

Private networks – growing beyond PoC?

Webinar

Thursday 25th January

3:00 PM GMT | 4:00 PM CET | 10:00 AM EST



Red Hat



PARTNERS

Agenda

- 1** Introductions
- 2** Private networks - growing beyond PoC?
- 3** Private wireless scalability and the role of the telco Cloud Platform
- 4** Q&A panel discussion

WEBINAR

Private networks – growing beyond PoC?



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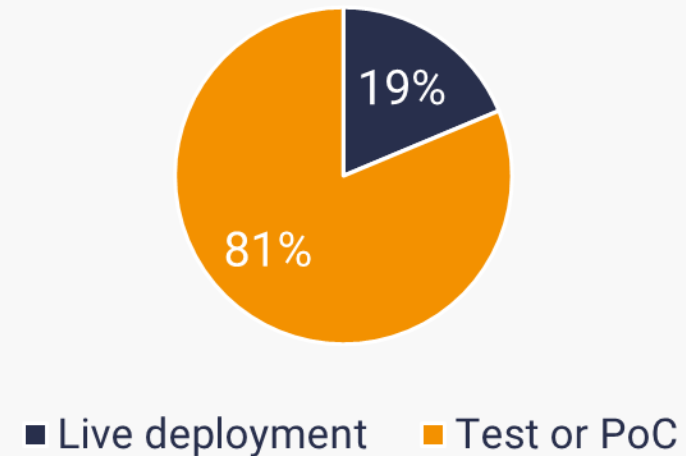
Private 5G networks are seen as a critical opportunity for telco B2B growth, but have yet to scale commercially...

Private 5G has been hyped for the last couple of years...



...but so far, most deployments have been tests or POCs


Deployment type 2019-2023



Existing commercial deployments do not pose a scalable path to growth for operators

Sample of live commercial deployments:

 2019 – Deployed private 5G at Ericsson manufacturing plant in Tallin Estonia, enabling AGVs, AR and IoT

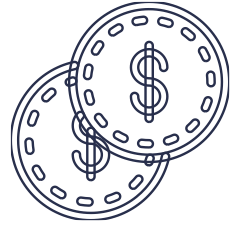
 2023 – Announced private 5G for 3 German port terminals, including Hamburg, primarily to facilitate “logistics 4.0” implementation

 2023 – Private 5G to be deployed at Frankfurt University Hospital to enable tele-health diagnostics

Most commercial deployments to date are...



Highly customised

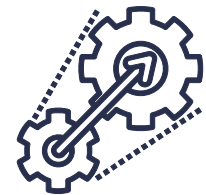


CAPEX intensive



Exclusive and high-end



 Scalable model

Some providers are moving towards new models for offering private 5G


DTAG and Microsoft partner to offer “Campus Network Smart”

Key features



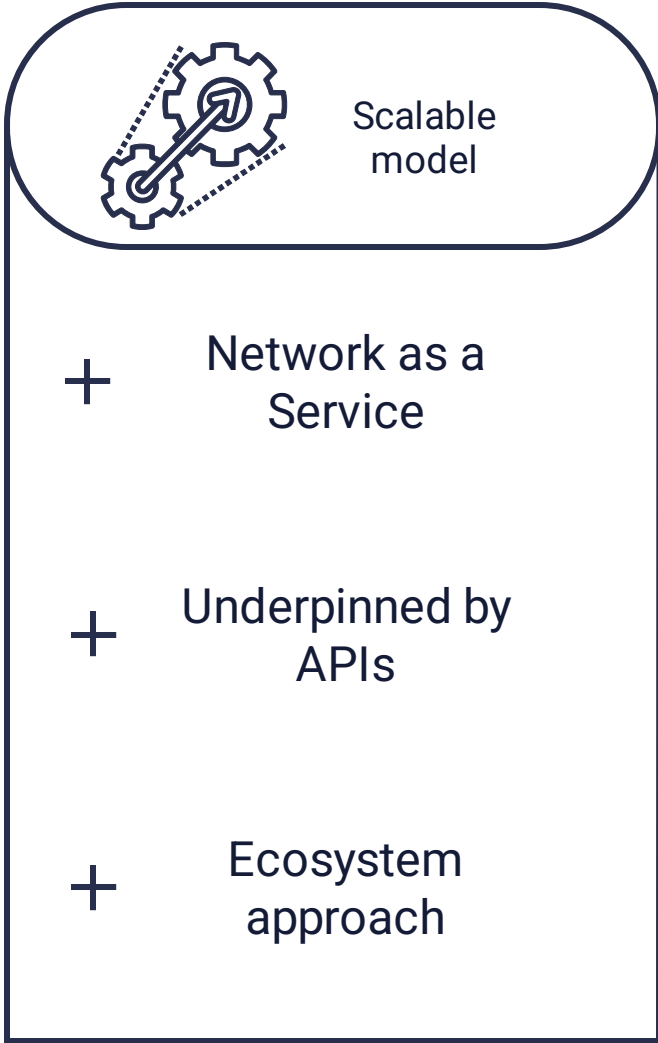
- “pay-as-you-grow” opex model
- Azure private multi-access-edge
- Offers suite of solutions e.g. AR or robotics
- Private 5G + edge as managed service
- Designed to target mid-market

