

Open RAN: Challenges and Opportunities for India's 5G Success

Ben Panic, Vice President & Head of Telco, Media & Entertainment APAC

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“It’s easy to spend money on technology. It’s somewhat more difficult to change a business process. **But culture is the hardest.**”

1: (n=734) Harvard Business Review Analyst Survey, sponsored by Red Hat. [“Reassessing digital transformation”](#) July 2018.

Thomas H. Davenport

President’s Distinguished Professor of Information Technology and Management
Babson College

Key themes for Digital Service Providers in India



Network transformation and evolution

Transformation of Network Functions,
5G, Edge



Cost optimisation, improved productivity

Automation and intelligent operations

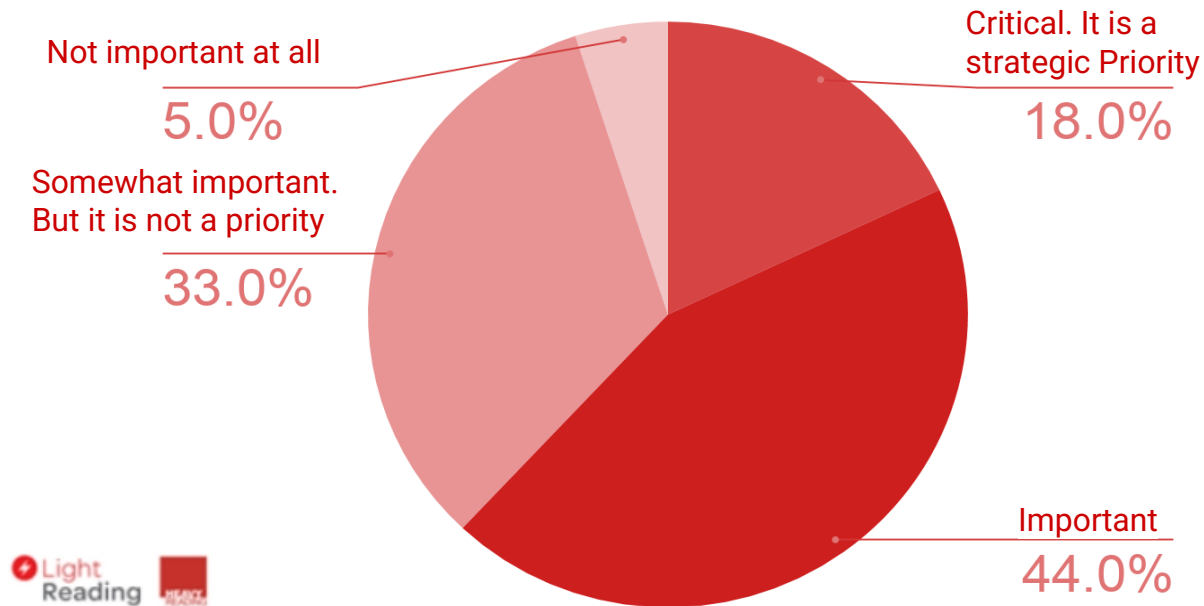


Digital services

New services, new ecosystem partners,
and new business models

Open RAN is coming ...

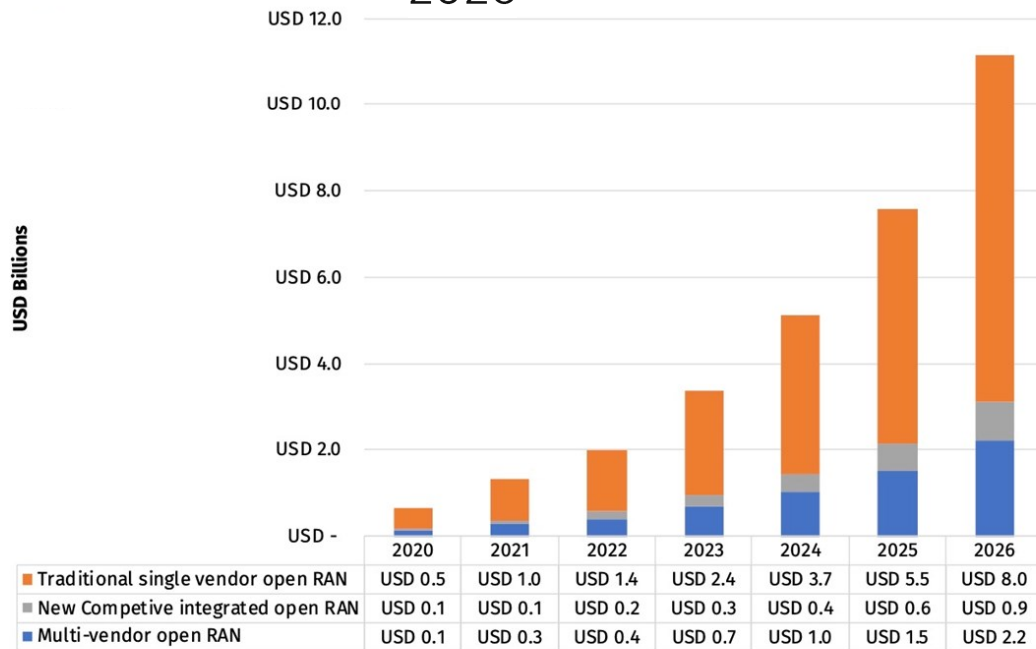
How important will Open RAN and General-purpose hardware be to your network within the next two years?



