

# Sponsored Webinar Program

## Calendar of Service Provider Topics Available for Sponsorship

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### Network Transformation

**December 4, 2021**

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#### NFVI evolution to support containerized network functions

**Presented by Omdia and Drivenet / 2 sponsor positions available**

**Led by Stephanie Gibbons**, Principal Analyst, Carrier Network Software

In this webinar, listeners will learn why it is imperative for operators to continue NFVI investments to support container environments in the network. Learn from subject matter experts about potential NFVI evolution timelines, anticipated benefits of containers, and what the key challenges continue to be for operators as they upgrade their networks through software integration – especially at the NFVI level

#### Embracing cloud-native BSS

AVAILABLE

**Led by Kris Szaniawski**, Practice Leader, Telecom Operations and IT

CSPs are under intense pressure to evolve their business models to better support low-cost and digital-first services. In order to do so, CSPs now need to adopt agile IT systems. This webinar will examine why CSPs should embrace cloud-native technologies and methodologies, the market drivers for BSS modernization, the requirements for a future-proof BSS and the benefits of embracing cloud-native IT.

#### Navigating the migration of OSS/BSS to the Public Cloud

AVAILABLE

**Led by Kris Szaniawski**, Practice Leader, Telecoms Operations and IT

The adoption of cloud-native technologies and methodologies such as microservices, containers, DevOps, and continuous integration and continuous deployment (CI/CD) for systems within the BSS domain is required to enable CSPs to gain the technical and business agility needed to monetize the next-generation network and offer a differentiated customer experience. This webinar will cover the market drivers for BSS modernization, the requirements for a future-proof BSS and the benefits of embracing cloud-native IT.

AVAILABLE

## Carrier SDN for hybrid cloud operations

**Led by Stephanie Gibbons**, Principal Analyst, Carrier Network Software

This webinar will delve into detail on how and why operators are investing in Carrier SDN, how the importance of SDN for multicloud operations has evolved in the last year, and how it will continue to evolve going into 2022, and how vendors can provide platforms to support both private and public cloud operations for carriers.

AVAILABLE

## Software defined access: Building Telcos' service edge

**Led by Chris Silberberg**, Research Analyst, Carrier Network Software

Carrier SDN is moving out of the core network through to the transport and access domains as operators develop their network edge proposition. At the same time enterprises are accelerating their network transformation initiatives in the light of Covid-19, changing their expectations and demands on how connectivity is delivered and managed. This is opening up enterprise discussions on where and how they consume services from their network partners and pushing operators to consider a more distributed service platform that can be hosted in the access network offering security and monitoring services closer to the customer.

AVAILABLE

## Leveraging AI to transform telco operations

**Led by Adaora Okeleke**, Principal Analyst, Telco IT and Operations

Automation is becoming a critical must-have for CSPs looking to grow revenues, reduce costs and improve customer experience. However, whilst AI is a key enabler for these enhanced telco operations, there are some notable challenges that operators are yet to overcome. Join this webinar to discover what investments need to be made to address these challenges and accelerate the deployment of AI solutions

AVAILABLE

## Trending: 5G network assets transitioning to the cloud service provider

**Led by Jeff Schwartz**, Senior Principal Analyst, 5G and the Networked Edge

The first big block has fallen, AT&T has made the choice to sell off their core 5G network operations and development to Microsoft. How dynamic a decision is this and what is AT&T's reasoning behind this change? Is this a new wave of network consolidation and what does it mean to the vendors who typically supply AT&T, Verizon, and others? How do network, and applications partners play out in this scenario and what do the cloud providers bring to the table that differentiates themselves from a pure play solution? We will cover these questions as well as the future of the core network in this webinar.

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## Carrier SDN: How does a maturing technology fit into a 5G world?

**Led by Stephanie Gibbons**, Principal Analyst, Carrier Network Software

**Presented by Omdia and Ribbon/ 2 sponsor positions available**

While a maturing technology, SDN continues to underpin a carrier network architecture transformation that aims to deliver service agility, quicker time to revenue, operational efficiency, and cost savings. Join this webinar to find out which SDN applications operators are prioritizing today and how they plan to use SDN technology when implementing 5G.

