Category

Enterprise Transformation

Telco Network & 5G/Edge Services Digital Transformation Playbook

Turning network infrastructure investment into new revenue, not just faster connectivity for the same old services

- Executive
- Advanced
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Overview

A framework for telecommunications network and 5G/edge services digital transformation that identifies genuine new revenue and service opportunities enabled by next-generation network infrastructure, rather than treating 5G and edge investment purely as a connectivity speed upgrade without a corresponding new-service strategy.

Isn't 5G primarily valuable as faster connectivity for existing

services? Faster connectivity has value, but it commoditizes quickly and doesn't differentiate a telco competitively on its own — the larger revenue opportunity lies in genuinely new services (edge computing hosting, network slicing for enterprise customers,

IoT connectivity platforms) that next-generation infrastructure specifically enables.

What's a realistic starting point for telcos without extensive new

service development capability? Partnering with enterprise customers who have specific edge or low-latency use cases, using their real demand to validate and shape a new service offering, rather than building speculative new services without validated demand.

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