AWS Private 5G

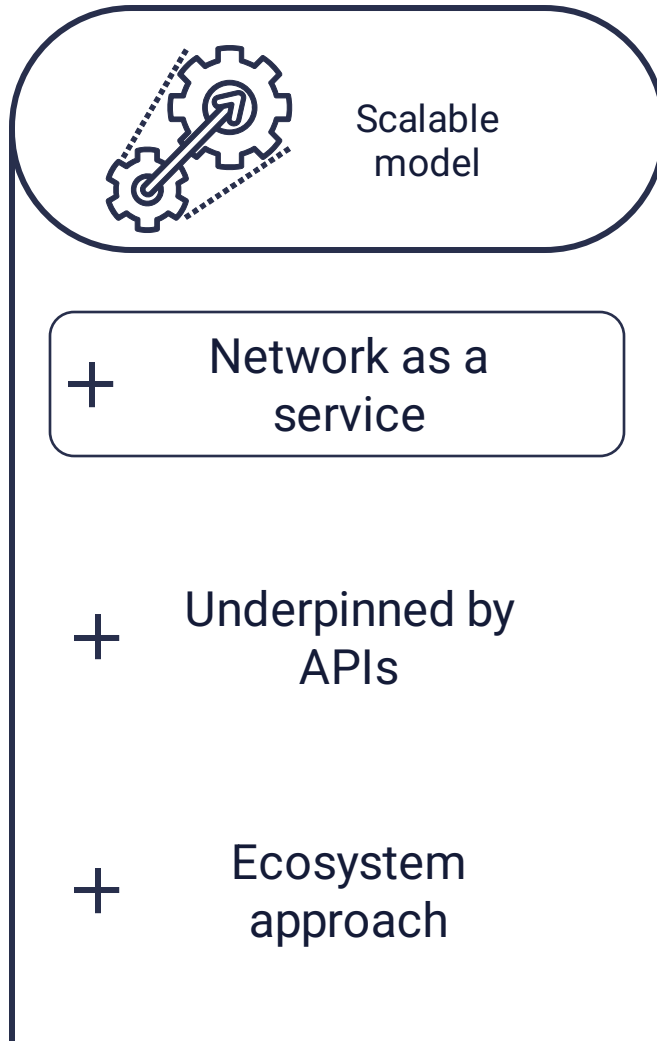


AWS Private 5G
Deploy, manage, and scale your own private mobile network.