AVAILABLE

## Keeping the telecom landscape secure

**Led by James Crawshaw**, Principal Analyst

Security remains an ever-present concern for operators today, with the advancements of IP-networks, virtualization and open source all presenting new and evolving challenges. What does the current telecom security threat landscape look like? What are some of the solutions available, and how does the likes of 5G and Open RAN both help and hurt the security landscape? Discover the answers in this Omdia webinar.

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## The Sustainable Telco: Delivering against sustainability and environmental goals

**Led by Dario Talmesio**, Research Director, Service Provider Strategies

As sustainability has become an increasingly important objective for society, governments and telco's, there is a business need to reduce energy consumption and some argue a new strategic direction. Telecom operators are more engaged than ever in delivering societal benefits beyond connectivity. Attend this webinar to understand how Telecom operators are becoming good corporate citizens and how they can benefit from it.

AVAILABLE

## Enterprise Edge services: Opportunities and challenges for telcos, MSPs and IT service providers

Led by **Andreas Olah**, Senior Analyst, Digital Enterprise Services

This webinar will discuss the latest global market trends in enterprise Edge services based on a recent Omdia IT decision-maker survey, as well as analysis of major providers' go-to-market strategies, partnerships, use cases, and challenges to Edge adoption. Opportunities in vertical-specific solutions and different types of Edge deployments (e.g. Site, Far, Near, Micro Site) will be evaluated and recommendations provided.

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## Mobile Networks

SOLD

### Network slicing management: Service orchestration for 5G killer use cases

**Led by James Crawshaw**, Principal Analyst

This webinar will explore the network slicing management system that bridges the gap between OSS/BSS and the network. We will discuss how the coordination of network teams, operations, and IT systems (OSS) is needed to realize the potential of network slicing, and examine the evolution of network slicing from initial trials in the core and RAN to true end-to-end slicing across multiple domains.

AVAILABLE

### Complexity busting: Taking the pain out of multi-vendor NFV deployments for 5G

**Led by: Chris Silberberg**, Research Analyst, Carrier Network Software

The deployment of 5G standalone and its service-based architecture is creating opportunities to open up the network for a wider range of best of breed network partners. However, it is also throwing up new and evolving challenges for operators to operate, orchestrate and automate a network that needs a different operations and development structure to support and optimize it. Discover what operators can do to prepare for, and overcome, these challenges in this webinar.

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### Using AI to enhance RAN operations and management

**Led by Adaora Okeleke**, Principal Analyst, Telco IT and Operations

**Presented by Omdia and Amdocs / 2 sponsor positions available**

Omdia research suggests that CSPs' top business challenge is reducing operational cost and complexity. The radio access network (RAN) accounts for approximately 20% of a mobile operator's CAPEX, a figure expected to increase with the rollout of 5G. By optimizing the RAN and its operations and management, CSPs can reduce spend. Achieving this cost savings will require CSPs to transform how they manage the RAN, since current practices and solutions have not been effective

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### 5G (SA) and AI: How providers can drive industry 4.0

**Led by Sameer Malik**, Senior Principal Analyst, Service Provider Routing and Switching

What are the capabilities of the 5G network? How can it be used in tandem with other emerging technologies to automate the manufacturing and supply chain? These questions and more will be addressed in this webinar which is set to cover both the technological and the business sides of these questions.

