



5G - Challenges and opportunities for competitive telecommunications

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Challenges and Opportunities in the Telecom Sector Implementing 5G
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Who ecta is

- Founded in 1998
- Representing more than 100 operators in the EU and their associations
- The only pan-European association representing all types of *competitors* in telecommunications markets
 - Consumer broadband (3P/4P)
 - B2B solutions providers
 - Early & major investors in FTTP
 - Service providers and OTT
 - Wireless operators (MNOs, FWAs, MVNOs)
- Our work = Continuous involvement in
 - Regulatory and competition proceedings before national and European authorities
 - Evolving policy and legislation affecting the telecommunications sector and its clients

The narrative of opportunities...

5G =

- Integrated network management
- Scalable network topologies
- Accommodating all types of services
- With a new level of technical performance
- For a significantly enlarged range of users

...against ever-greater demand for wireless solutions!

...and real-world challenges (1)

Business environment

1. The long wait for technology
2. Uncertainty about who wants what when where
3. Capital expenditures and financing opportunities

Implementation

1. Spectrum availability
 - For new entrants and MVNO upgrades
 - Existing licences

...and real-world challenges (2)

Implementation (cont.)

2. Access options

- Continued MVNO access
- Domestic roaming
- Mobile backhaul
- Infrastructure

3. Deployment

- Co-deployment
- Authorisations
- Power density limits

...and real-world challenges (3)

Implementation (cont.)

3. Deployment (cont.)

- Network reconfiguration
- Skills & staff shortages

4. Beyond the sector

- Communicating about access
- Strategic partnerships & data ownership
- The threat of commoditization