

Factors affecting the market adoption and evolution of Private 5G Networks: The Affordable5G case

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Research Projects for creating the Future and Innovative Telecoms Market

What we do

Consulting

cost according to each customer's unique connectivity requirements in terms of data rate, latency, bandwidth etc. Changes are also anticipated in the service provisioning connectivity provisioning domain, with new options coming to the picture about who the connectivity provider will be.

In the traditional MNO model, the network operators acquire spectrum from the regulator and then negotiate their contracts on a bilateral basis with other virtual network operators, vertical players and equipment vendors before offering their services to the end users (Figure 7). In the 5G era, this business model will likely become obsolete, as more relationships between the different stakeholders are anticipated and more players are expected to be active.

Country	Which standard	Network type	Geographic scope	Time Frame
France	5G NR	5G	National	2020-2025
Spain	5G NR and LTE	5G	National	2020-2025
Costa Rica	5G NR	5G	National	2020-2025
Costa Rica	5G NR	5G	National	2020-2025

Luxembourg 5G Strategy



Expert Report
September 2018

Created by  incITES Consulting S.A.R.L.

Research

Mobile Connectivity forecast methodology

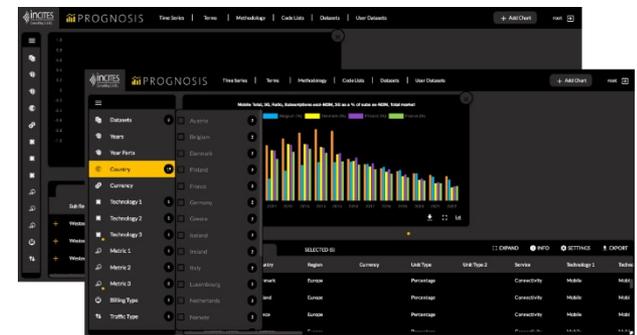
incITES Consulting has invested a significant amount of resources to create a Fixed Connectivity and Pay-TV forecast methodology



How to monetise 5G in crowded events

Dr. Ioannis Neokosmidis
February 2018

Prognosis

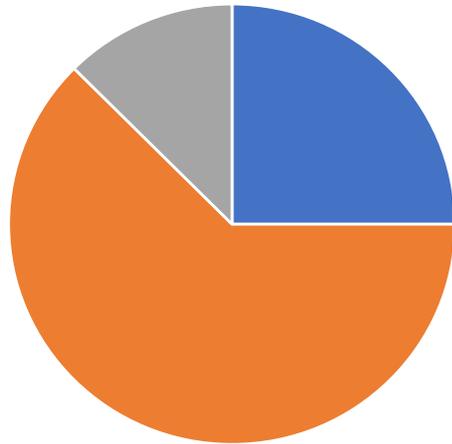


Survey - Introduction

- **Purpose:** Derive the factors that will facilitate the market adoption of Affordable5G
- The Analytic Hierarchy Process (AHP) method was used
- A questionnaire has been prepared and distributed
- Twenty (20) fully filled questionnaires were collected
- Sixteen (16) questionnaires were valid based on the consistency test

