

Scaling private 5G edge: Unlocking the power of an open ecosystem

Webinar

08/12/2022

Supported
by:

intel®



Red Hat

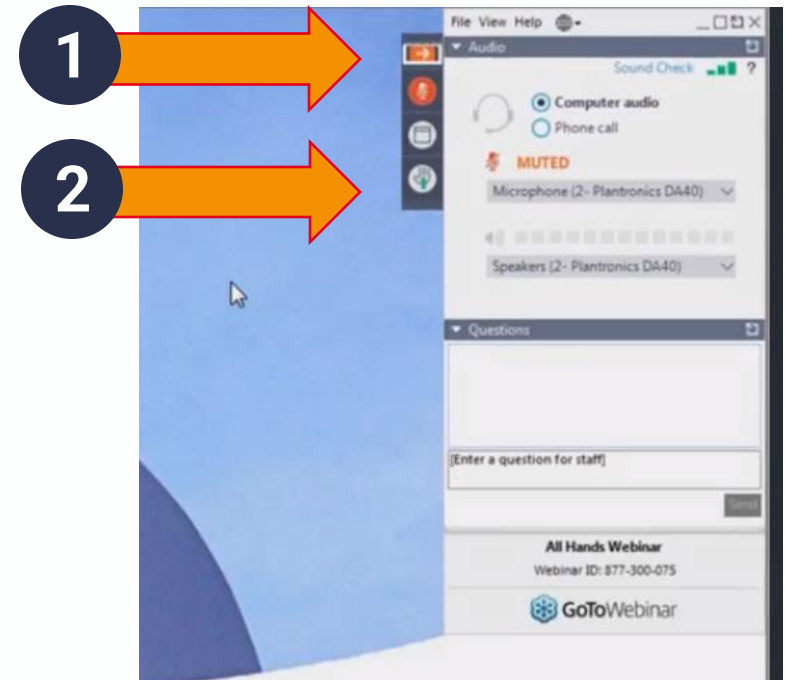
5G PARTNERS

Agenda

1	Introduction	5 min.
2	The ecosystem opportunity at the private 5G edge - STL Partners	10 min.
3	How to play successfully in an open, cloud native world - Nokia	10 min.
4	Panel discussion & Q&A - Red Hat, Intel, Nokia, STL Partners	35 min.
5	Wrap up	

GoToWebinar

- You're in listen only mode
- If you need us, please type a comment
- Feel free to type questions throughout the session for Q&A at the end
- We'll send you the slides and a recording shortly after the session do share with colleagues
- On Twitter? Tweet us @STLPartners



Meet the panel

Scaling private 5G edge: Unlocking the power of an open ecosystem



DALIA ADIB

Director, Consulting

STL Partners



ERIC LEVANDER

GM Global Solutions & Scale,
Network & Communications
Sales

Intel Corporation



CATARINA CRUZ

Ecosystem Engagement
Lead

Nokia



JIM ANETSBERGER

Head of TME Global Partner
Ecosystem Success -
Americas Region

Red Hat



DARIUS SINGH

Principal Consultant

STL Partners



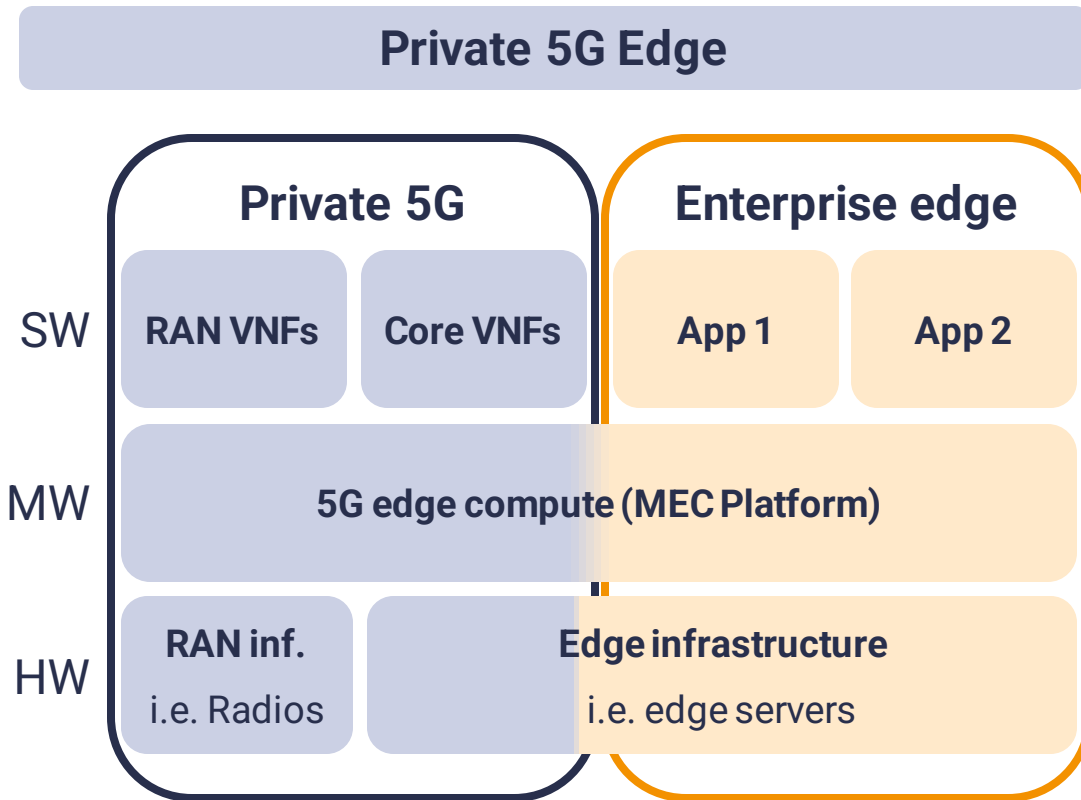
Thursday 8 December – 5PM GMT | 12PM ET | 9AM PT



