

NETWORKS.NXT
LEADERSHIP IN 5G



MANISH VYAS

5G – NEW ‘BUSINESS’ DIMENSIONS

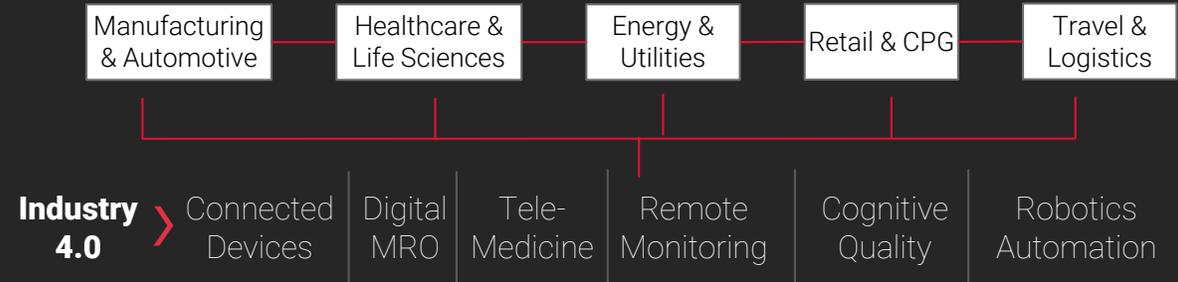
Voice / SMS



Internet Access / MPLS



Mobile Hotspot/ SD-WAN



ENTERPRISE BUSINESS

CONSUMER BUSINESS

Voice / SMS



Data / Web Browsing



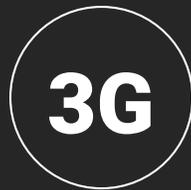
High Speed Data/Multimedia App Ecosystem



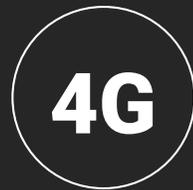
Low Latency Ultra High Speed Device Density



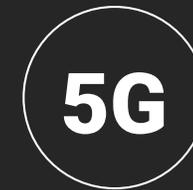
1991



2003



2009



2019 onwards

5G TECHNOLOGY – A PARADIGM SHIFT

NOT just high speed
Connectivity

But **OPEN PLATFORM**
to drive Cx

Deep **Micro-**
segmentation

Network for
hyper-personalization

Industry **Paradox**
Revenues & Traffic

Cost reduction
via iOps.Ai

Innovate like the
hyper-scalers

Service Agility via
extreme Cloud adoption

Edge Data
Analytics

for **real time**
decisions

Open & Secure
Policies

promoting **localized**
innovations

5G @ TECHM – OUR COMPREHENSIVE PLAYBOOK



Digital, BSS, OSS
and Network
Transformation



Industry Solutions
Private Networks
Edge Intelligence



Network Platforms
& Device Platforms

Products, Platforms, People and Partnerships

5G FOR CSPs - EVER IMPROVING POSITIONING AS A LEADING NETWORK SI → CONTINUOUS INTEGRATOR

2014-2018

Network
Services
1.0

Design,
Deploy and
Integrate

2018 - 2020

Network
Services
2.0

Virtualization,
Automation,
Software
Defined

2020 – 2025

Network
Services
3.0

Open,
Cloud-native
& AI-driven

5G TRANSFORMATION – WELL DEFINED OPPORTUNITIES

Network Services 3.0
2020 – 2025

Continuous Integrator

Open,
Cloud-native
& AI-driven



CI.NXt
Continuous Integrator: A New Age System Integrator

Products,
Platforms,
People &
Partnerships

		Market Opportunity	CAGR % 2020-25	Tech Mahindra Product
1	Open 5G Network	\$40-50B	65-70%	
2	Network on the Cloud	\$8-10B	20-25%	netOps.ai
3	Intelligent & Cognitive Managed Ops	\$10-15B	15-20%	Tech Mahindra GAiA
4	Digital OSS	\$5-8B	10-12%	
5	Enterprise Network Modernization	>\$50B	12-14%	