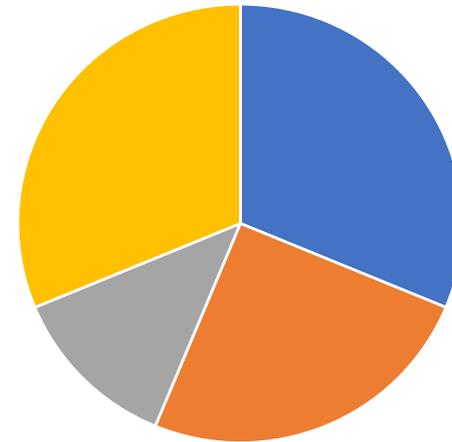
Survey – Statistics 1/2

Type of organization



■ Academic/Research Institute ■ SME ■ Industry

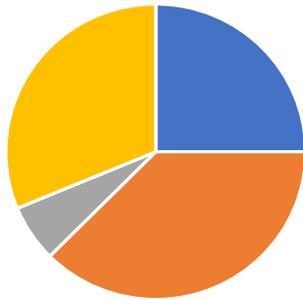
Business sector



■ Vendor/manufacturer ■ Academia ■ IT services ■ Other

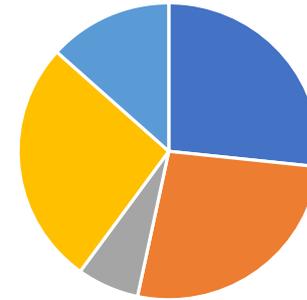
Survey – Statistics 2/2

Size of organization



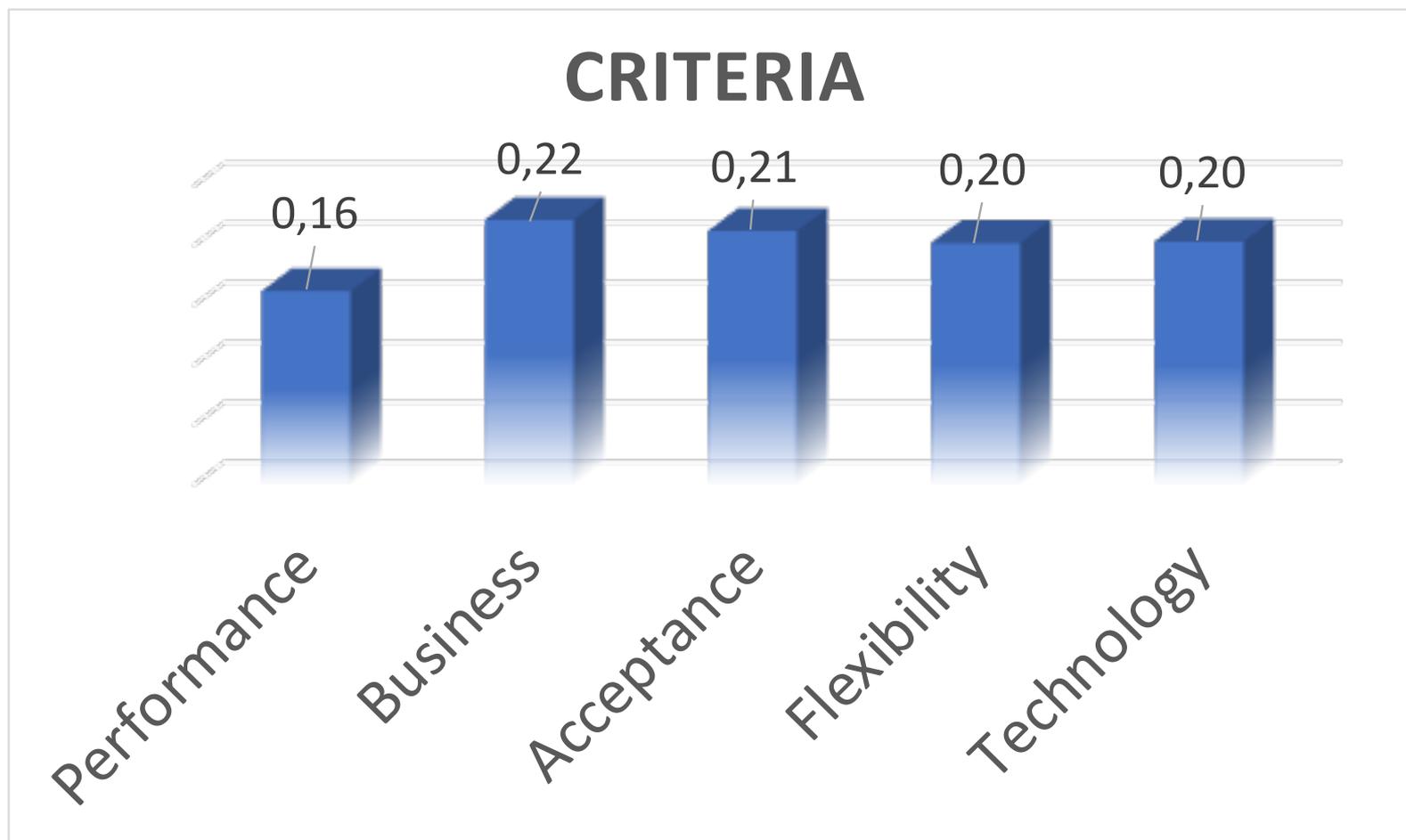
■ Less than 10 ■ Between 10 and 20
■ Between 50 and 100 ■ More than 100