Agenda

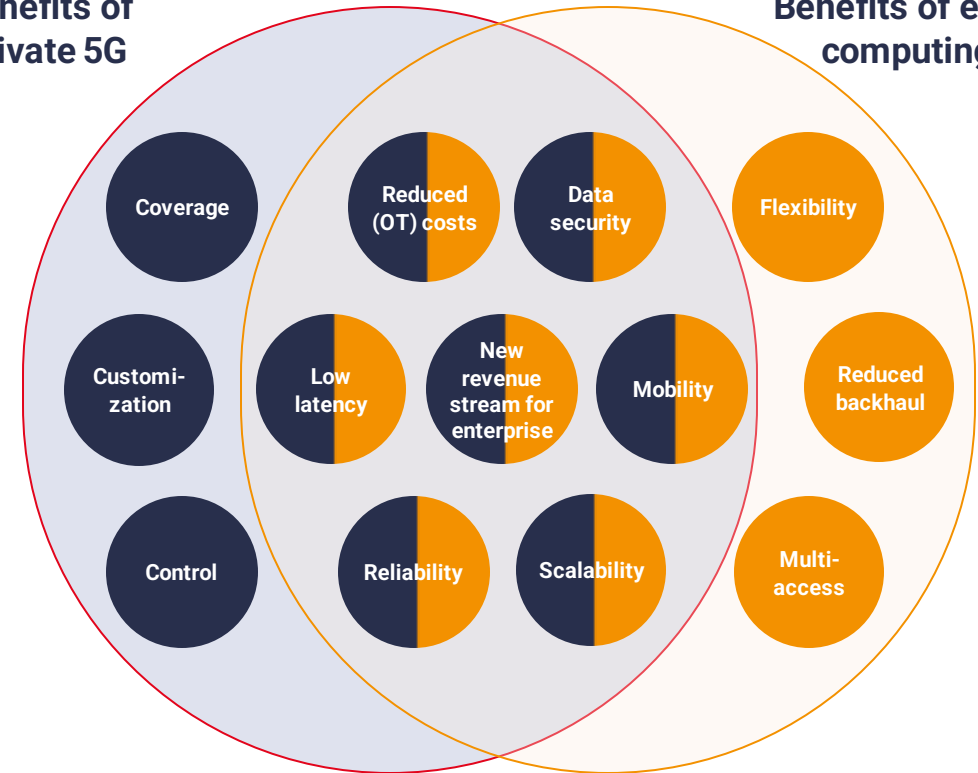
1	Introduction	5 min.
2	The ecosystem opportunity at the private 5G edge - STL Partners	10 min.
3	How to play successfully in an open, cloud native world - Nokia	10 min.
4	Panel discussion & Q&A - Red Hat, Intel, Nokia, STL Partners	35 min.
5	Wrap up	

What is the private 5G edge?

