

Open Gateway, 移动AI时代 商业新范式

Open Gateway, New
Business Paradigm in Mobile
AI Era



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Building a Fully Connected, Intelligent World



移动AI时代，差异化体验经营蔚然成风

Differentiated Experience Monetization Becomes Popular in the Mobile AI Era

移动AI时代 Mobile AI Era



新终端New Device

智能手机 → AI助理
Smartphone → AI Assistant

新内容New Content

搜索 → 生成
Search → Generative

新交互New Interactive

人人 → 人和模型/模型间
Human2Human →
Human2Model/Model2Model

差异化诉求 Differentiated QoS Requirements

3D video: DL ~Gbps

Live Streaming: UL x 100Mbps

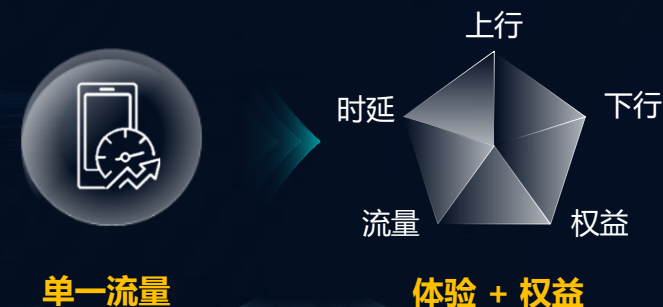
Cloud Gaming: x 100Mbps+, 50ms

AI assistant: DL/UL x 100Mbps, 10ms

AI Inspection: UL xGbps

Cloud PLC: Latency xms

加速迈向体验经营 Multi-dimensional Experience Monetization



上行体验
保障变现
(直播卡)



下行体验
差异化变现
(速率计费)



流量+新业务
权益变现
(综合包)



AI For Network, 以智赋网助力差异化网络能力按需供给

AI For Network, Differentiated Network Capabilities On-demand



Copilots

Role-oriented
Man-machine Collaboration
Intelligent Q&A
Assisting O&M

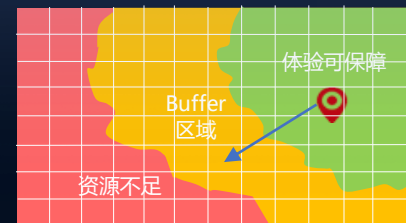


Agents

Scenario-oriented
Machine-machine Collaboration
Intent-driven
Automatic Close Loop

Service Enabling

专家+工具 → 多模态精准仿真，放号增加



Experience Assurance

闲时调优 → 7*24h 多目标动态调优



Network O&M

人工 → 40%故障自愈，60%精准上站



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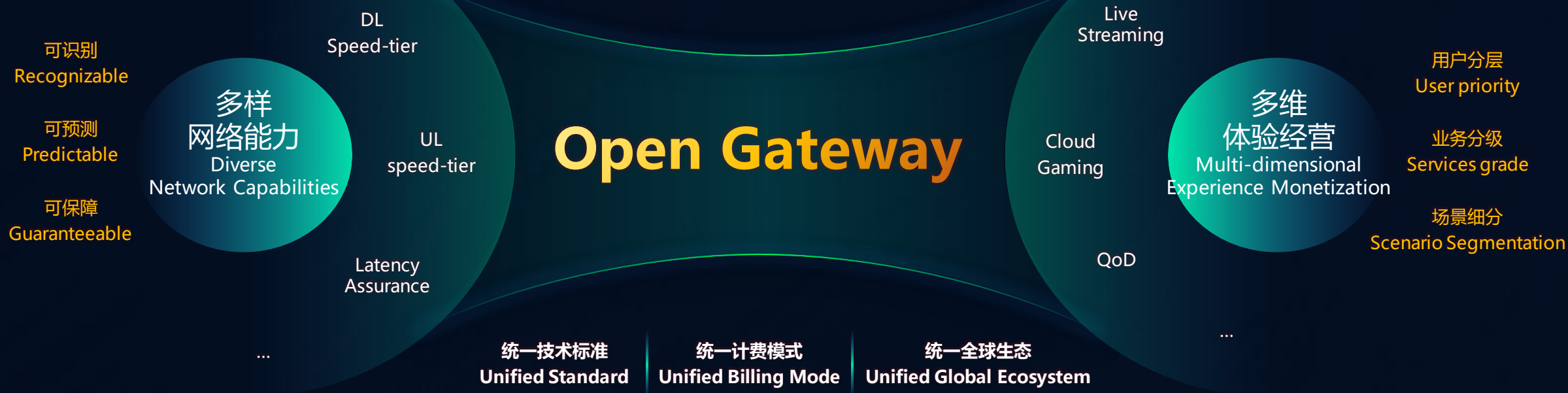
Open Gateway, New Business Paradigm in Mobile AI Era