Position

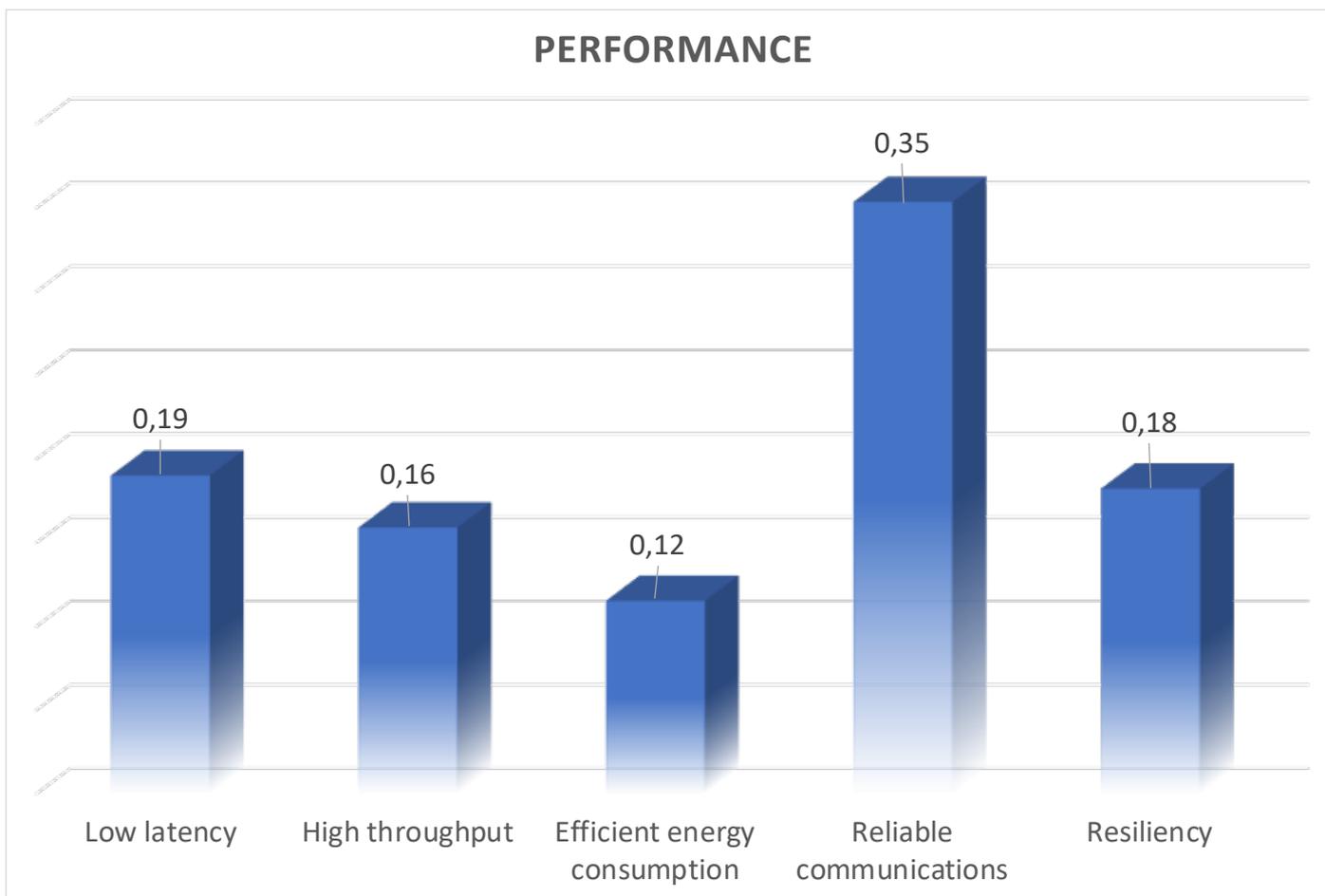


■ Researcher ■ Manager ■ R&D Engineer
■ CxO ■ Other

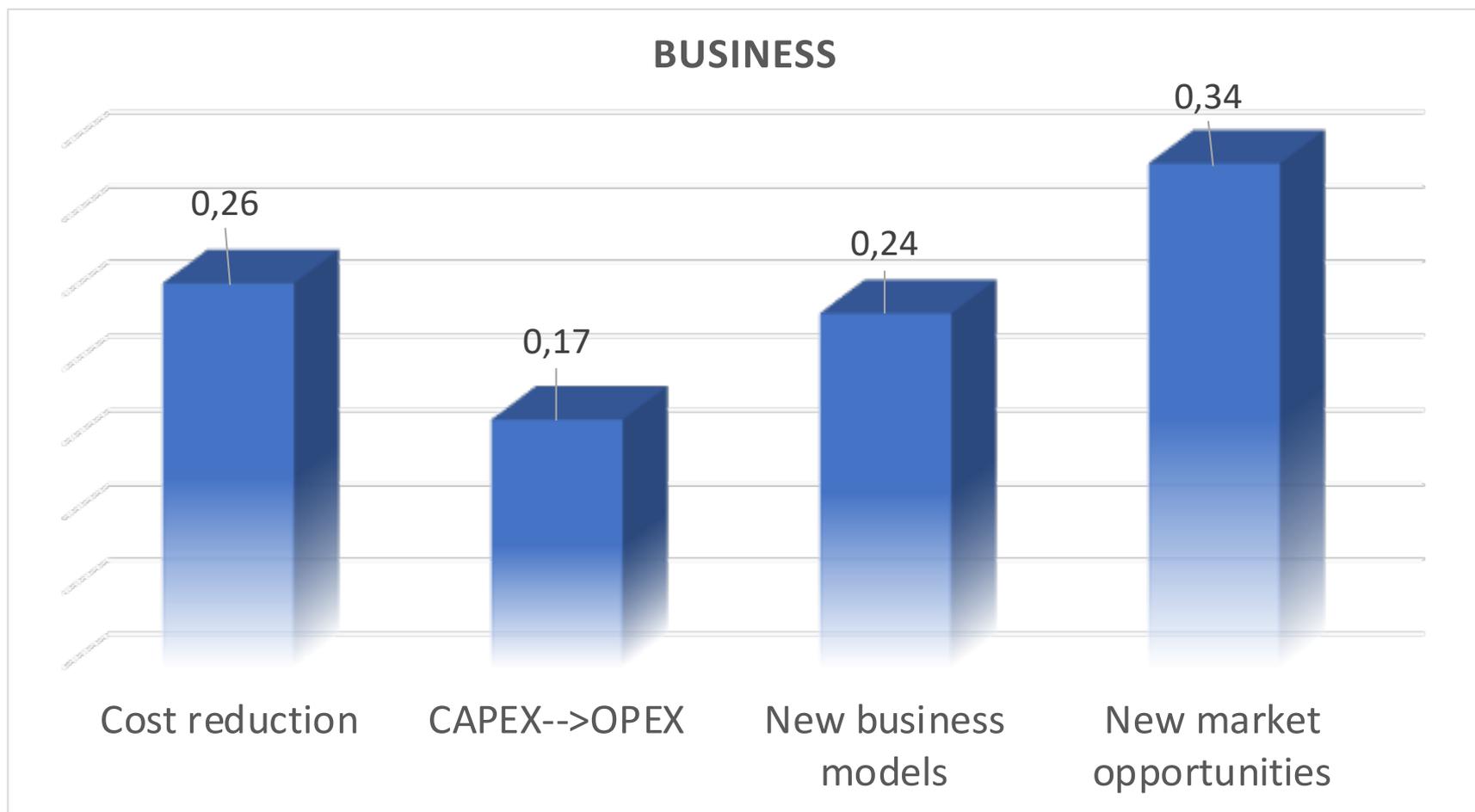
Survey – Results - Criteria



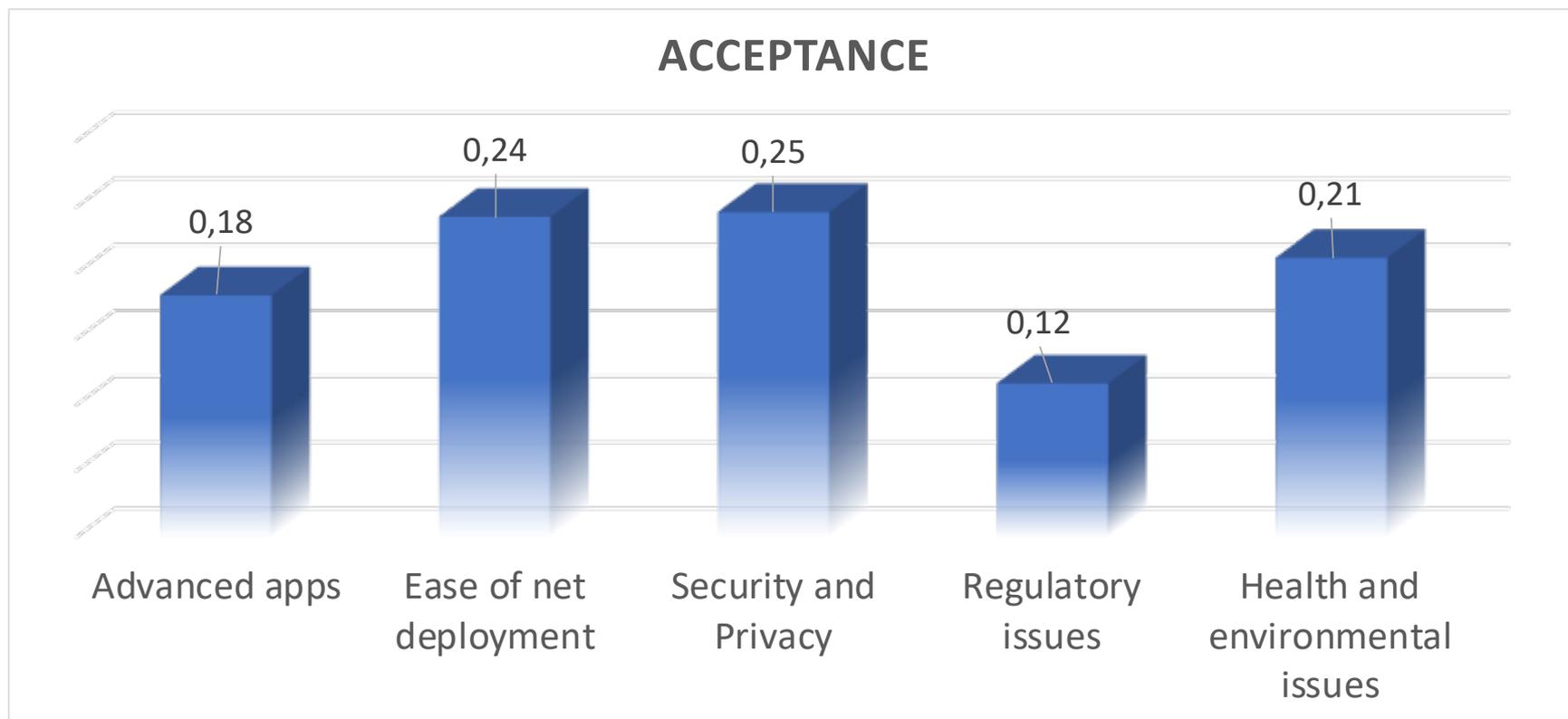