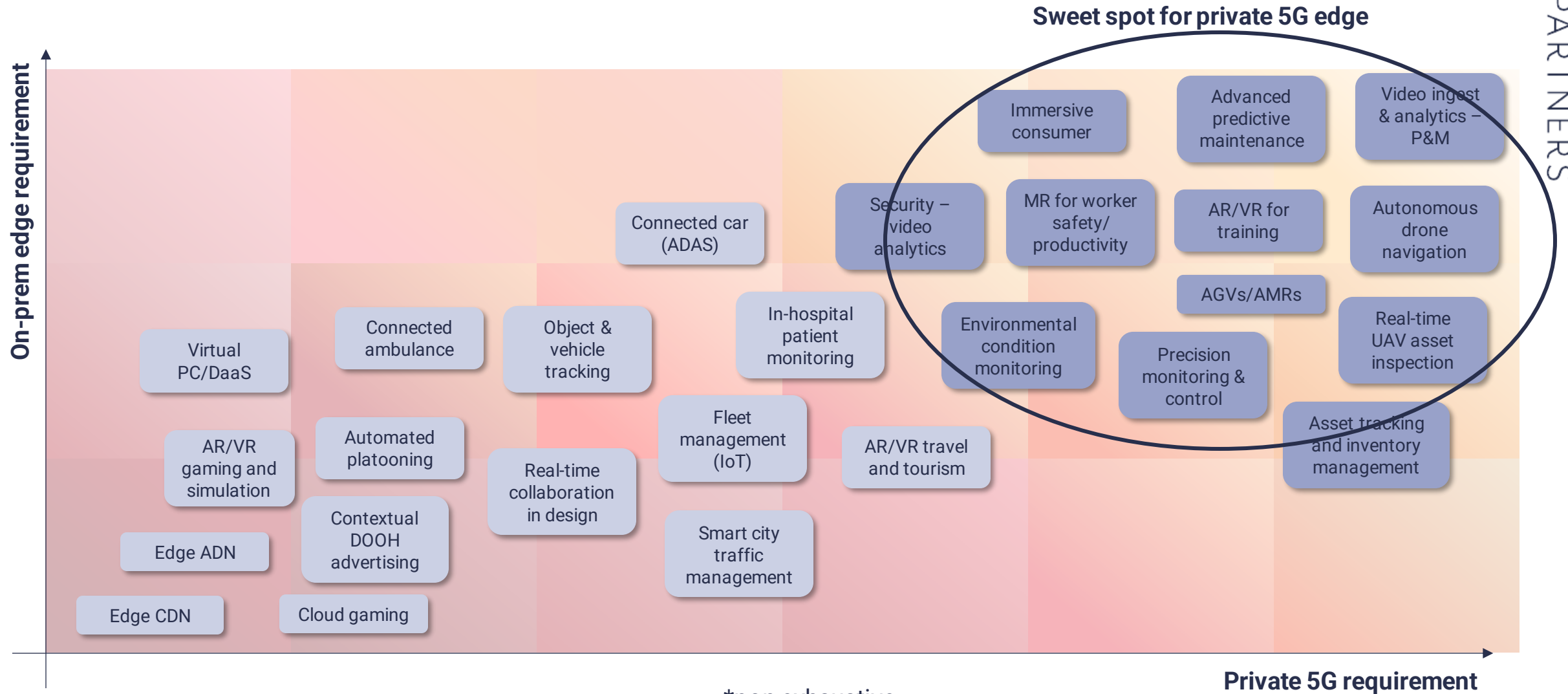


Benefits of private 5G

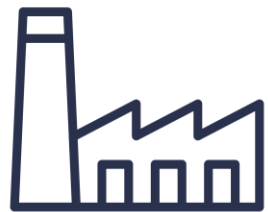
Benefits of edge computing



The sweet spot use cases for the private 5G edge include video analytics, AR/VR, and autonomous vehicles



Private 5G edge applies across industries, though manufacturing, extractives, and ports are leading the way



