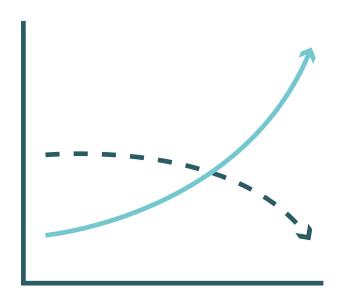
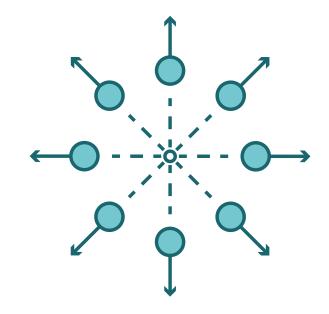
Shared, Open and Disaggregated Networks to Fast Track Digital Inclusion



CONTEXT Rising demand for greater connectivity at faster speeds





Global data consumption predicted to rise annually by 47% over the next few years. Meanwhile, mobile **ARPUs** are falling.

28.5B Networked devices and connections (mobile & fixed).

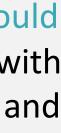
Sources: GSMA Report: Delivering the Digital Revolution, February 2018; Cisco VNI Forecast 2017-2020; Broadband, McKinsey Commission For Sustainable Development, 2017 State of Broadband

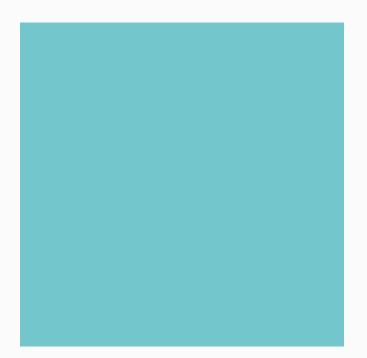




Over half of the world's population, still do not have access to the internet.

Of those connected, many could use a more reliable Internet with improvements in bandwidth and latency.

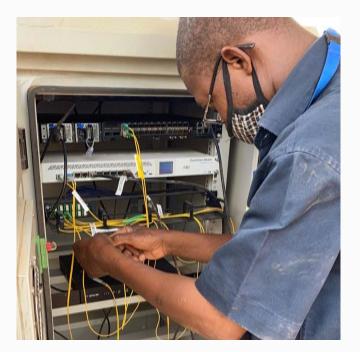






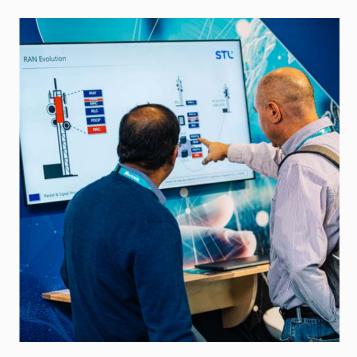














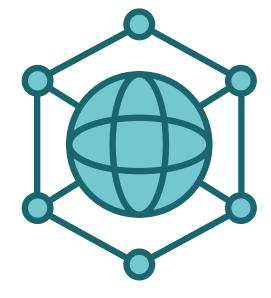
WHAT IS TIP?

The Telecom Infra Project (TIP) is a global community of companies, organizations, and institutions. They're working together to accelerate the development and deployment of open, disaggregated, and standards-based technology solutions.

Together We Build, Test & Deploy.