When will Open RAN become mainstream?

Telcos spending in Open RAN to hit \$11.2 billion in

2026



MILEAGE WILL VARY

Ranges from exuberant optimism to cautious conservative viewpoints (>100 operator survey participants)

The business value of Red Hat in telecommunications

Enhancing service provider value through our connected virtualized infrastructure

Benefits of ORAN...

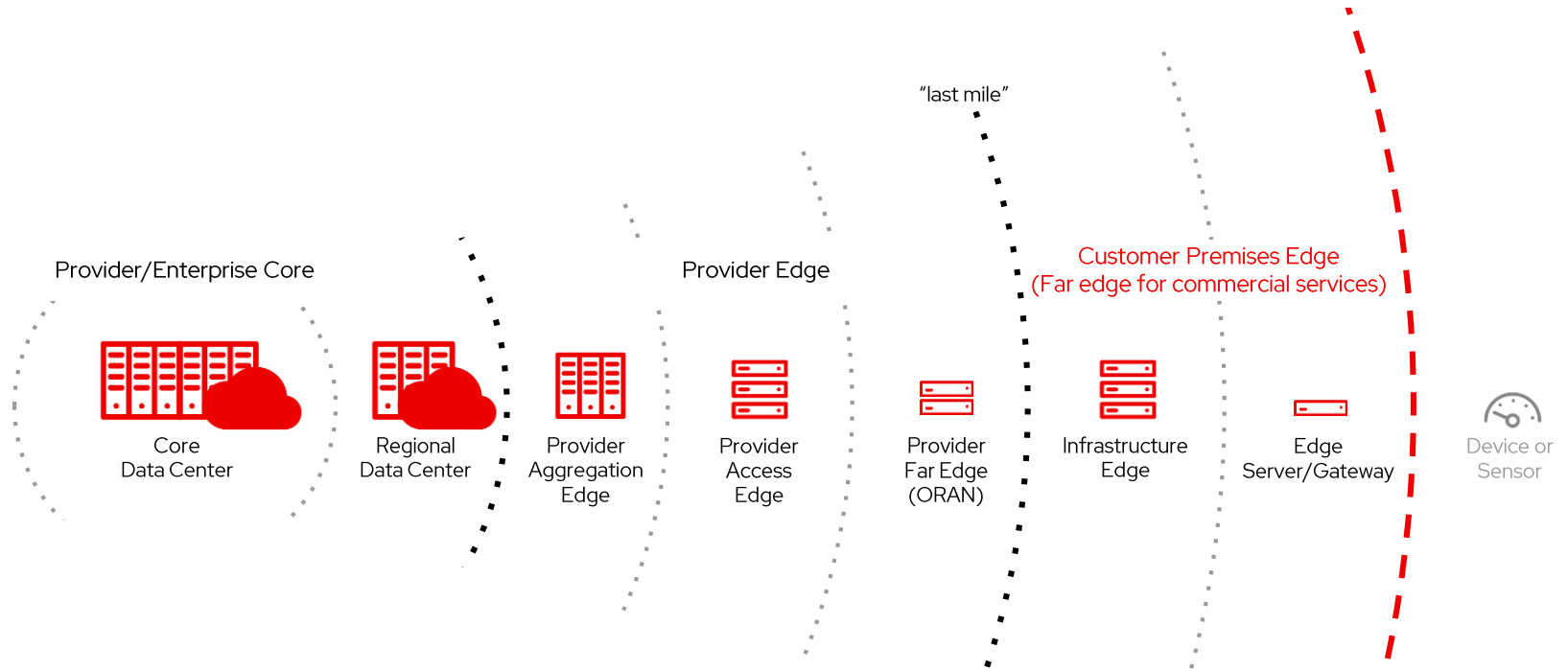
- 66%** Faster to market/revenue
- 25%** More productive
- 44%** Lower TCO than conventional distributed RAN deployments