Manufacturing



Mining



Oil & Gas



Ports



Energy & Utilities



Smart city



Healthcare



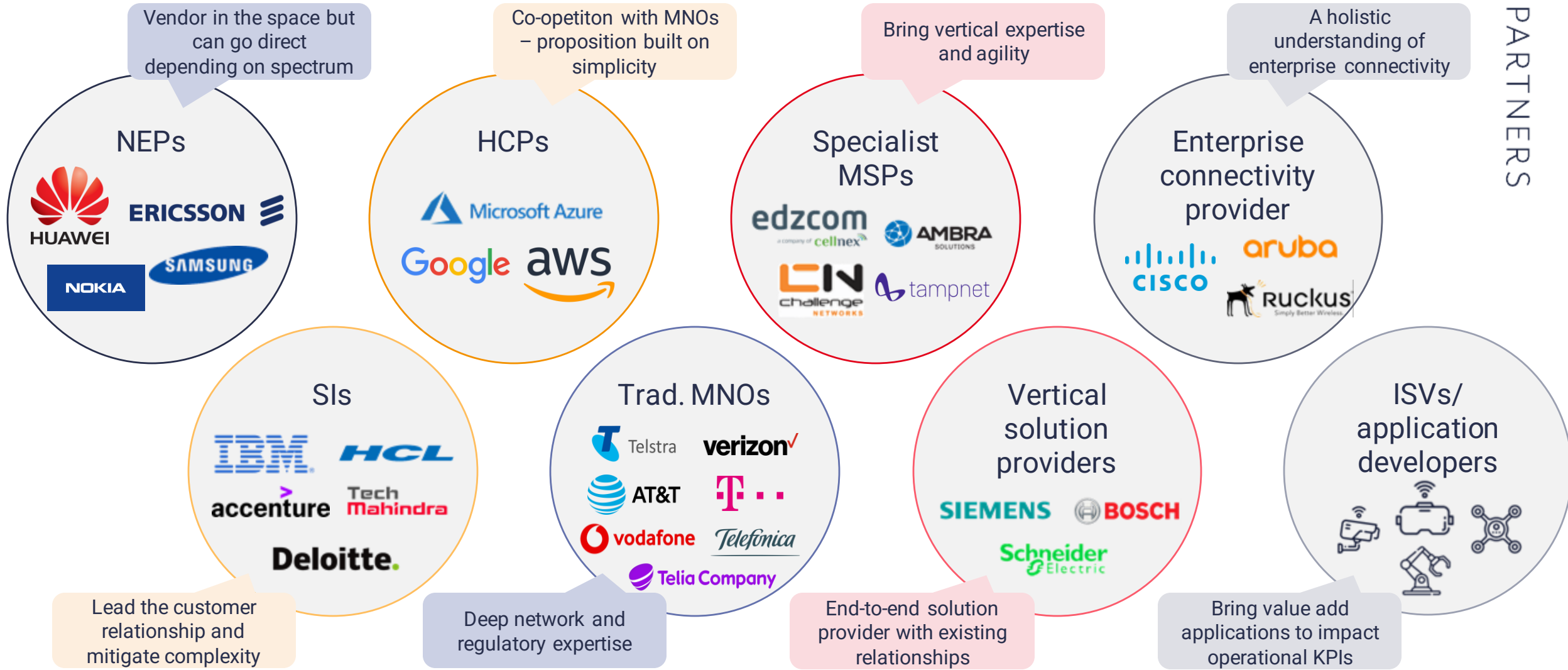
Airports



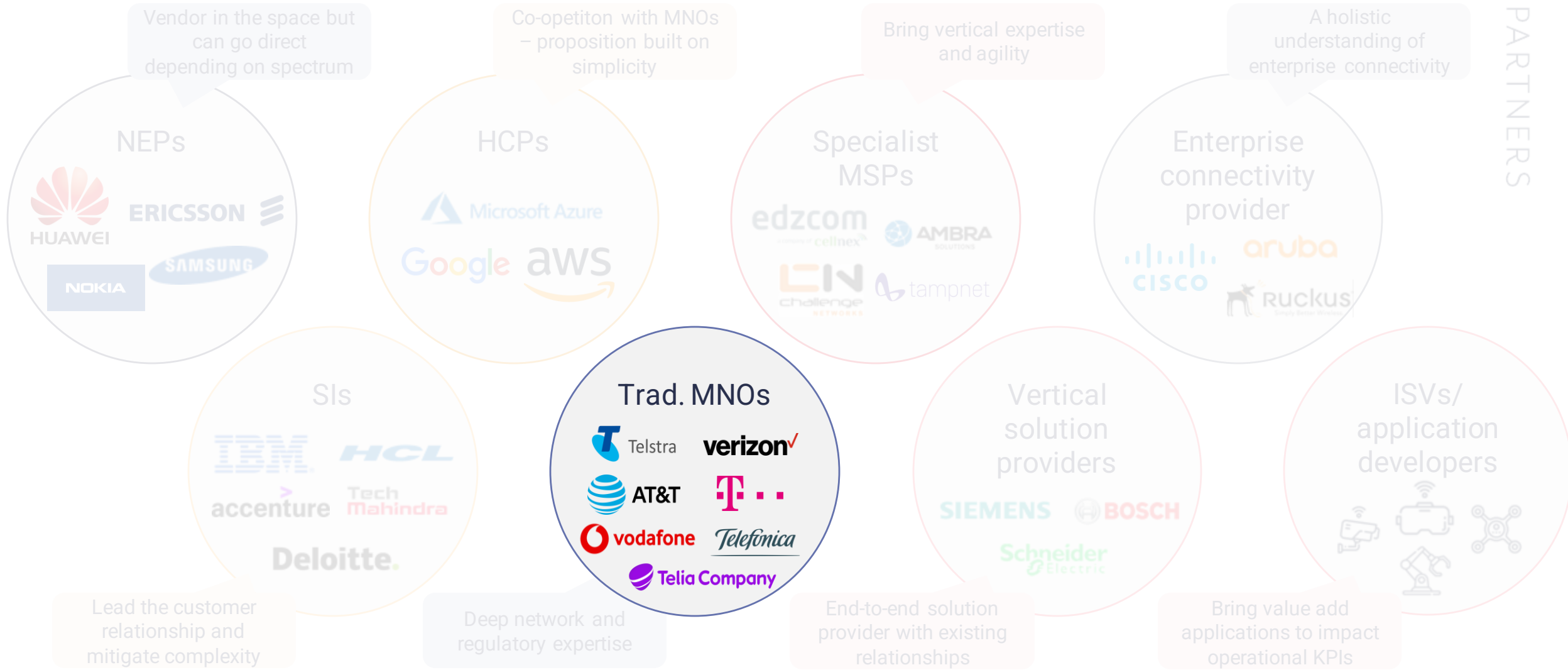
Media, Entertainment & Sport

 HIGH LEVEL OF DEPLOYMENTS

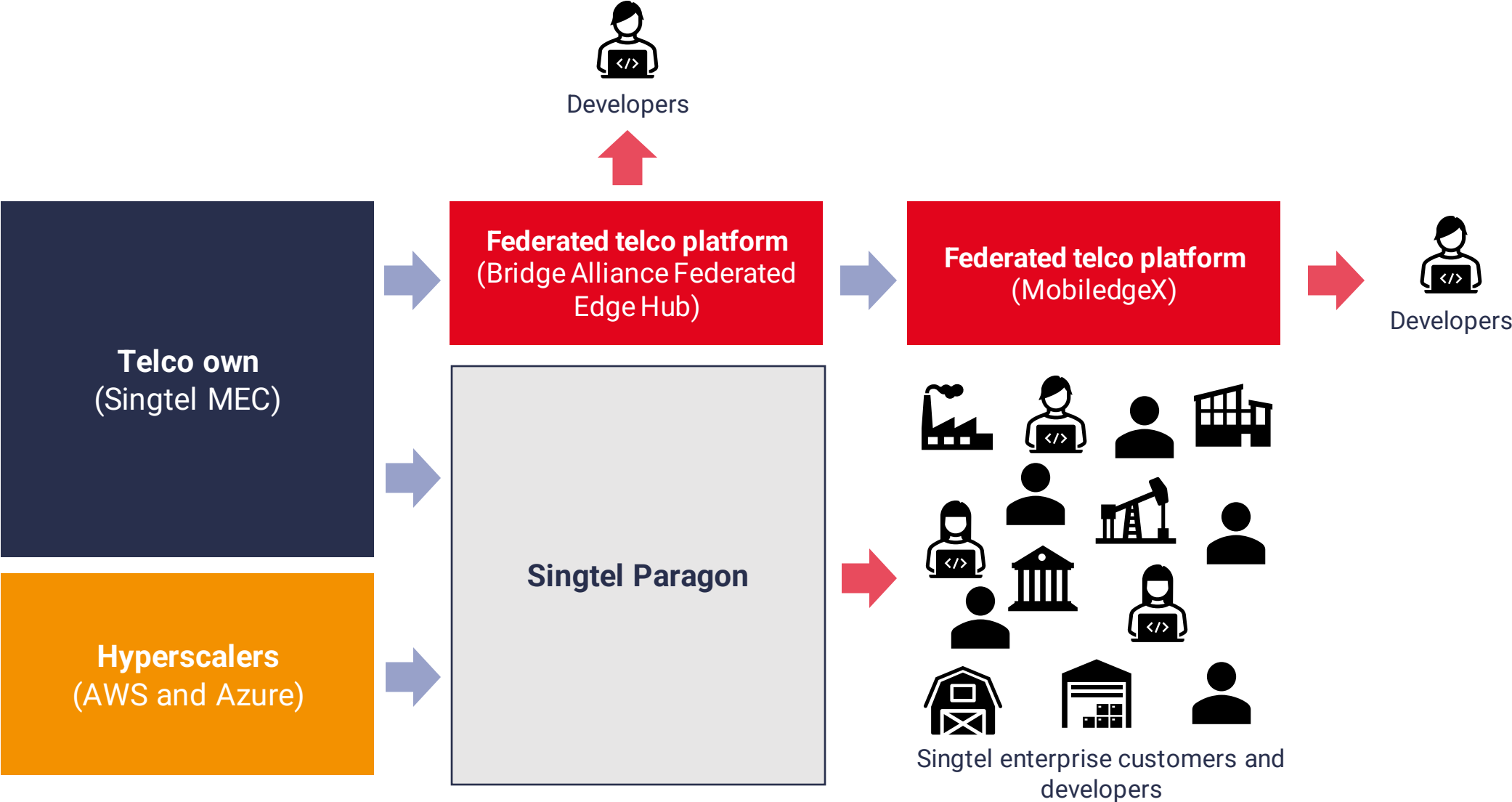
The private 5G edge ecosystem is complex – vendors looking to build holistic solutions must work across it



The private networks ecosystem is complex – vendors looking to build solutions must work across it



Have any telcos been working towards building a 5G/edge ecosystem?