WHO IS TIP? A wide diversity of members and scope of activities





SERVICE PROVIDERS

ISPs Satellite

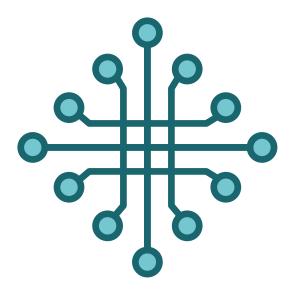
MSOs MNOs

TECHNOLOGY PARTNERS

Established & Smaller OEMs

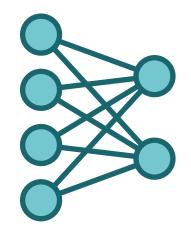
Startups

Research Institutes



SYSTEM INTEGRATORS

Professional Integrators

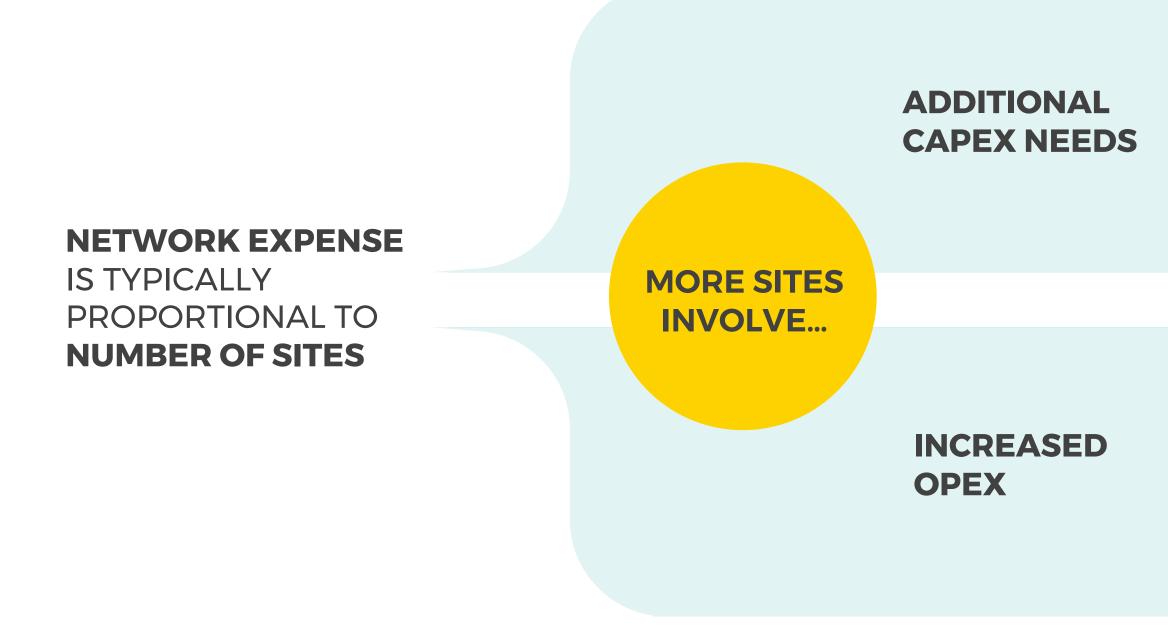


CONNECTIVITY STAKEHOLDERS

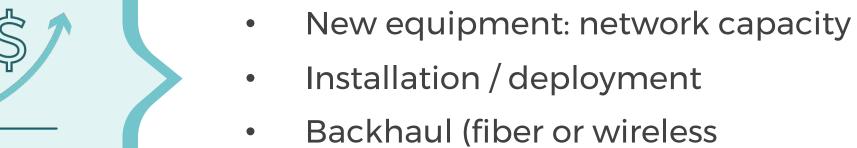
Municipalities Enterprise Internet Companies



THE CHALLENGE Fast tracking digitization requires additional investments and increases network operational costs



- New deployments may increase network expense proportionally to the number of new sites
- This makes it challenging for connectivity providers to meet the needs of digitization



connection deployment)



Energy consumption

Ş



THE SOLUTION The industry can work together to build, share and deploy networks

NETWORK SHARING

By sharing physical infrastructure, connectivity providers can significantly reduce operational costs (e.g. site rent, maintenance costs, ...)

HOW TO MAKE NEW NETWORKS ECONOMICALLY FEASIBLE

NEW TECHNOLOGIES

Through disaggregation and open interfaces reduce deployment costs, enable operational efficiencies (e.g. through automation) and accelerate innovation.

BUILD AND SHARE PHYSICAL INFRASTRUCTURE TOGETHER

BUILD NEW NETWORK TECHNOLOGIES & SOLUTIONS TOGETHER



6

THE SOLUTION Networks sharing improves the business case for better connectivity

BENEFITS OF NETWORK SHARING

I. FAST TRACK DIGITIZATION

- Fast track digitization initiative as stakeholders works together to achieve common goal
- Reduce risks for all stakeholders
- **Build more** infrastructure vs. Build singular networks

II. SIMPLIFY REGULATORY FRAMEWORKS

- Simplified regulatory framework as infrastructure sharing normalize the connectivity foundations
- Open Infrastructure to advance digital economy

III. INCREASED INNOVATION

- Stakeholders focus

 on innovation as
 network
 infrastructure is
 shared giving equal
 opportunity
- Reduces network infrastructure "clutter", optimize network infrastructure

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THE SOLUTION Open, disaggregated networks further optimise the business case for better connectivity

BENEFITS FOR THE INDUSTRY FROM OPEN, DISAGGREGATED **NETWORKS**

I. BETTER NETWORK ECONOMICS

- Disaggregated network functions **reduce risks** for operators from a currently fragile supply chain
- Open interfaces facilitate operational automation (lower OpEx)
- Virtualized architectures enable efficiencies in computing capacity (lower CapEx)