EXECUTING THE PLAYBOOK – CUSTOMER CASE STUDIES

- | | | | | | |
|---|-------------------------------------|---|------------------------------------|---|---|
| 1 | Open 5G Network | ➤ | Greenfield Telco Operator in Japan | ➤ | Set Up intelligent NOC and SOC. CI via AI Led Automation |
| 2 | Network on the Cloud | ➤ | Greenfield Telco Operator in Japan | ➤ | Integrated and helped launch world's 1 st cloud native network |
| 3 | Intelligent & Cognitive Managed Ops | ➤ | Tier 1 Operator in Europe | ➤ | Continual improvement in service levels through automation |
| 4 | Digital OSS | ➤ | Tier 1 Operator in Europe | ➤ | E2E Network Systems Consolidation & Optimization. Next-generation Workflow Management Tool for automated planning |
| 5 | Enterprise Network Modernization | ➤ | A Global Mass Media Enterprise | ➤ | Automated Operations to be 5G Ready
E2E Managed Network Service. Global NOC |

5G FOR ENTERPRISE – A NEW GROWTH FRONTIER

Network is a “platform” for innovation. Enabled by Edge

500ZB+

Data generated per
year by IOT devices

87%

Of Healthcare
organizations to
adopt to T-based
systems

200Mn

OTA enabled
vehicles by 2022

Only 34% of
Data to Cloud,
Rest at
OnPrem/Edge

5G FOR ENTERPRISE – SCALABLE OFFERINGS



Private Networks
LTE/5G

With CSP & For
Enterprise

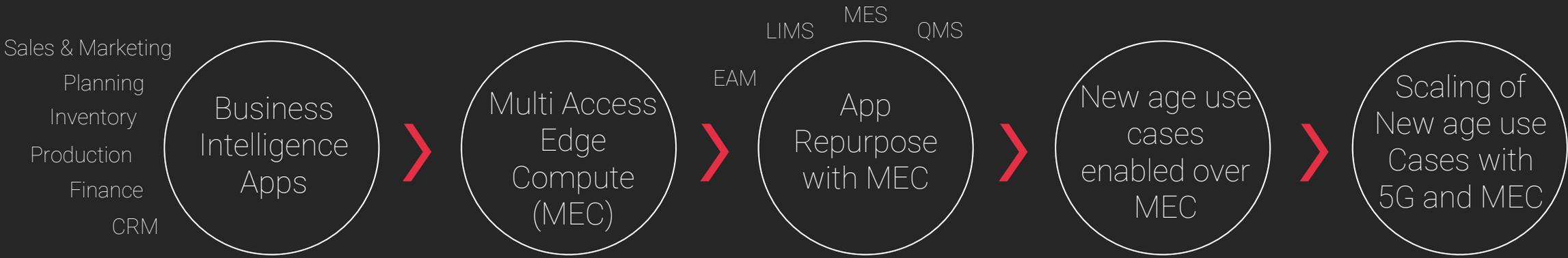
Multi-Access Edge
Compute (MEC)

Private & Public Edge

Industry Applications
Pack

Pre-Integrated
Solutions

A Methodical Approach to migrate/develop Latency Sensitive Applications Closer to the End User



5G FOR ENTERPRISE – A SUCCESS STORY



Wireless Mines to Facilitate Digitalization for A Mining Company in South Africa

PROJECT OBJECTIVES >

Full Managed Service – Design, Deploy, Management of complete network Coverage - 4 Pits, 2 Roads