Agenda

1	Introduction	5 min.
2	The ecosystem opportunity at the private 5G edge - STL Partners	10 min.
3	How to play successfully in an open, cloud native world - Nokia	10 min.
4	Panel discussion & Q&A - Red Hat, Intel, Nokia, STL Partners	35 min.
5	Wrap up	

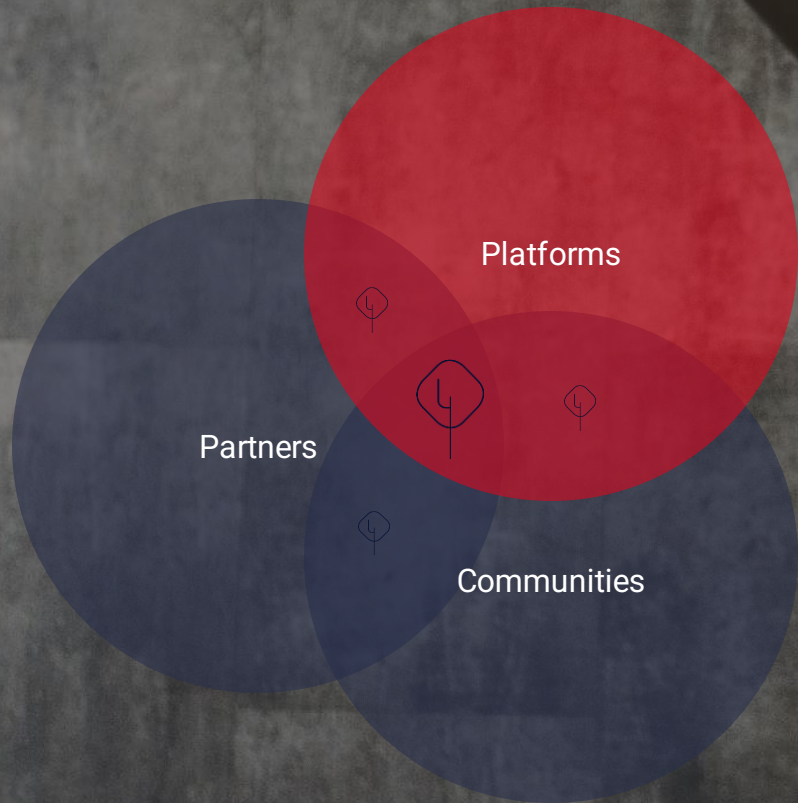
Nokia: How to play successfully in an open, cloud native world

Catarina Cruz
Ecosystem Engagement Lead

How Nokia changed the way it partners, in a more open world?

Collaborative advantage with our trusted ecosystem

Ecosystems and full value-chain play



<https://open-ecosystem.org>

- From Supplier to Partner
- Discover, Build & go2market
- Making it easier to all
- Digital Ecosystems Platform, digital assets
- Open interfaces, open forums
- Communities & Collaboration Programs



What are the drivers and capabilities of “cloud native”?

Cloud-native solutions drivers

A fundamental change in the way CSPs design, deploy and manage services

5G

Faster time to market for new services and applications

€

Containers and microservices

Edge Cloud revenue opportunities



Continuous Integration and Delivery CI/CD

Faster and frequent updates



Decouple applications from infrastructure

Simplify application development



Automated Life-Cycle Management (LCM)