...Critical to Common Platform

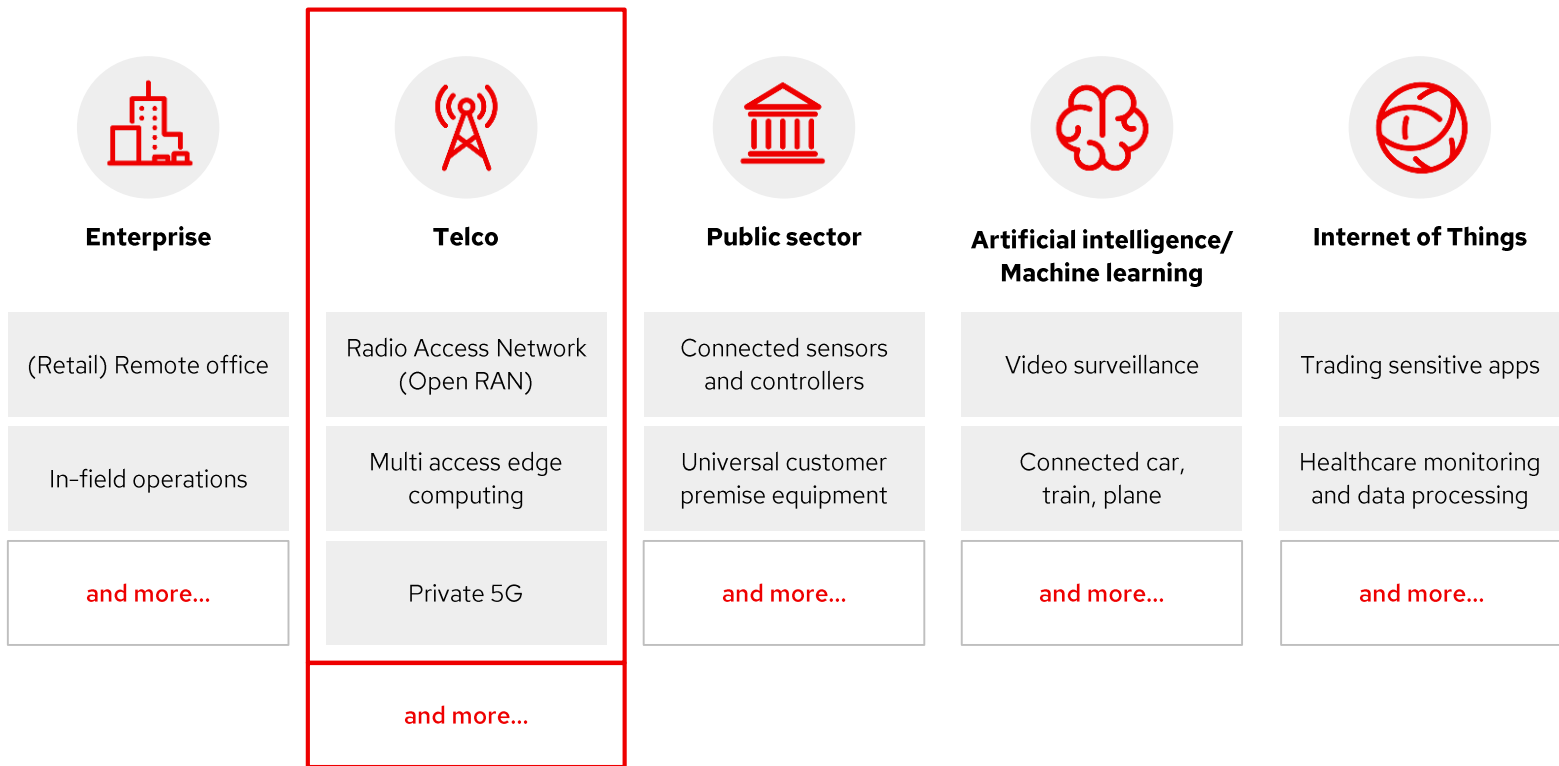
Red Hat's supported open source solutions for Telco cloud deployments compared with do-it-yourself approaches have shown improved TCO advantages of up to **35%**

Using the same horizontal infrastructure in both 5G Core and Edge allows operators to extend TCO benefits gained in horizontal Core designs throughout their network.