Survey – Results - Performance



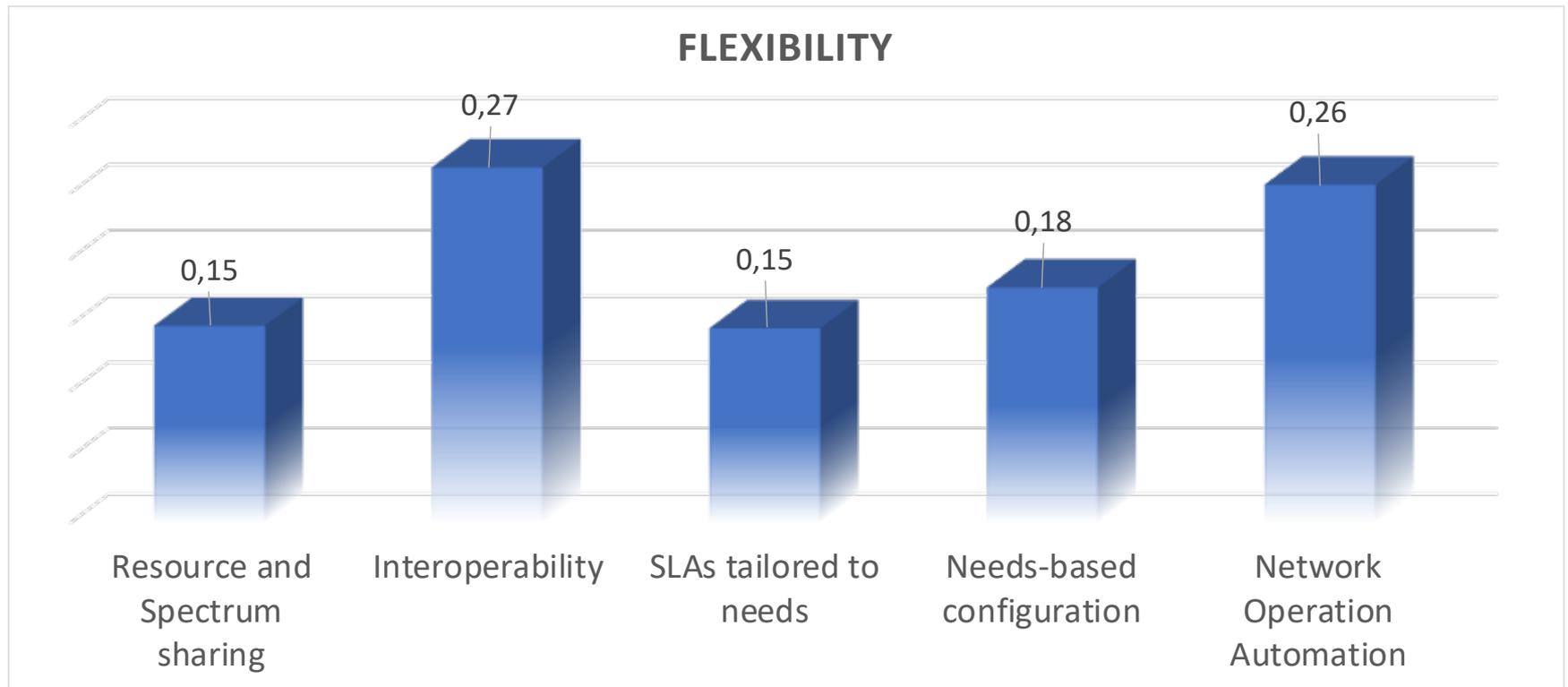
Survey – Results - BUSINESS



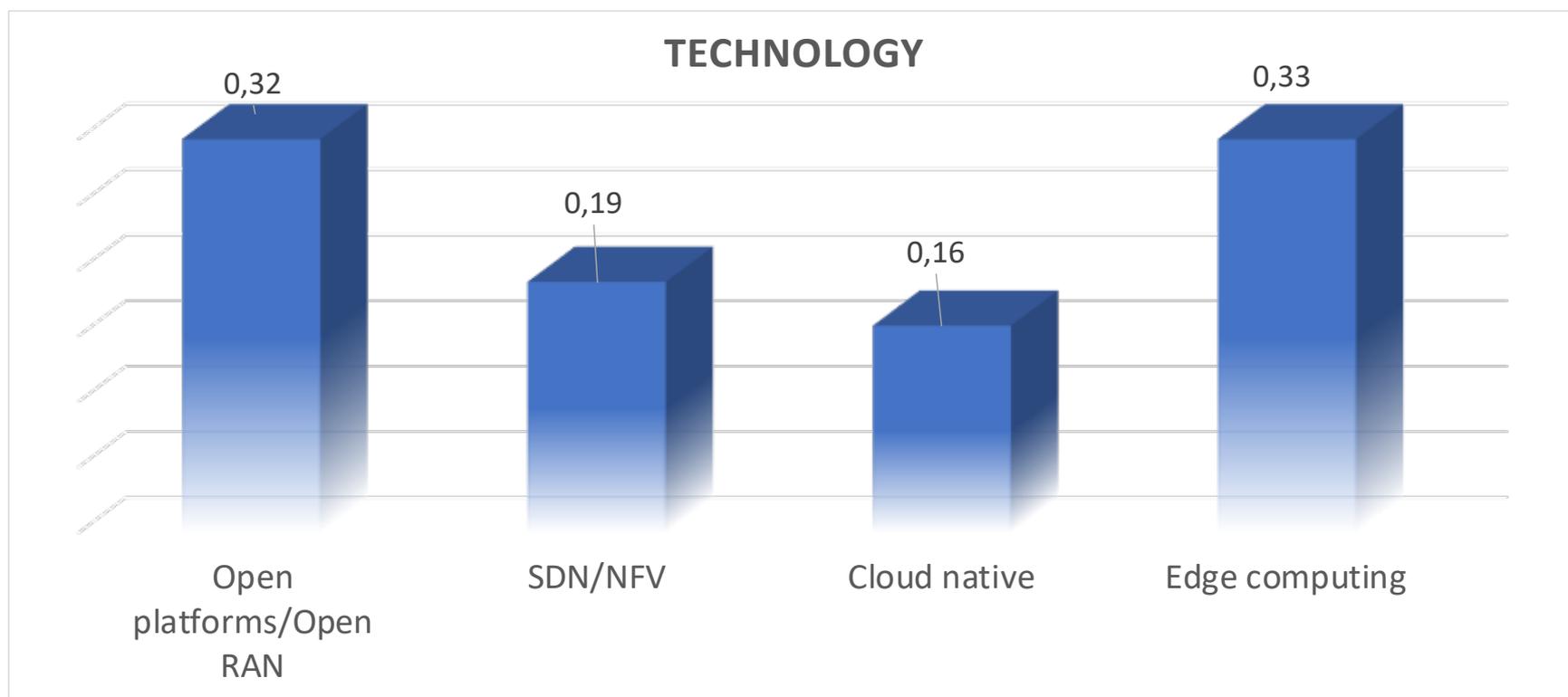
Survey – Results - Acceptance



Survey – Results - Flexibility



Survey – Results - Technology



Key Takeaways

- Business, Acceptance, Flexibility and Technology criteria are of equal importance
 - Vendors/providers should give the same attention in the development of their solution.
- Performance ranked as the less important criterion for the market adoption & evolution of Affordable5G.
- Sub-factors related to ease of deployment, flexibility and interoperability as well as to new market opportunities are expected to be the main drivers behind 5G solutions.
- Study's findings can be a valuable tool for decision/policy makers in the area of 5G private/enterprise networks to accelerate their deployment.

Thank you!



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