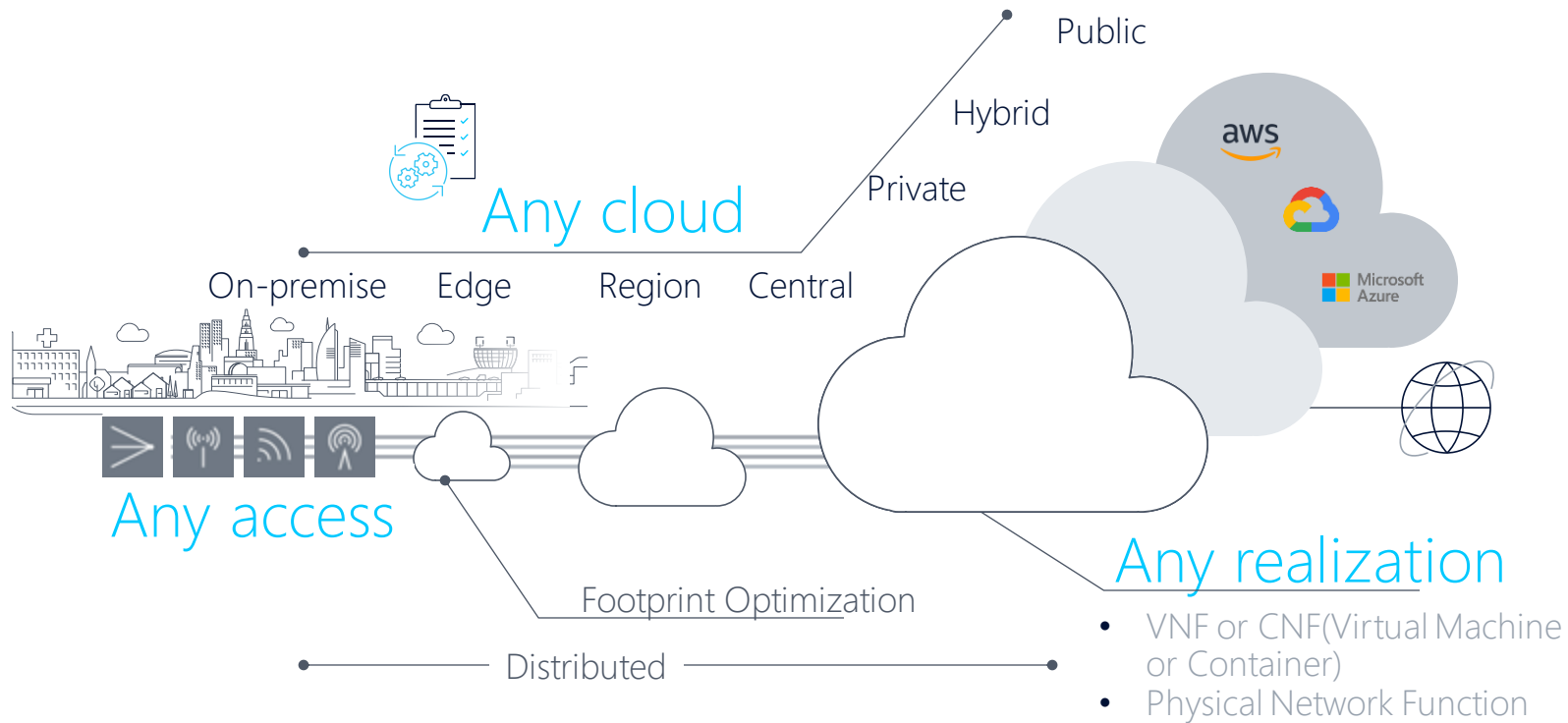
Efficiency

Enabling new services and new revenue opportunities, refreshing existing business cases.



How does this apply to the private 5G edge?