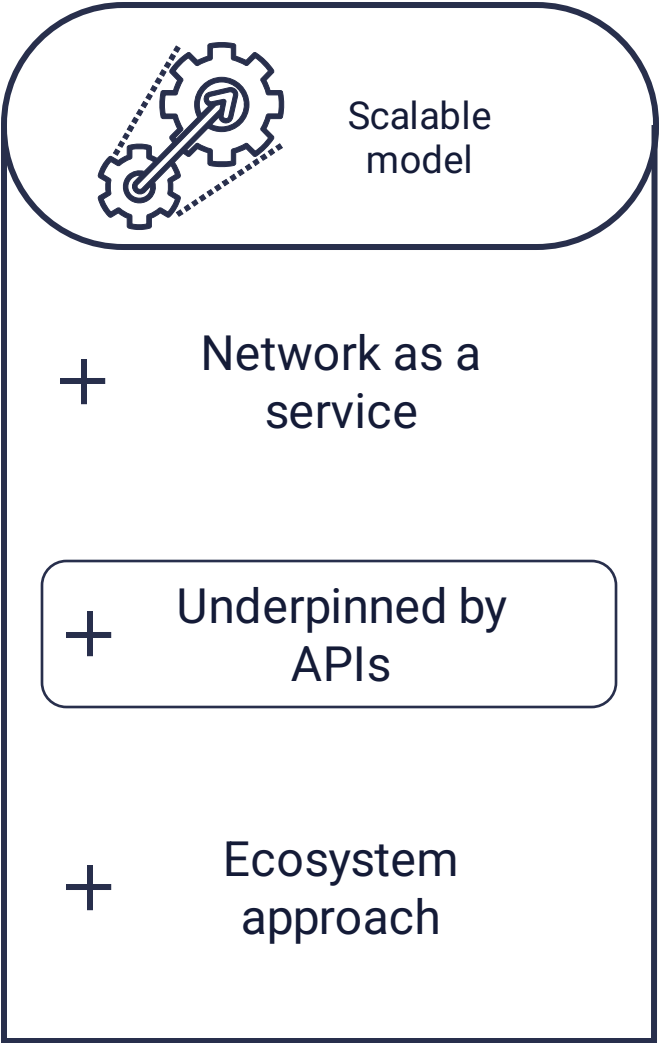
- Priced per radio unit over time – minimum commitment of 60 days
- All cost factored in and charged as opex
- Able to scale connectivity as needed
- Order online
- Managed service



