Communications, Media &Entertainment

Run, Change & Grow on the
5G Super-Highway

Manish Vyas

AD
ANALYST DAY

Industry of Paradoxes
Sustain and Change – The New Normal

47% CAGR Data Consumption 2016-2021

2.1% CAGR Revenue 2016-2021[4]
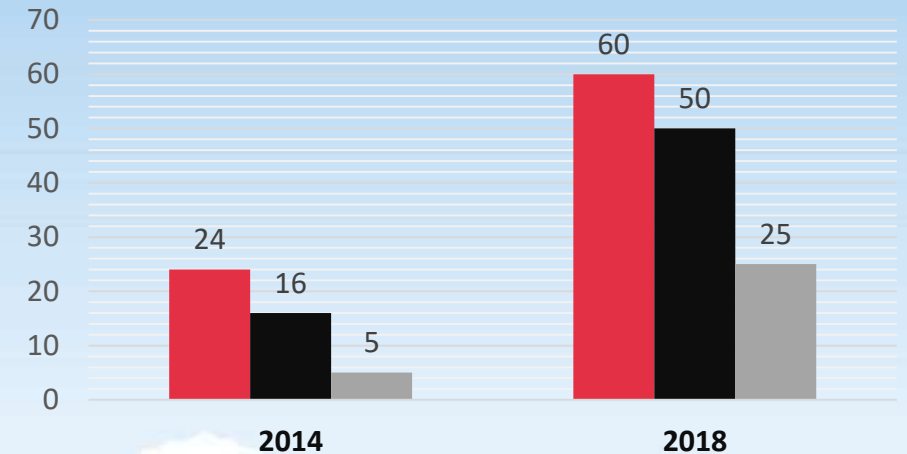
$30Bn Capex from HW to SW by 2022[1]

46% Automation in ICT Industry by 2022[2]

% Revenues lost by Telcos to OTT Players[3]

■ Messaging ■ Fixed Voice ■ Mobile Voice

	Messaging	Fixed Voice	Mobile Voice
2014	24	16	5
2018	60	50	25

1 - Anlaysys Mason Top 10 Telecom Predictions 2018 White Paper
2 - World Economic Forum – The Future of Jobs 2018
3 - McKinsey – Telecommunications Insights
4 – Cisco Global Mobile Data Traffic Update 2016 -2021

Never a Better Time...
or challenging

CONVERGENCE

DIGITAL SERVICES

QUADPLAY

MEDIA FORAY

50Bn

Devices By 2020[1]