Eight Base Stations and seven towers/masts

Backhaul Connectivity for Towers

IMPACT DELIVERED >

Lower Cost compared to traditional LANs – Better TCO/ROI

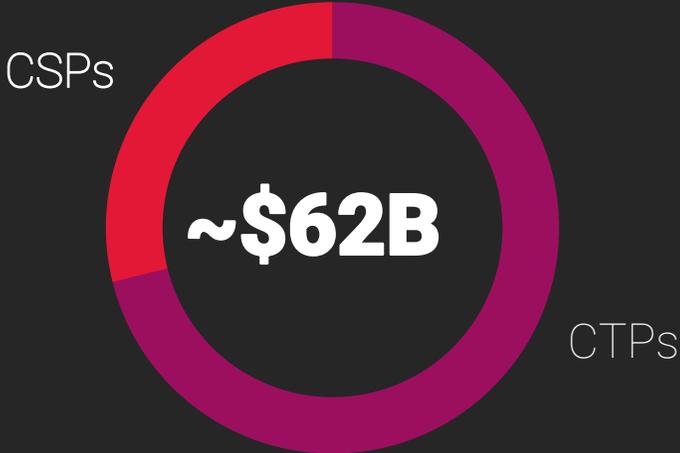
Availability of strong and secured network

All Assets (including cranes, moving trucks) connected

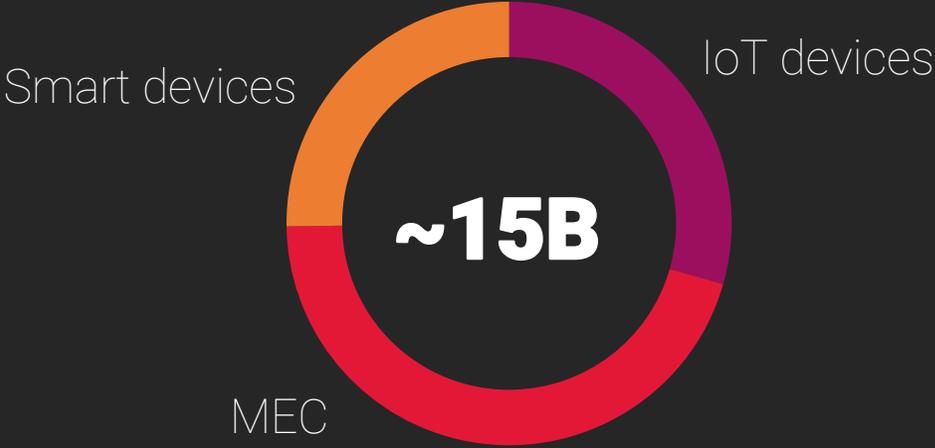
5G FOR ECOSYSTEM – INNOVATING FOR THE INDUSTRY



Network Platforms R&D



Device Platform R&D



Greenfield 5G Network Emulator

PROJECT OBJECTIVES

Develop Greenfield Network Emulator for validation of services

Product Development with off the shelf components

Product supports Multiple Technologies and Features

IMPACT DELIVERED

Each Component Verified & Successfully Tested

Implemented customization as per carrier requirements

Verification of the system at device chipset level

ORAN Compliant RAN Design

PROJECT OBJECTIVES

Design of O-RAN compliant, Multi-Vendor RAN

Specify / Refine requirements for ONAP to manage ORAN Compliant RAN network

Identify gaps in vendor compliance

Verify gaps in ORAN standards

IMPACT DELIVERED

Vendor Compliance to ORAN Specification

Design specification for Management through ONAP

Implementation phase plan for a Proof of Concept ORAN system

DIFFERENTIATION POWERED BY



PRODUCTS

Tech Mahindra



Tech Mahindra
GAiA

netOps.ai



bluemarble

PLATFORMS

CI.NXt
Continuous Integrator: A New Age System Integrator

AINoF.NXt

PEOPLE

SKILL ACADEMY



Intel® Network Builders University

PARTNERS

DEVICES & SENSORS

NETWORK

MULTI ACCESS EDGE

CLOUD

DIGITAL PLATFORM

SDWAN



ID
INVESTOR DAY

Tech Mahindra