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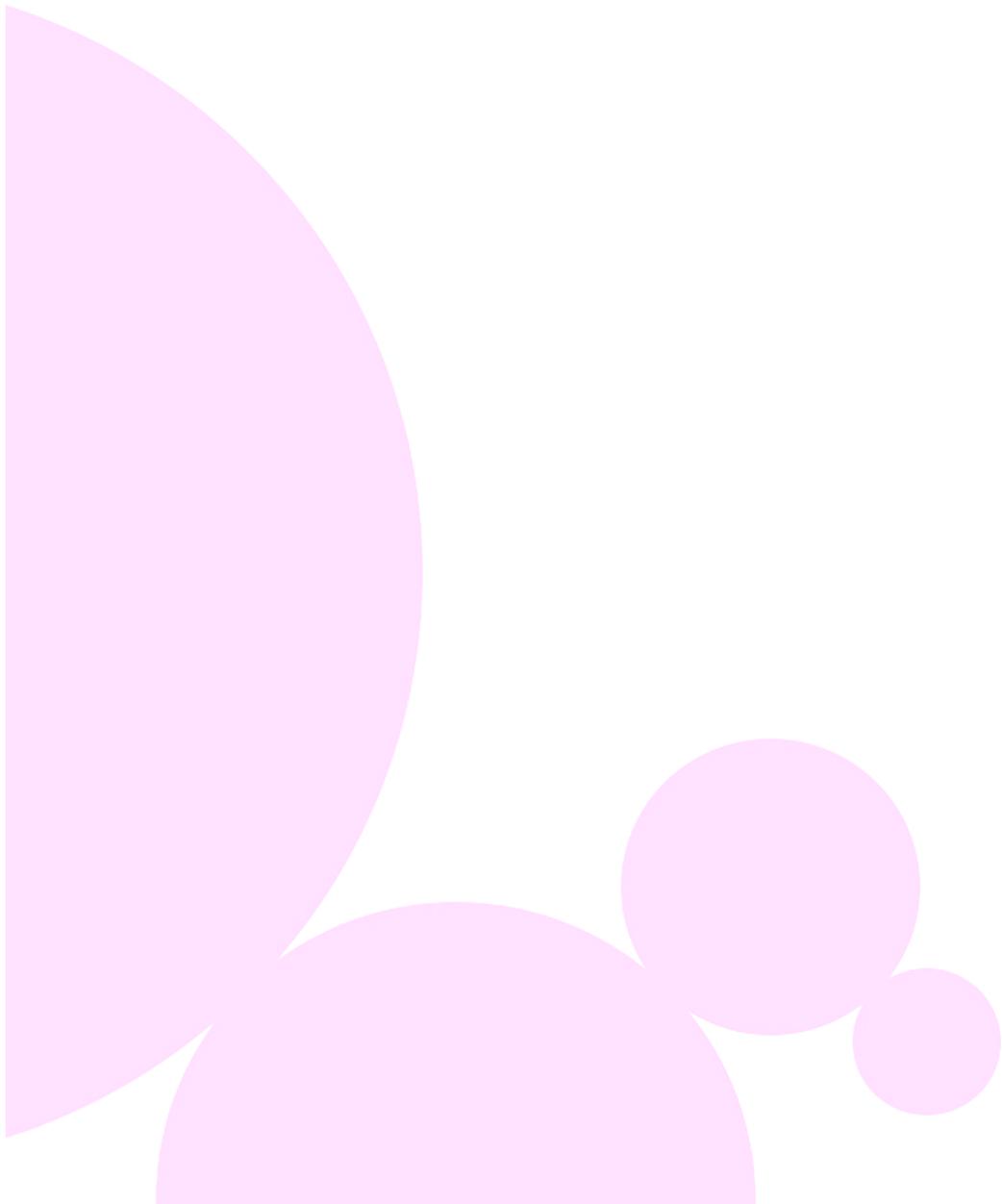
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## Beyond 5G and the road to 6G

**Led by Dario Talmesio**, Research Director, Service Provider Strategies

The journey towards the standardization of 6G has started. Policy makers, regulators, academia, standardization bodies, telecom operator and vendors are once again defining the future of communication. Will 6G deliver what the previous generations have promised? Attend this webinar to understand how and who is creating 6G.



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## Markets / Enterprise / Consumer

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### What do B2B customers require in today's digital age?