The network as a service model is key for scaling




Network APIs are pivotal for underpinning the scalability of private 5G

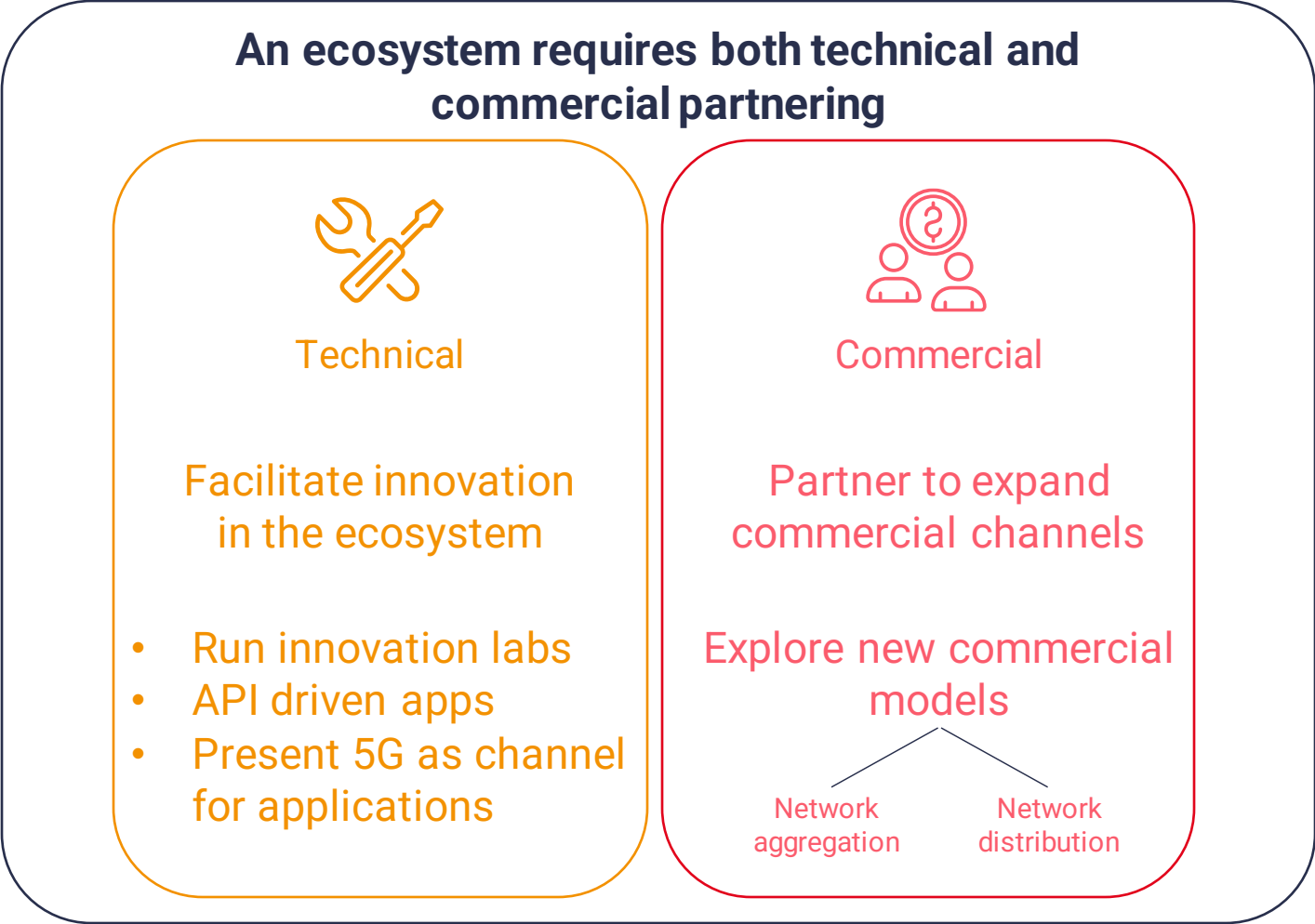
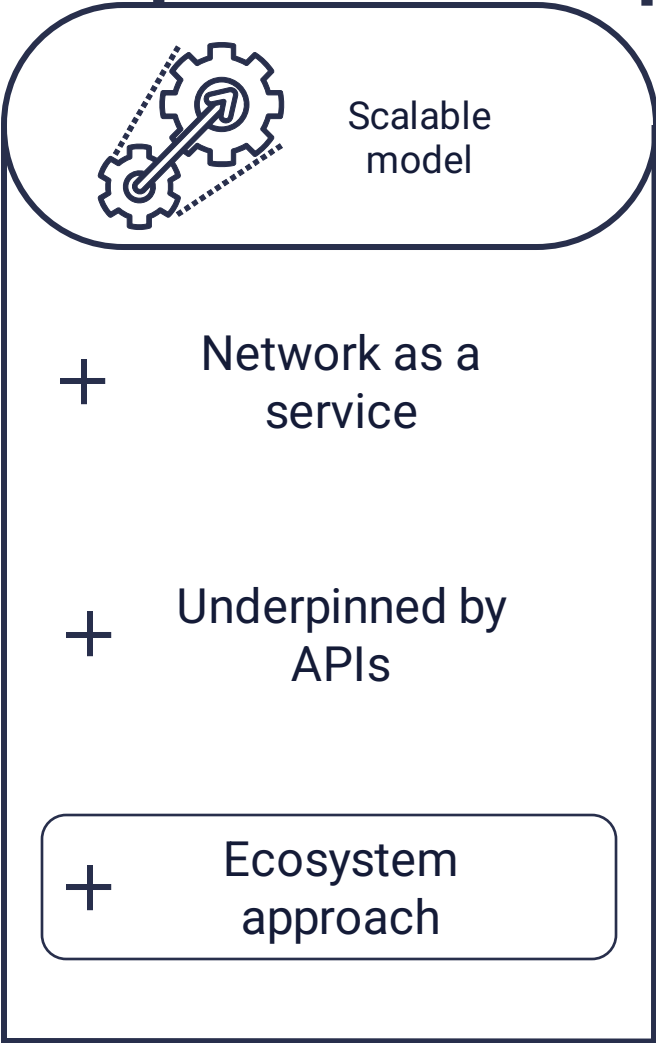


Network APIs will be essential for unlocking scale and future proofing the network

- + Modularity and flexibility
- + Simplification of deployment and time to market
- + Automation and orchestration
- + Enhanced user experience
- + Supports the ecosystem approach



Operators should pioneer an ecosystem approach as they scale private 5G deployments



How far down the line are you in realising the private 5G opportunity?

1. We are actively deploying P5G in our market
2. We have a revenue target for P5G in FY24
3. We have PoCs but are unlikely to generate revenues in FY24
4. We are not looking to monetise P5G in the next few years

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Red Hat's view on Private wireless scalability and the role of the telco Cloud platform