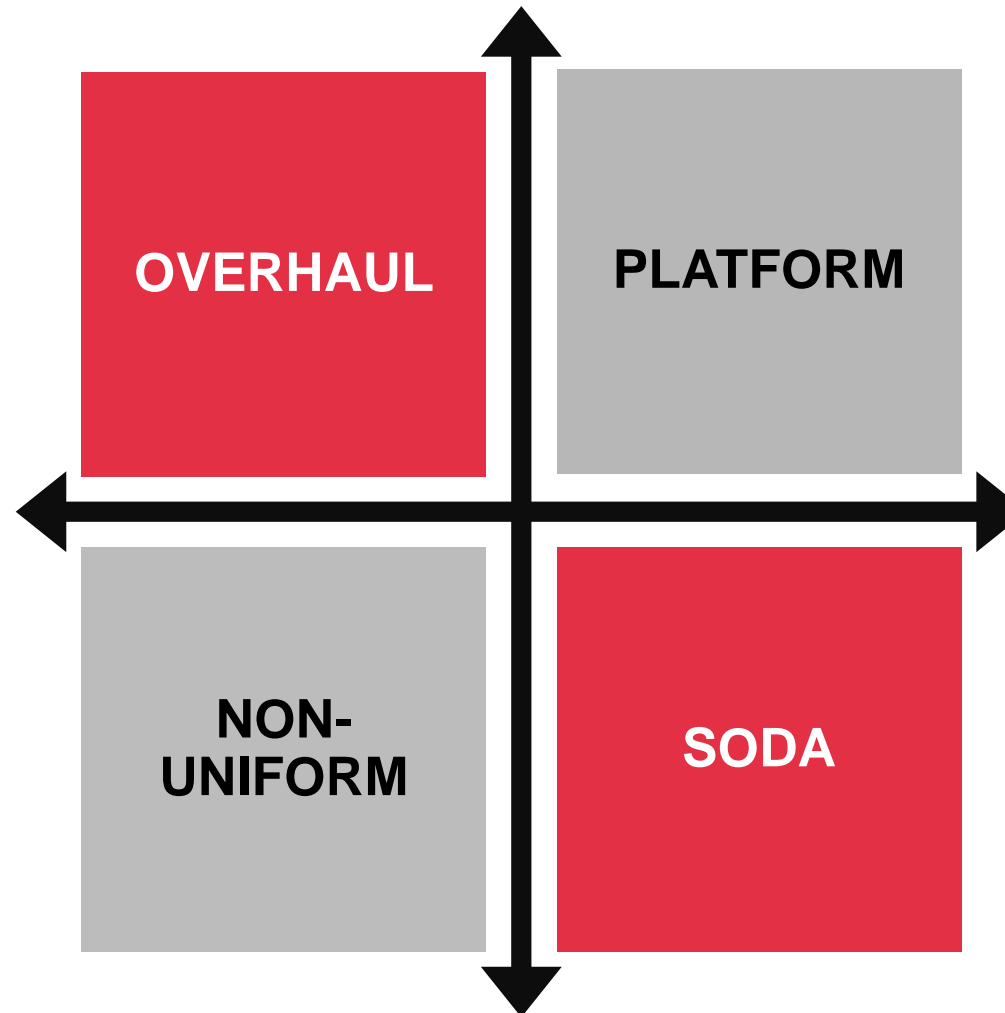LIVE WORK PLAY

DIFFERENTLY

1 – ET Telecom Connected IoT Devices

4

Our 5G PoV in a Quadrant

Systems, Process, Techniques, Culture + Mindsets

5G adoption implementation cycles may be gradual… But certain

OVERHAUL	PLATFORM
NON-UNIFORM	SODA

5G new Platform for Innovation across Industry segments

Software
OpenSource
Disaggregation