**Led by Adaora Okeleke**, Principal Analyst, Telco IT and Operations

CSPs are navigating a new digital world, with B2B customers today expecting more and more from their digital journeys. To compete well in this new 5G and IoT era, CSPs simply must be able to adapt to these evolving customer needs. As such, understanding these expectations and evolving digital engagement practices in line with these new requirements is now a crucial aspect of any CSP strategy, and an area that will quickly define whether CSPs win or lose new opportunities.

AVAILABLE

### Monetizing the Smart Home

**Led by Mariana Zamoszczyk**, Senior Analyst, Smart Home Services

The smart home competitive landscape has evolved rapidly in recent times, driven especially by innovations from large OTT players such as Amazon and Google. This context has increased the pressure on Service Providers to look for alternative ways to monetize the smart home while they cooperate with these tech giants to bring voice control to their service proposition via voice assistants. Discover what Service Providers can do to differentiate and generate new revenue opportunities in the smart home services space.

AVAILABLE

### Africa is gaining mindshare for fiber access networks

**Led by Julie Kunstler**, Senior Principal Analyst, Broadband Access

Numerous countries in Africa are deploying PON-based fiber access infrastructure to support broadband services. This webinar will focus on how to build a reliable fiber access network in countries with low-residential ARPUs. The reuse of the network for nonresidential customers and applications will also be discussed as it enables a faster and more reliable ROI.

AVAILABLE

### Cloud Gaming: Delivering high-quality bandwidth to the home

**Led by Jaimie Lenderman**, Senior Analyst, Broadband Access

The number of tech savvy online gamers has grown drastically in recent years, with customers now demanding higher quality bandwidth, low latency, low ping, and minimal jitter to ensure a seamless gaming experience. How do CSPs meet these increasing demands? Discover how service providers can meet these emerging customer requirements, and how network upgrades can be utilized to offer new service revenue opportunities in this webinar.

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## How voice assistants are revolutionizing the telco digital experience at home

**Led by Mariana Zamoszczyk**, Senior Analyst, Smart Home Services

Voice assistants have radically transformed the way consumers interact with their smart devices at home. Increased awareness of the benefits and higher levels of comfort are among the main reasons why consumers are increasingly adopting voice assistants, not only to control smart home devices, but also to have access to multiple value-added applications and services. Attend this webinar to understand the current uptake of voice assistants at home and what Service Providers are doing to propel the use of voice assistant with innovative services for the digital home.

AVAILABLE

## Reviving SMEs: How communication service providers can capitalize the small business opportunity in a post-pandemic recovery?

**Led by Hwee-Xian Tan**, Senior Analyst, Enterprise Services

The COVID-19 outbreak has brought a fierce onslaught of economic disruptions to small and medium enterprises (SMEs). Overcoming the incredible challenges ahead of SMEs is not a small feat. Many have become more reliant on technology and forged a digital business strategy that will provide their businesses with continuity and recovery. In this webinar, we will discuss what SMEs needs in the post-pandemic world and how CSPs are best positioned to raise them again, including their business bundled transformation and strategies.

AVAILABLE

## Delivering growth at pace: Digital Telco brands & sub-brands

**Led by Dario Talmesio**, Research Director, Service Provider Strategies

Small(ish) Telco digital brands are outpacing the traditional telecom market. Some are independent operators (e.g., MVNOs) some are part of a large Telco multi-branding approach to market. Attend this webinar to understand what successful digital brands have in common and how they perform.



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## Fixed Networks

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September 15, 2021

SOLD

### How to enable multi-vendor interoperability in PON

**Led by Julie Kunstler**, Senior Principal Analyst, Broadband Access

An early goal of software-defined (SD) access is to support PON OLT to ONT equipment interoperability, thereby diminishing vendor lock-in for operators. In addition, interoperability leads to faster network rollout. Attend this webinar to understand the benefits and appreciate the challenges of interoperability.