创新商业模式

Innovative Business Mode

从流量经营到体验经营
From Traffic to Experience

从单一量纲到多维量纲
From Single to Multi Dimension



Open Gateway产业全面加速，远超预期

Open Gateway Industry Accelerates, Far Beyond Expectations

Now

40+ APIs in drop, 28 released
105 Commercial Launch



By 2030

\$300BN market opportunity
60% of mobile telco growth

Source: GMSA



Open Gateway

49

Mobile Operator Groups

9

Channel Partner



250+

Members

2x

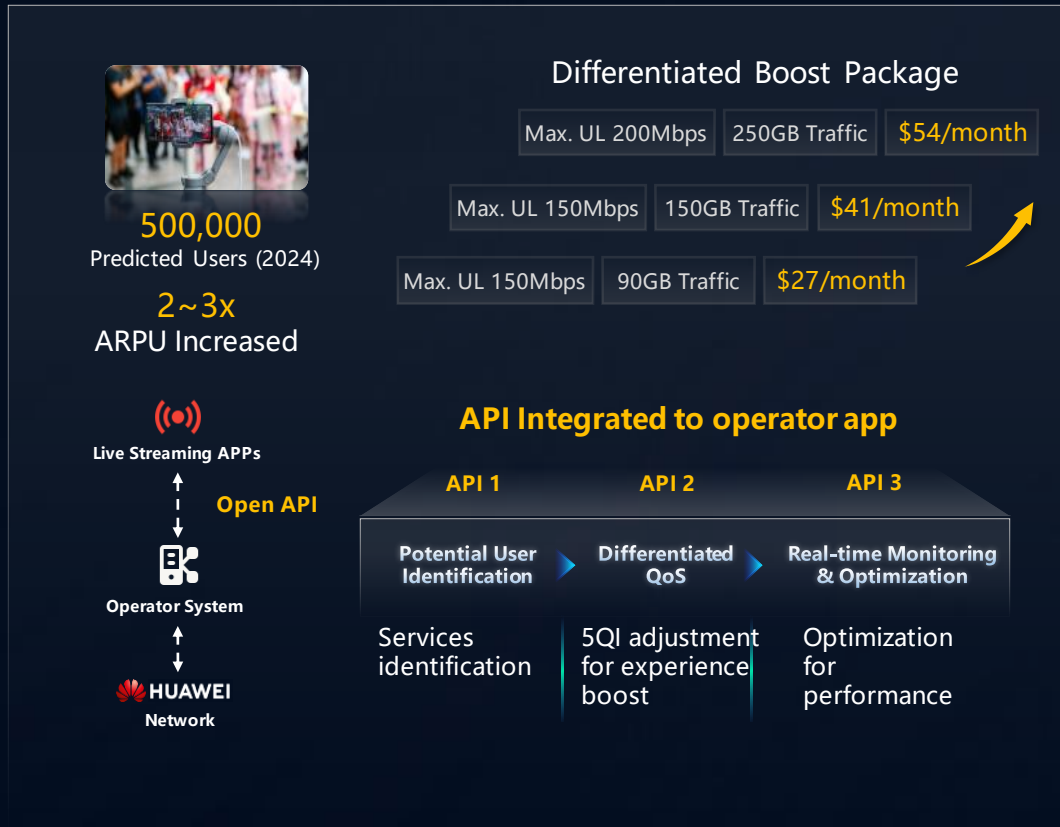
New APIs

2023 Vs. 2022

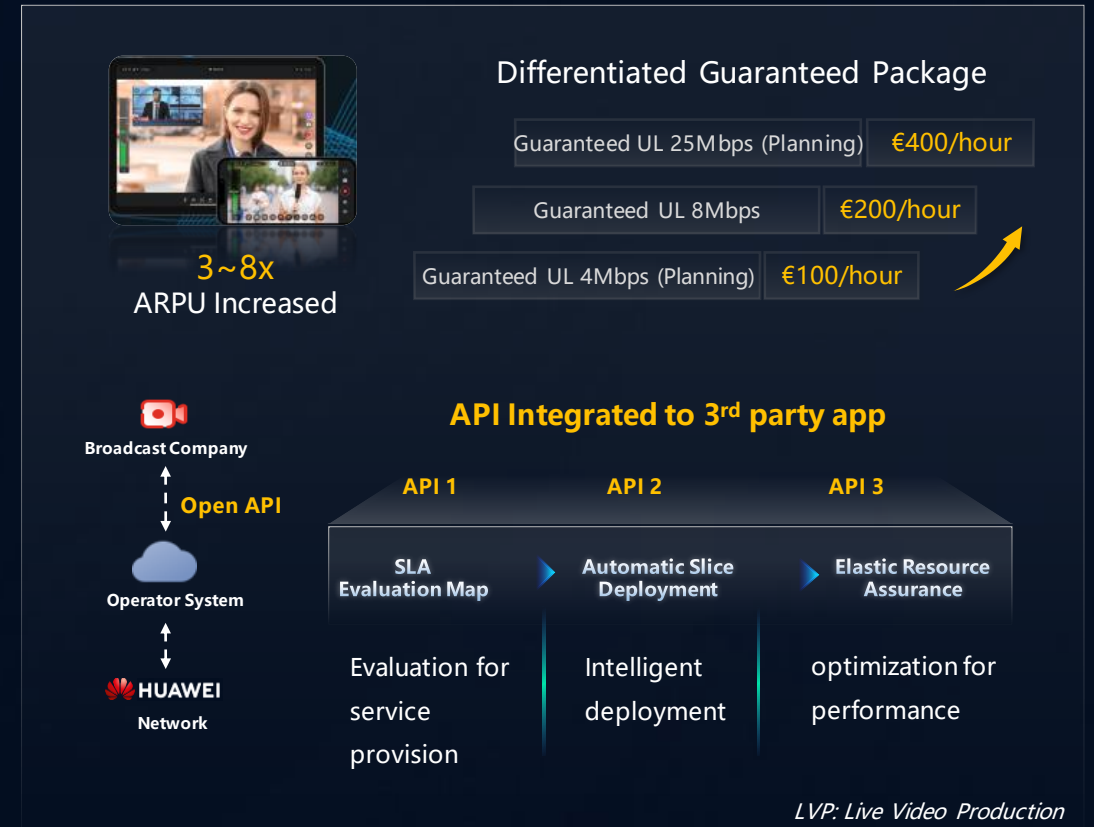
业务预约API：面向B2C和B2B市场，加速差异化体验经营

Service Booking API: Accelerating Differentiated Experience Monetization For B2C&B2B Markets

B2C: 即刻式直播加速 Instant Live Streaming Speedup



B2B: 预约式LVP保障 Reservation-based LVP assurance



5G新通话API: 创新交互方式, 客户体验和运营效率双提升

5G New Calling: New Services For Industries And Unleash The Market Potential

CMCC: From "5G+" to "AI+"



1.5B Consumer user basis, 10B CNY 2B market size each year

Building a Fully Connected, Intelligent World

车险远程定损

Remote damage assessment for Insurance

现场定损
On-site assessment



70M orders / year

\$60 / order

当前OTT方案痛点
Current OTT solution pain point

No Experience Guaranteed

Complicated Process

SMS/ OTT interception

Privacy Concern

传统语音调用
Traditional Voice Trunk



新通话调用
New Calling API

HD Video, Interactive data, Sharing, AR marking....

三方共赢/Win-Win-Win

运营商
Carrier

10 x income
200M RMB/year

车主
Car Owner

Resolution Time
2 hours → 10 min