II. FUTURE PROOF NETWORKS

- Open network HW and SW future **proof** network investment and prepare network for future technology evolution without being "locked in"
 - SW-based architectures are more flexible to introduce **new services**
 - Increased Network adaptability which lowers deployment costs

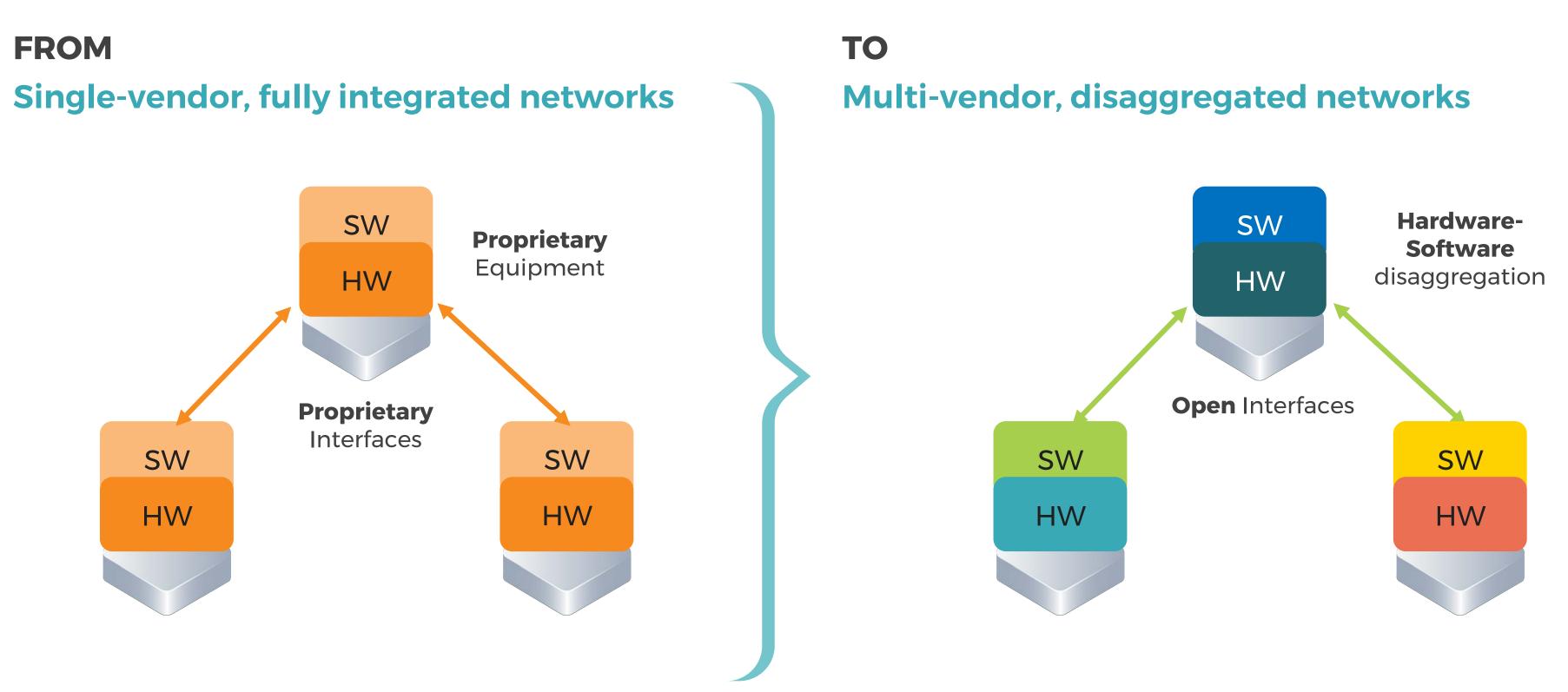
III. INCREASED INNOVATION

- Disaggregated multi-vendor networks accelerate network innovation, as operators can choose "best in class"
 - solutions for each network component / function





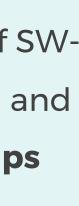
REFFERENCE CASE Open and disaggregated networks



The combination of SW-HW disaggregation and open interfaces helps the industry:

Create a more sustainable Supply Chain

- Improve network economics
- Increase **innovation** in connectivity







WHAT WE ARE BUILDING TOGETHER A very substantial progress: there are trials & commercial deployments of open and disaggregated solutions across the world





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