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AVAILABLE

### Maximizing the telco digital home opportunity

**Led by Michael Philpott**, Research Director

The focus for broadband service providers has changed from purely being about download speed, to overall quality of experience. This means delivering – on top of high speeds - a range of service characteristics including 100% service reliability and consistency, efficient customer service, good Wi-Fi to every corner of the home, and value-added services such as advanced parental controls and whole-home cybersecurity. Differentiating all such characteristics is key to future marketing success. None of these service characteristics are possible, however, without investing in the home part of the network as well as the core and access. Not doing so leads to increased customer dissatisfaction and service complaints, and thus ultimately raising operational costs. Active investment on the other hand brings service optimization, higher overall net-promoter scores, reduced customer churn, and new revenue opportunities. This webinar will explore how making the connected home a top priority for investment is essential for future broadband service success.

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AVAILABLE

### The push towards a gigabit connected world

**Led by Michael Philpott**, Research Director

Even before COVID-19, the world was entering a new era in communications, underpinned by the next generation of fixed and mobile communication networks. The crisis, however, has highlighted the importance of this evolution, accelerating the urgency around greater infrastructure investment. This webinar will explore the importance of fiber in this evolution and the current status of its development around the world, and then discuss what needs to be done to ensure all countries are on a roadmap for a gigabit ready world.

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### WISPs: Advancing rural wireline access in North America

**Led by Jaimie Lenderman**, Senior Analyst, Broadband Access

How is the role of Fixed Wireless Internet Service Providers (WISPs) evolving in North America? Traditionally serving a rural client base through line-of-sight wireless technologies, the increasingly attractive business case for fiber means that WISPs are now deploying FTTH services as they build out their networks to bridge the digital divide, support better connectivity, local jobs, and economic growth.

AVAILABLE

### How to support AltNets as they build fiber access networks throughout Europe

**Led by Julie Kunstler**, Senior Principal Analyst, Broadband Access

This webinar will explore how AltNets, also known as overbuilders, are expanding rapidly in Europe. As they build highly reliable fiber access networks quickly and operate them with lean teams in order to meet ROI parameters, discover how equipment vendors and system integrators are adapting their solutions to meet the unique requirements of AltNets.

AVAILABLE

### Expanding the coherent modem market using grey optics

**Led by Tim Munks**, Senior Principal Analyst, High Speed Optics and Optical Network Technologies

Pluggable coherent transceivers that use grey optics for point-to-point applications promise to enable more cost-effective solutions for access and aggregation. Join this webinar to find out how these new pluggable solutions can serve to lower cost, reduce power dissipation, and expand applications.

SOLD

**December 9, 2021**

### Are we ready for 400G as a service?

**Led by Ian Redpath**, Practice Leader, Transport Networks & Components

Despite their role as the essential foundation of global networks underpinning the digital economy, high speed services remain an obscure and niche market. With high capacity data center interconnect having transitioned from 10G to 100G, 400G is now on the table. Join this webinar for a complete primer on 400G as a service: what it is, why it's happening, who's involved, and when a widespread rollout is likely to occur.

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## Future of home broadband: FWA or FTTH?

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**Led by Jaimie Lenderman**, Senior Analyst, Broadband Access

Home broadband connectivity has never been more important until recently, and fiber to the home (FTTH) has always been the golden standard for residential broadband access. However, while total cost to bring fiber to the home is coming down, many factors can hinder deployment. This webinar will explore how Fixed wireless access (FWA) deployment options where and when FTTH is simply not feasible.

## Uncovering the potential of disaggregated transport networks

AVAILABLE

**Led by Sameer Malik**, Senior Principal Analyst, Service Provider Routing and Switching

Distributed disaggregated networking is an enabler, and a radical step in building open transport network in the 5G era. This webinar shines a light on the technology, and how it can ease the fears of CSPs around single point of network failure and high OPEX costs.

## Unfolding the magic of segment routing and slicing in 5G Phase 2

AVAILABLE

**Led by Sameer Malik**, Senior Principal Analyst, Service Provider Routing and Switching

This webinar delves into the industry's questions, fears and doubts about the seamless adoption and implementation of SR (segment routing) and E2E network slicing. By shedding a light on the ironclad and strategically imperative roles of network slicing and SR in 5G SA transport networks, listeners will gain clarity on new network capabilities, capacities, and network resiliencies.