Mo Elhabiby
Senior Technologist, Telco EMEA



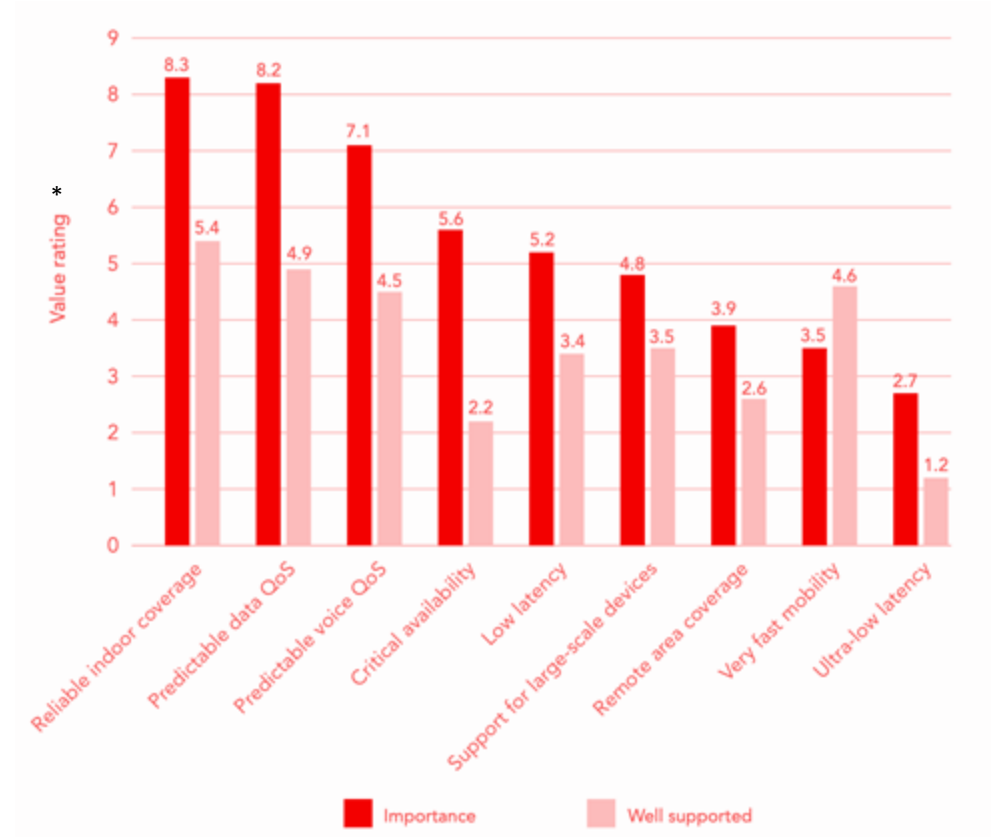
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Why do customers need Private Wireless Networks

Private Wireless Networks help to meet needs where public cellular networks do not provide adequate support for key capabilities including:

- Better Coverage
- Data quality, throughput and latency
- Availability

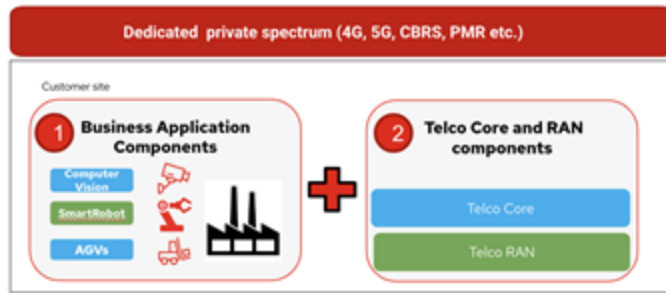
Some of these are capabilities that are directly provided by the PWN, while other are services that are provided by the use of edge computing. Running the applications close to where the data source is coupled with the reliable, high speed, dedicated networks.



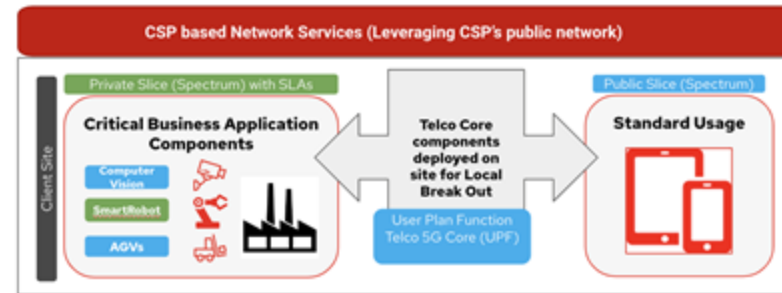
* Source: WIG Private Network as a Service report. What is most important connectivity aspects for enterprise customers (A survey of 120 enterprises, with scoring out of 10)

