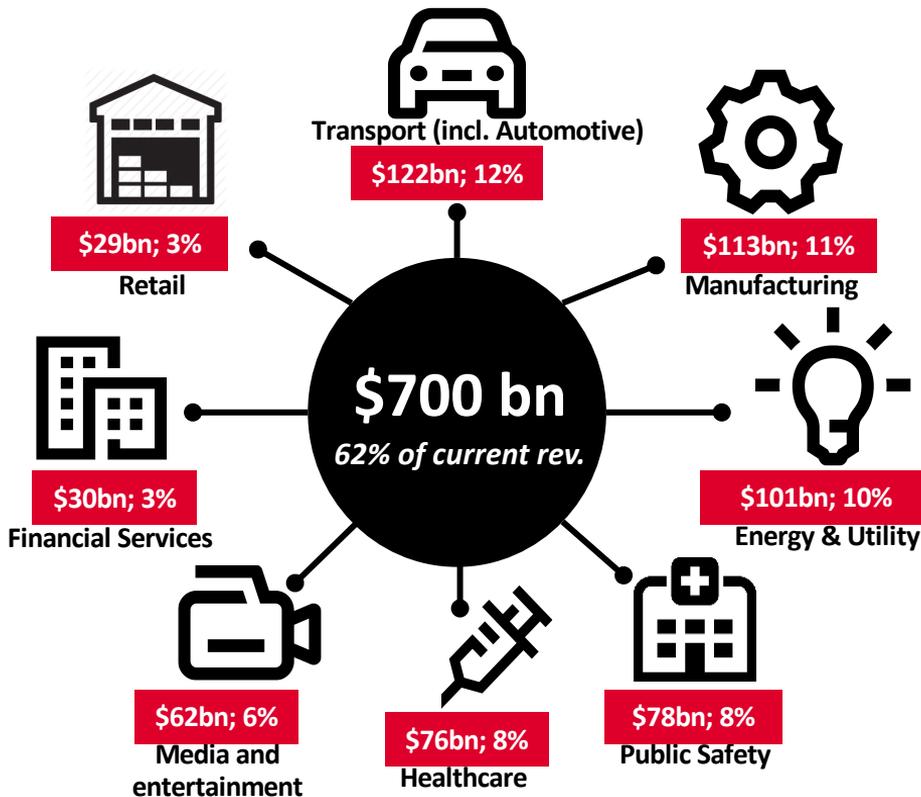
- Provide basic capabilities such as compute storage connectivity (IaaS)
- Package advanced capabilities and open them to 3rd party service developers while participating in the service value chain (PaaS)

Note

Future operators will be able to compete with cloud providers that today offer compute, storage (IaaS), capabilities (PaaS) and appliances (SaaS)



Size of the opportunity



From providing services to enabling services

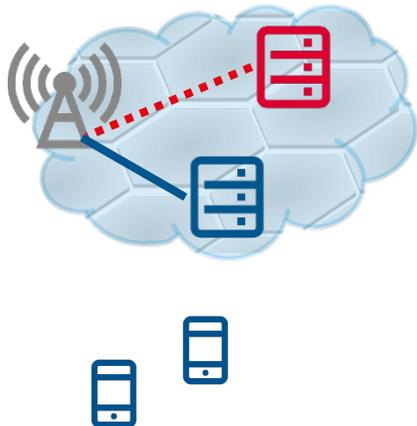
- Operators can tap into the \$620bn revenue opportunity from the enterprise segment
- Mix of B2B (about 60%) and B2B2C relationships
 - Public Safety opportunity is mostly B2B
 - Media and entertainment is mostly B2B2C
- Engaging with Enterprise requires a change of mind-set and refresh of business processes
- If Operators do not adapt, the opportunity will be provided by others or developed by themselves (e.g. Ocado)



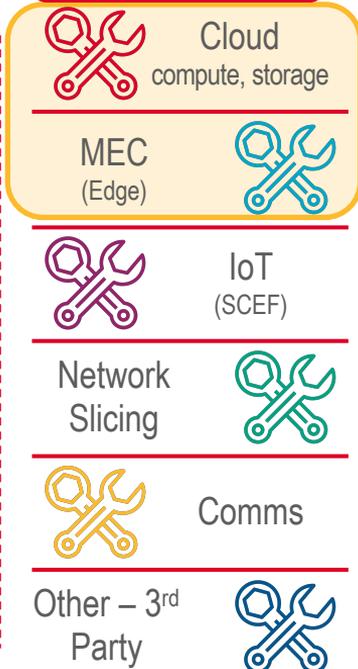
Operator Platform – conceptual diagram

Mobile Network Operator

Network fabric



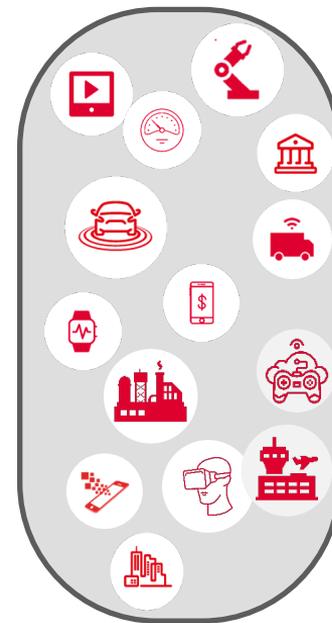
Capability layer



Platform



Enterprise, content owners, developers





Why GSMA

Types of Business relationships

B2B → business served by only one operator
B2B Multi-operator → business served by multiple operators
B2B2C → business' customers served by any operator

Three activity areas

- Technical: produce a set of guidelines for a technical solution to enable operators to compete with global scale players in the provision of B2B, B2B(MO), B2B2C services capturing the value of 5G
- Commercial: Leverage expertise in creating industry templates for facilitating commercial relationships
 - Roaming templates, charging principles PRDs
- Regulatory: leverage relationship with regulators to remove barriers and foster level playing field