Automation

Why the 5G excitement …

$150 Billion Healthcare

$ 110 Billion Media & Entertainment

$ 582 Billion Telecom

$230 Billion Manufacturing

$100 Billion Automobile
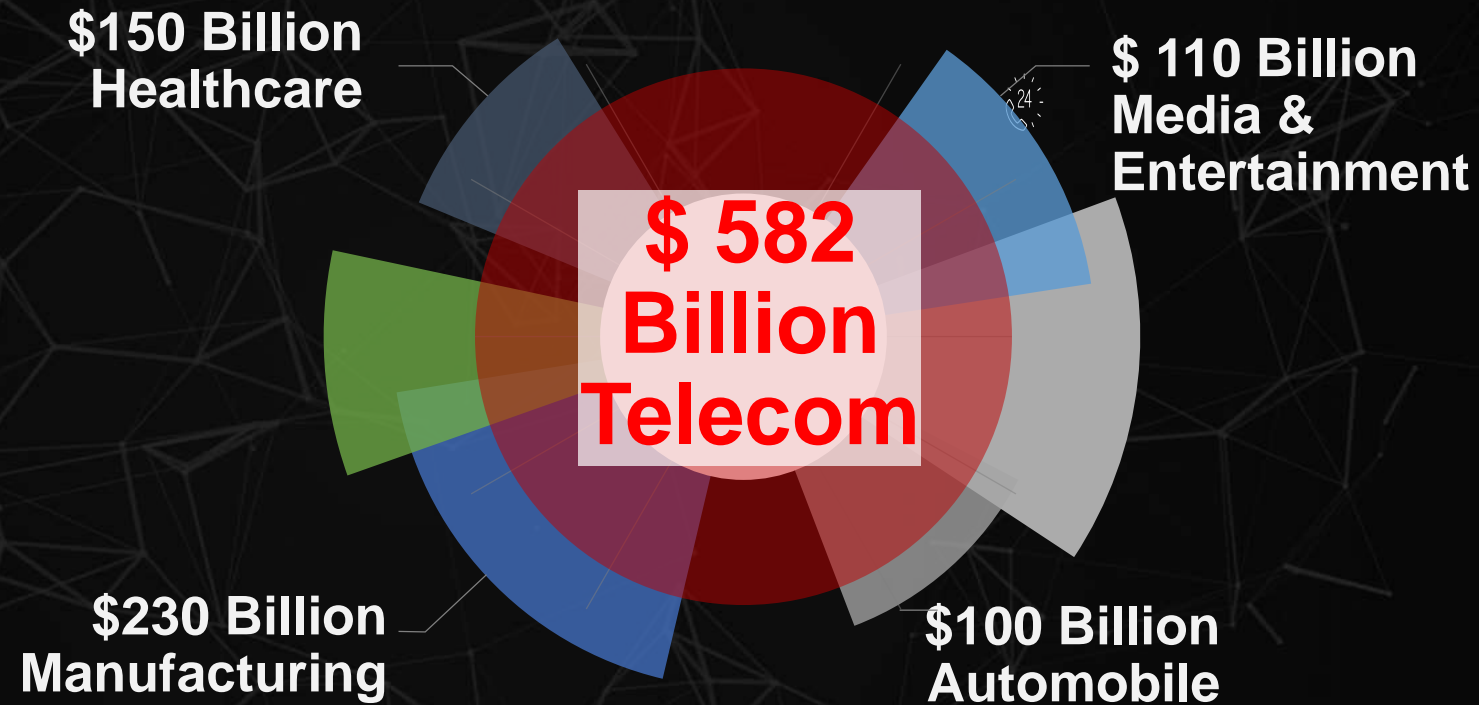
By 2026

1. The 5G Business Potential – Ericsson and Arthur D Little

CME 3-4-3 : A Strategy in Play
Making Winning a Habit, again