Common platform, management, and processes from core to edge

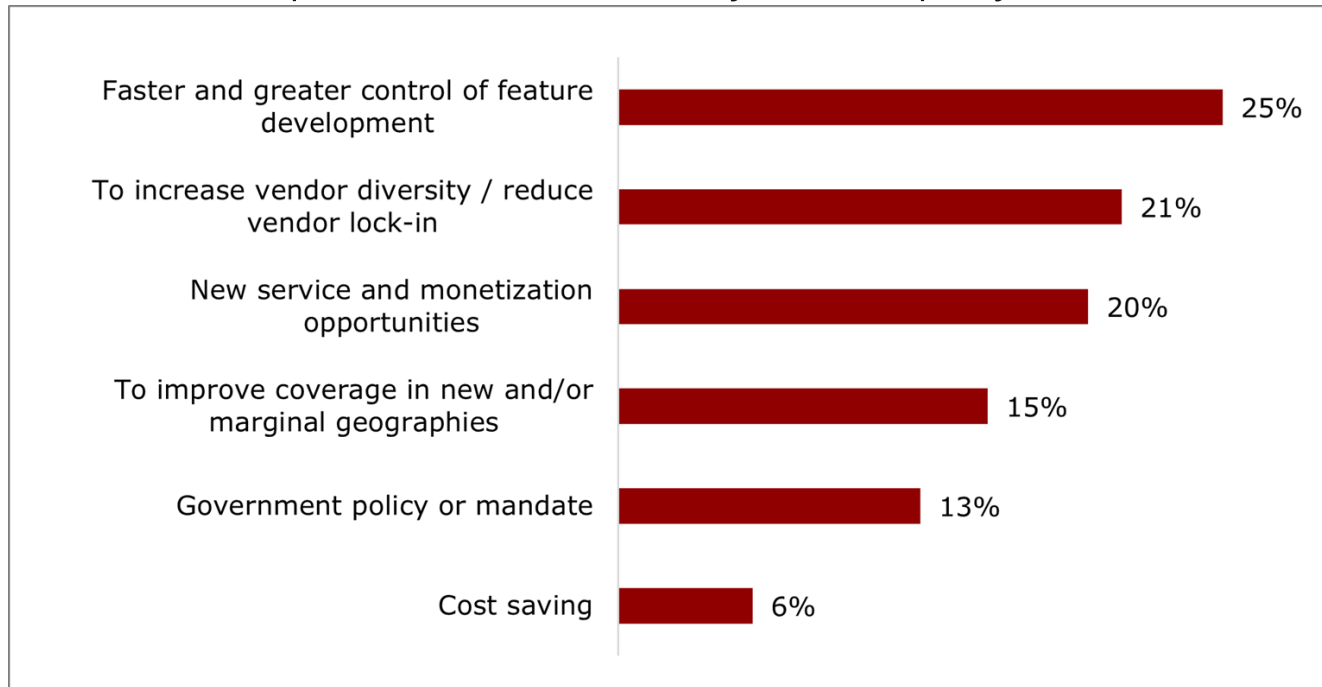


Who is doing Edge Computing



Why CSPs are exploring Open RAN?

What is the most important business justification for open RAN initiatives in your company?

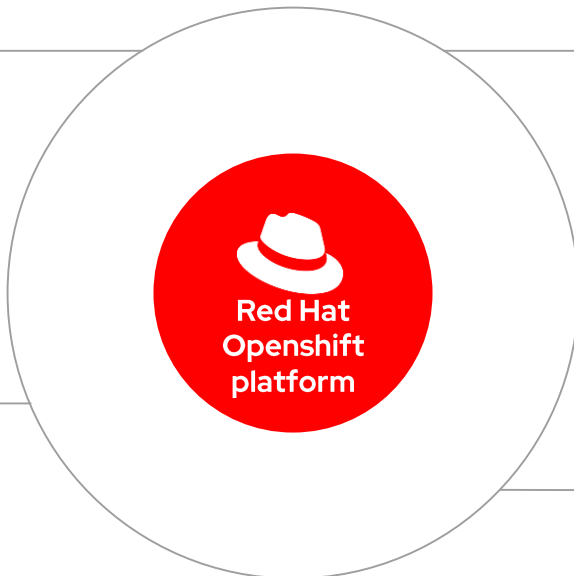


Red Hat's Open RAN ecosystem

vRAN CNF vendor



OEM servers, accelerators, nics



System integrators



Orchestrator service assurance




RU vendor - Open FH



Thank you

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