

tmforum
connecting digital ecosystems

Pitchback: Real Virtuality

Companies



Champion Confirmed	Champion Tentative	Participant Confirmed	Participant Tentative
BT		TechMahindra	
NTT		TierOne	
		Teoco	
		HPE	
		RedHat	
		Ericsson	

We are still looking for:
Solutions in Policy Mgmt space, potentially

- **As** the COO of any DSP
- **I need** to operate a nimble & cost-optimized business that is highly adaptable
- **so that** I can support CEO in transformation mission
- **To do this I need to** transition to a future-mode of operation
- **I know that I am successful when**
 - My organization can ably support new revenue streams and optimize cost base

An intelligent self-mgmt operations to run the dynamic future-network service platforms seamlessly spanning across collaborating DSPs, which is programmable and intuitive for operations users by simply using business and technology policies.

- **As** the Head of Operations
- **I need** have ever more control with greatest flexibility on all parts of my operation
- **so that** get my agile operation to support business in rapidly adapting and scaling
- **To do this I need to** transition to a more programmable & policy-driven operation
- **I know that I am successful when**
 - We can operate hybrid Networks of Future and we can seamlessly consume partner services

Why is this an important problem to solve?

- Overall Capacity Demand growing at exponential rate (46%CAGR)
- But Telco ARPU is steadily declining (USD 36Bn/ Last 5 yrs), while new promising revenue streams opening up (CAGR 5-30%)
- Telcos are having their lunch stolen by a swarm of nimble OTT players
- Only way out for Telcos is to embrace new disruptive Business Models, Technologies, Supply Chains & Collaborations
- But ossified Telco Operations not geared up to cope with all this
- And needs a radical shakeup

What new areas do you plan to explore?

- *APIs – Entity Provisioning, Policy*
- *Best practices – OCF*
- *New technology for – Programmable Operations*