3 Mega Trends	4 Big Bets	3 CEO Objectives

3 Mega Trends
- Connected Devices
- High Speed Networks
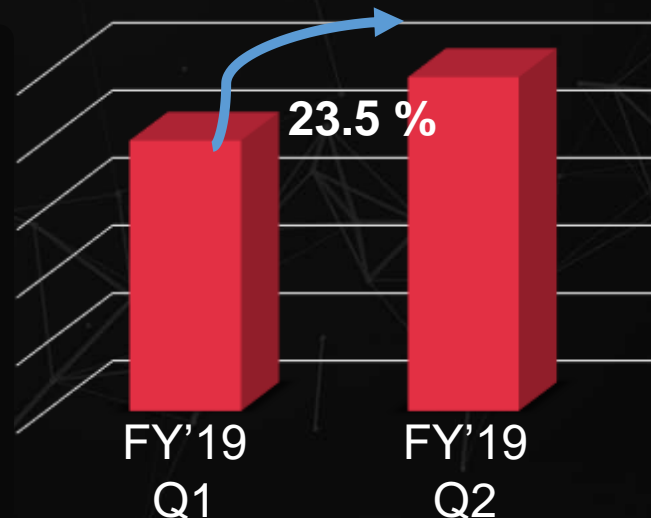- Video on all devices

4 Big Bets
- Digital CX
- Software Transformation
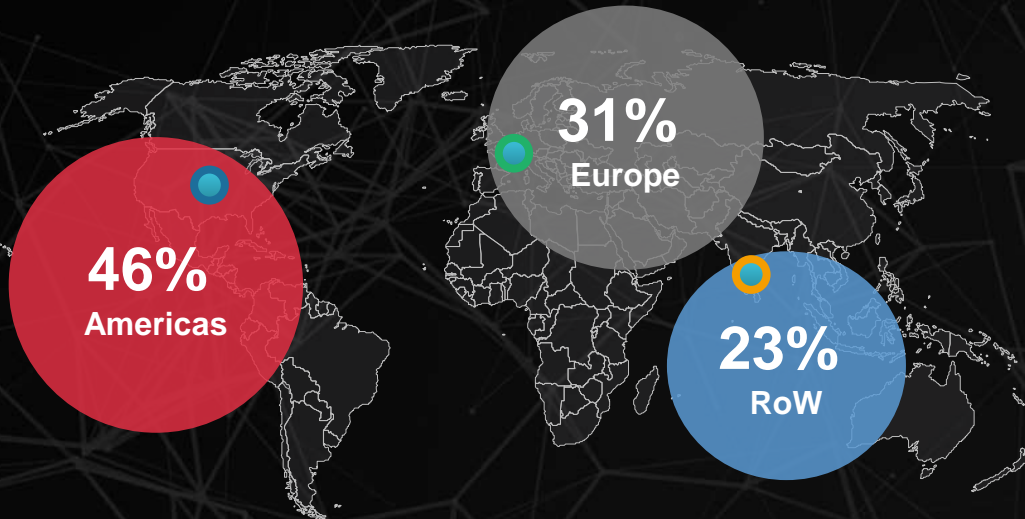- IoT
- NoF

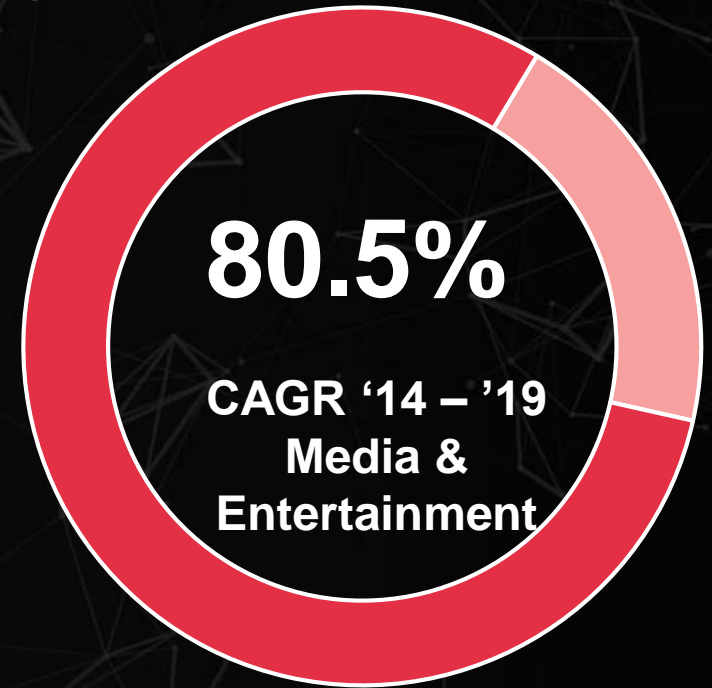**3 CEO Objectives**
- Run
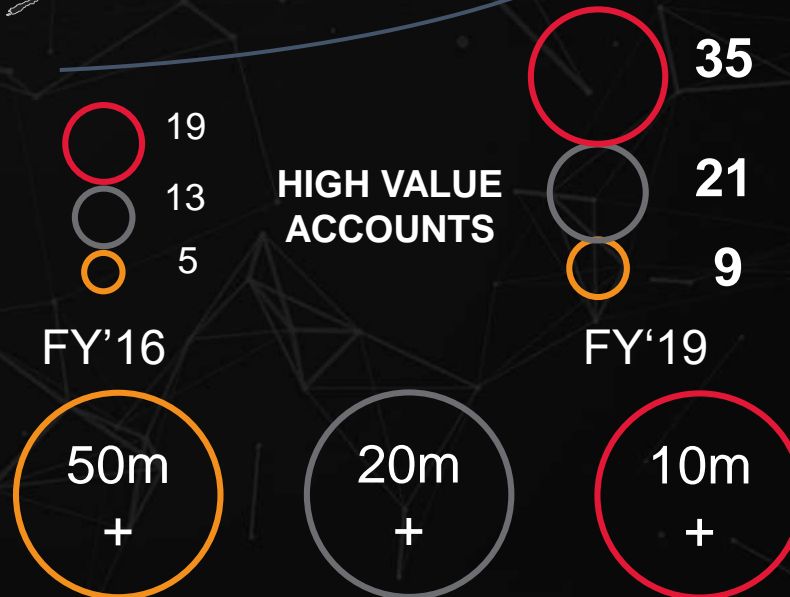- Change
- Grow