Software-enabled, rich deployment models and key traction



New value-added services

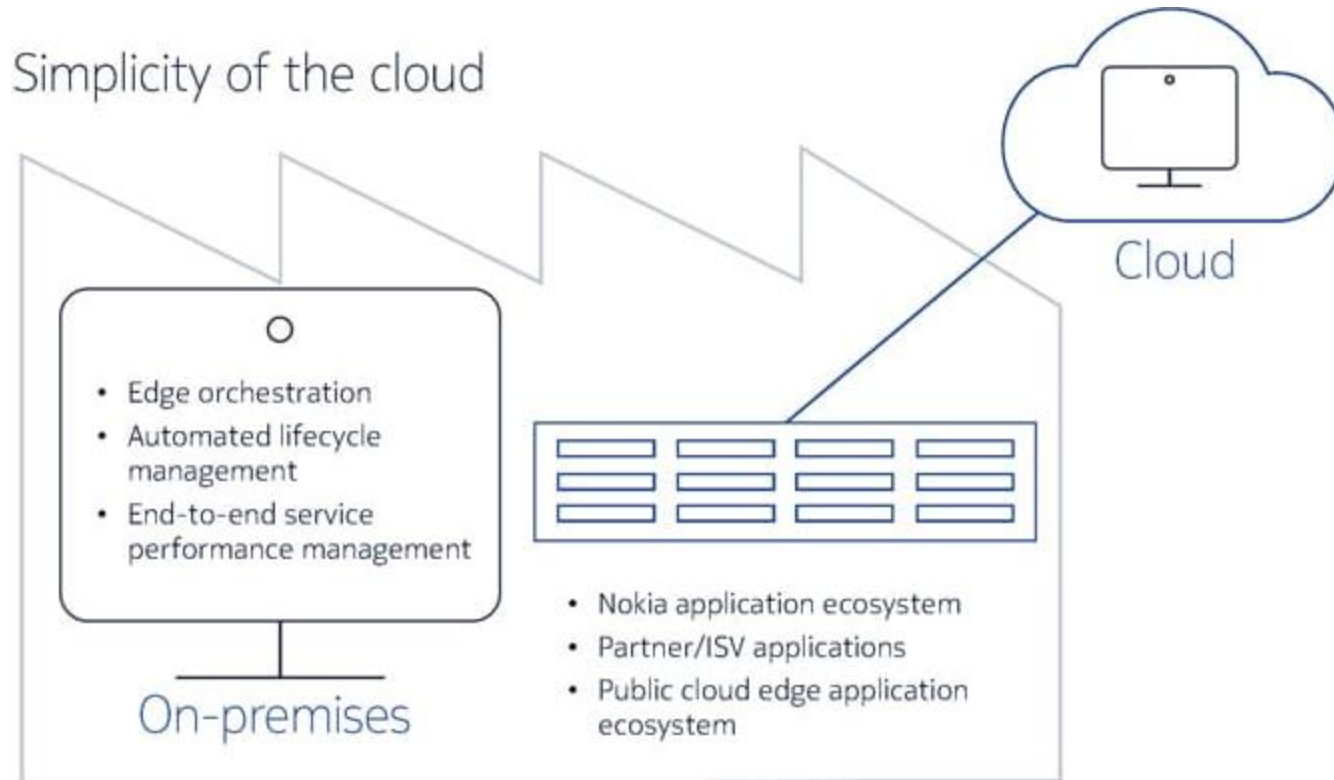
Time-to-market

SLAs for critical communications

Total Cost of Ownership

How is Nokia working with partners to scale the private 5G edge?

Nokia MX Industrial Edge



<https://www.nokia.com/about-us/news/releases/2022/09/07/nokia-extends-mx-industrial-edge-capabilities-and-partner-ecosystem-to-accelerate-enterprise-industry-40-transformation/>

Nokia expanded the capabilities of the platform by working with two new applications partners:

Siemens

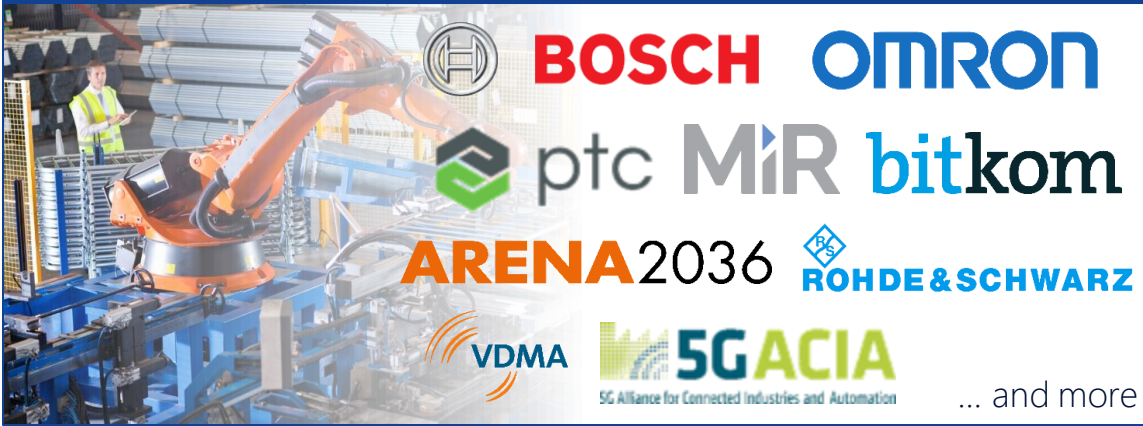
Siemens MindConnect Software Agent on MXIE helps deliver seamless connectivity between industrial assets and systems.

Zscaler

Zscaler Private Access brings Zero Trust Security to MXIE to secure mission-critical Edge workloads, OT, and IIoT systems.

Wider Ecosystem and industrial partners across multiple vertical industries

MANUFACTURING: Automotive, Manufacturing & Logistics



TRANSPORTATION: Railways, Aviation, Air Traffic Control & Maritime



ENERGY: Utilities, Oil & Gas & Mining



PUBLIC SECTOR: Public Safety, Defense, Government & Smart Cities



Agenda

1	Introduction	5 min.
2	The ecosystem opportunity at the private 5G edge - STL Partners	10 min.
3	How to play successfully in an open, cloud native world - Nokia	10 min.
4	Panel discussion & Q&A - Red Hat, Intel, Nokia, STL Partners	35 min.
5	Wrap up	

Panel discussion and Q&A



Meet the panel

Moderator



DALIA ADIB

Director, Consulting

STL Partners

Panel



ERIC LEVANDER

GM Global Solutions & Scale,
Network & Communications
Sales

Intel Corporation



CATARINA CRUZ

Ecosystem Engagement
Lead

Nokia



JIM ANETSBERGER

Head of TME Global Partner
Ecosystem Success -
Americas Region

Red Hat



DARIUS SINGH

Principal Consultant

STL Partners



PARTNERS

Agenda

1	Introduction	5 min.
2	The ecosystem opportunity at the private 5G edge - STL Partners	10 min.
3	How to play successfully in an open, cloud native world - Nokia	10 min.
4	Panel discussion & Q&A - Red Hat, Intel, Nokia, STL Partners	35 min.
5	Wrap up	