保险公司
Insurance company

Reducing costs: 50%+

持续创新，华为E2E方案助力Open Gateway发展

Huawei E2E Innovation to Promote Open Gateway Development

Aggregator and Marketplace to Prosper Ecosystem

Marketplace & APP

- 发挥华为云、iTA作为渠道Huawei Cloud as GTM channel
- 扩展全球运营能力2 Global business centers and 4 regional operation center

Service APIs (CAMARA API)

Open Gateway Platform

Standardization & Verification for Service API

7个新API的关键贡献值 Key contributors of 7 new APIs

Network Slicing New Calling DeviceVisitLocation Click to dial ...



Network APIs (3GPP / ETSI / TMF...)

网络资源 Network Resource

Sufficiency, Differentiation, Automation for Network API

发展新业务

New service

10 Ready

10 Under Development

加速已有业务

Existing service

13 Ready

效率提升

O&M efficiency

24 Ready

5 Under Development

全球产业协作，加速商业变现

Global Ecosystem Collaboration, Accelerating Commercial Deployment

更多维的能力开放 More Open Capabilities



端到端切片E2E Slicing
高精度定位High-Precision Positioning
差异化QoS Differentiated QoS
确定性IP Deterministic IP
...

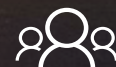


iTA：持续在亚太、非洲、拉美规划业务接入点/Go live 4 more service access points, including AP, Africa, Southern Latin America and Northern Latin America

更广泛的生态合作 Broader Ecosystem Cooperation



运营商联盟与API互联 Operator Federation and Interconnection



邀请更多企业开发者参与能力验证
Enterprise Developer Engaged



开放场景与商业变现案例分享 Industry Commercial Case Sharing

Thank you



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