The Start of 3-4-3

Big Bets Deals

23.5 %

FY'19 Q1   FY'19 Q2

CME 3-4-3 : A Strategy in Play
Making Winning a Habit, again

31%
Europe

46%
Americas

23%
RoW

Region Wise Revenue

80.5%

**CAGR '14 – '19
Media &
Entertainment**

19

13

5

**HIGH VALUE
ACCOUNTS**

35

21

9

FY'16

FY'19

50m
+

20m
+

10m
+

Relentless in Execution
RCG success in recent times

CHANGE FASTER

Virtualized Networks for
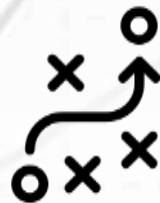5G readiness

Tier 1 Australian Telco

RUN BETTER

AI-Ops

Tier 1 US Telco

GROW GREATER

IoT powered network fleet
management

Major Telco in US

Data Strategy & Consulting

World's Largest
Wellness Platform in US

Large Retail Inventory Mgmt.
program covering 6000+ stores

Major Telco in US

Industry and Customer Recognition
Positioned as an ecosystem leader

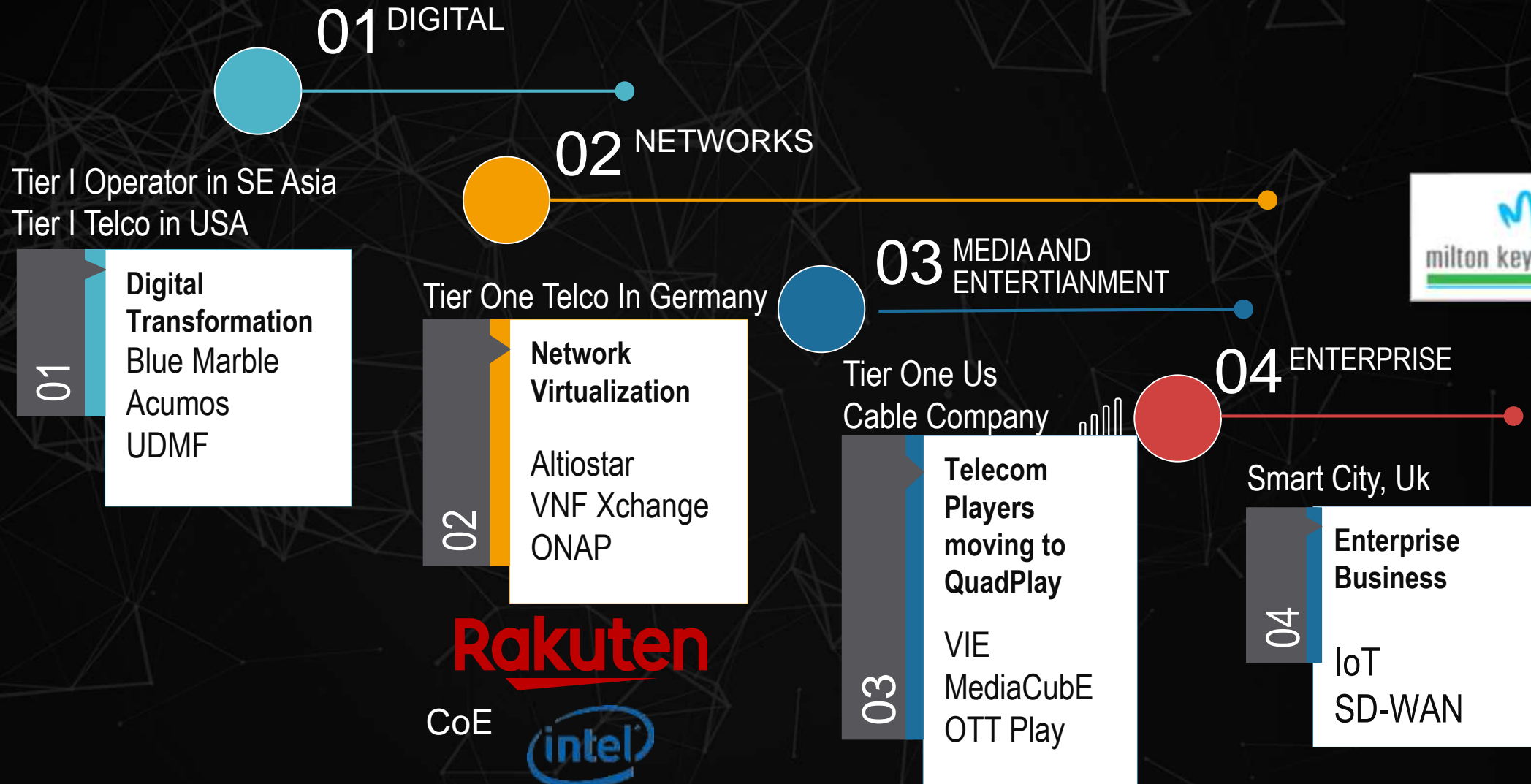**Intel Circle winners**

AT&T Supplier Award 2018

5G Catalyst Award

Only Indian SI, awarded
The 'Intel Network Builders' Winner Circle
"Leaders' Board"

Right to Win in 5G economy
Platforms, Partnerships, People

01 DIGITAL

02 NETWORKS

03 MEDIA AND ENTERTIANMENT

04 ENTERPRISE

Tier I Operator in SE Asia
Tier I Telco in USA

01
Digital Transformation
Blue Marble
Acumos
UDMF

Tier One Telco In Germany

02
Network Virtualization

Altiostar
VNF Xchange
ONAP

Tier One Us Cable Company

03
Telecom Players moving to QuadPlay

VIE
MediaCubE
OTT Play

Smart City, Uk

04
Enterprise Business

IoT
SD-WAN

Rakuten

CoE intel

MK
milton keynes council

THANK YOU

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