Private Networks | Models of deployment

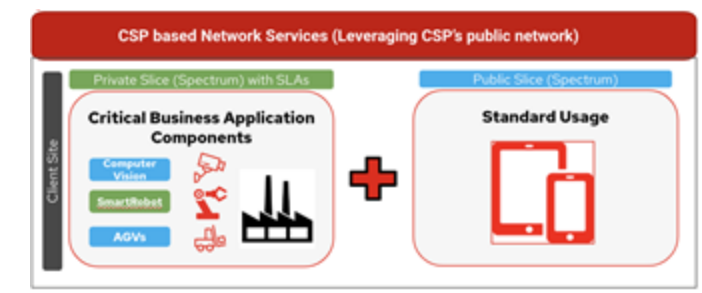
Standalone 5G Private Networks (On-Prem)



Hybrid 5G Private Networks



Virtual 5G Private Networks



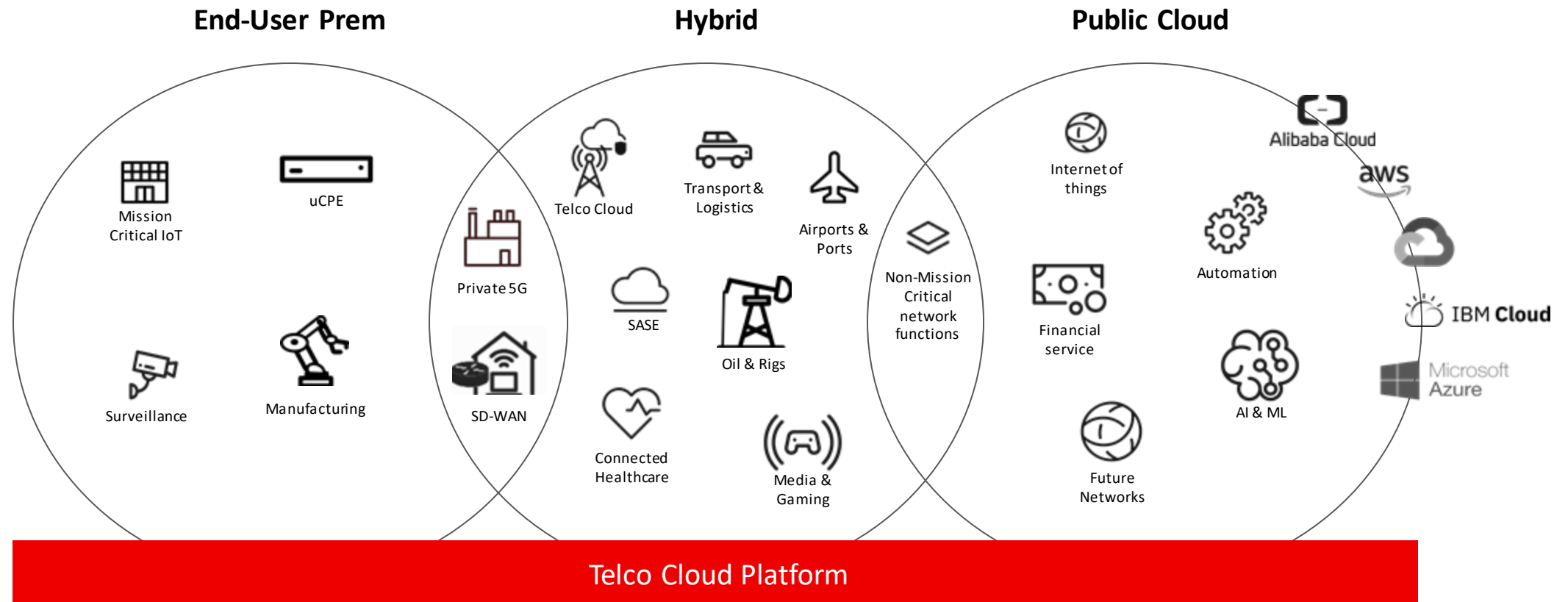
Telco Cloud Platform

A standalone private network is an air gapped bespoke network. This is a fully autonomous network deployed at the customer's campus.

Leverages CSP's public network and some core 5G components deployed at the customer premises to manage ingress requests based on its priority (Local Breakout via the UPF). User-plane traffic remains on-prem reserving the QoS needs.

