5G standalone service assurance and selling enterprise services

EXFO MOBILE WORLD LIVE

5G standalone strategies

More than seven out of 10 operators expect to deploy a 5G standalone network within the next two years:

about half of those say within one year and the other half within 1-2 years with enterprise use cases dominating overall

Network slicing is key to operators' 5G standalone core strategies:

More than half (55%) will offer network slicing within 18 months of 5G SA core deployment (one-third will launch slicing as soon as 5G SA is deployed)

55%

70% 30%

Industry Consumer

The majority of 5G revenue will come from industry/ enterprise

Primary revenue driver: 70% industry, 30% consumer

Importance of service assurance and SLAs

Enterprise services performance SLAs are critical to 5G core monetisation strategies:

74% of MNOs say 5G SLAs are 'vital' or 'very important'

74%

Only 2% of operators feel their existing service orchestration and assurance capabilities are sufficient for 5G

37% of operators say they will implement a common service assurance and orchestration framework to both 4G and 5G, with almost a quarter deciding to handle each domain separately

What do MNOs need from assurance to sell advanced 5G services?

More than 40% of MNOs **say more than half of service revenues will rely on real-time automated service assurance** to meet performance SLAs

5G

What are the most important service assurance capabilities for 5G?

76%	74%	71%	71%
Real-time reporting and service visualisation	Prioritisation of issues based on customer impact	Per-user and per-device monitoring	Monitoring of end-to-end network slices