A Virtual Private Network is derived from CSP's public network providing guaranteed SLAs using the 5G Network Slicing capability of 5GC SA solution

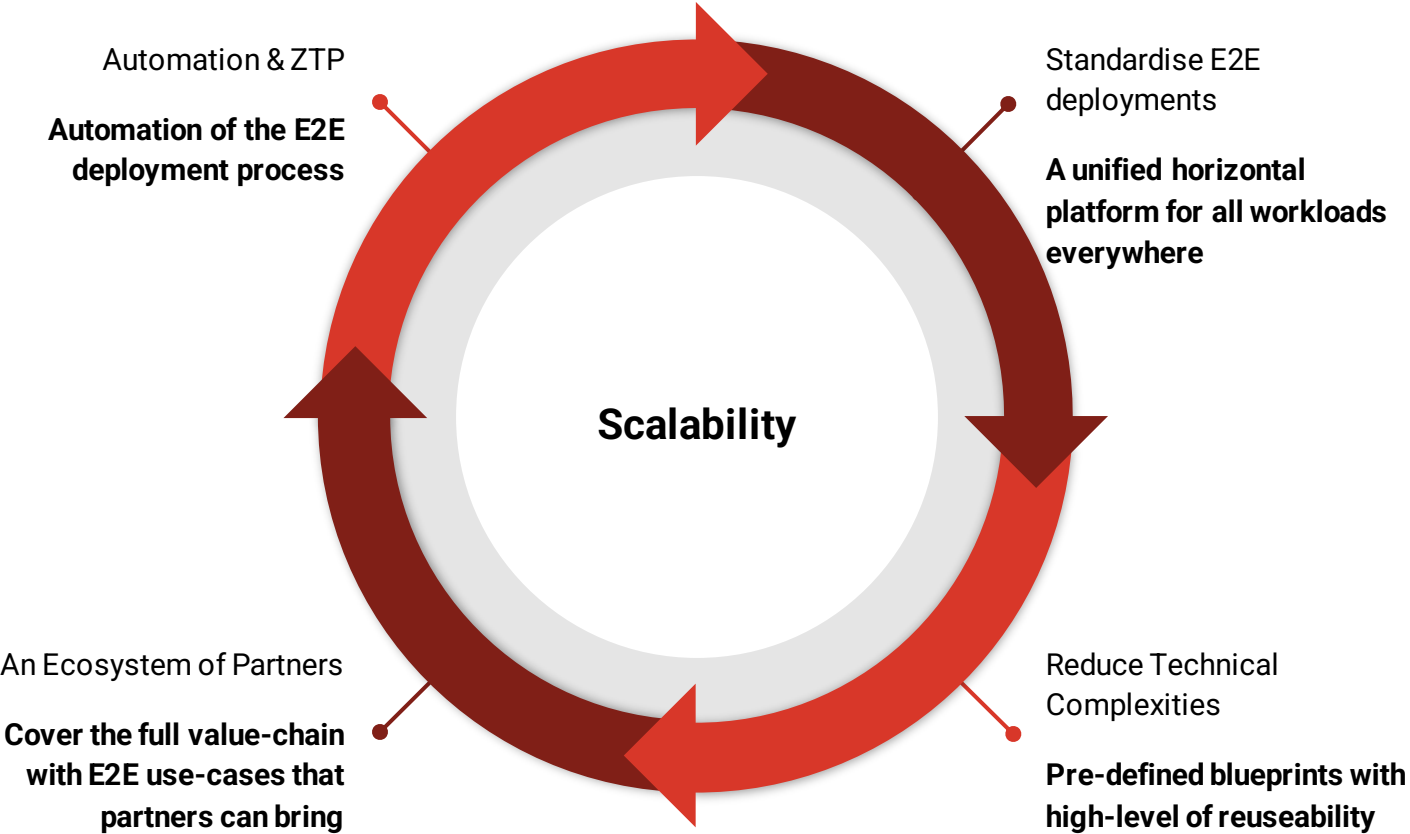
Caters for use-case requirements as you grow across any infrastructure



Red Hat enables CSPs to extend the Hybrid Cloud Infrastructure to the End-User premises edge and the Public Cloud, creating new managed services capabilities for Enterprise Grade products and services by enabling deployment of multi-vendors ecosystem, lifecycle management of applications, and by optimizing the use of network resources running workloads where most appropriate



The role of the platform for an easier journey towards the scalability of Private Wireless Networks



Lower Costs - Lower Complexity - Higher Rol





Thanks

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