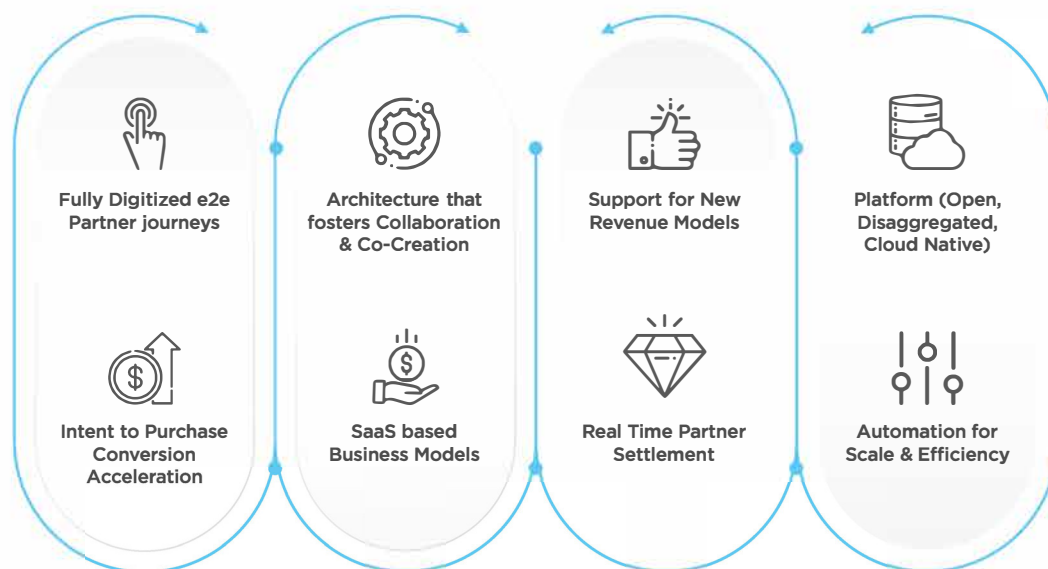# STL ›

ENTERPRISE MARKETPLACE

Unleash the potential beyond connectivity

STL Enterprise Marketplace

Due to the domain's complexity, large dependency on manual activities and complicated workflows within business hierarchies, Enterprise Segment has huge unmet needs. This translates into $400 B Everything as a Service **(XaaS)** market and Network as a Service **(NaaS)** opportunity apart from traditional revenues. While 5G and WiFi 6 promise to solve for revenue sustainability, Platformication provides proven advantage in capitalizing the opportunity and staying future-relevant. In the world where Platforms beat Products convincingly, it is no more a choice but a competitive necessity for Service Providers to harness the power of platforms, hence STL dEnterprise, an Enterprise Platform Solution which is powered by **STL Enterprise Marketplace.**

STL Enterprise Marketplace is a telco-native digital platform

- That brings the pent up demand from enterprise segment to Service Providers
- And helps them capitalize that huge market opportunity in near real time
- By leveraging the cross-telco vendor-partnerships capabilities

Fully Digitized e2e Partner journeys	Architecture that fosters Collaboration & Co-Creation	Support for New Revenue Models	Platform (Open, Disaggregated, Cloud Native)
Intent to Purchase Conversion Acceleration	SaaS based Business Models	Real Time Partner Settlement	Automation for Scale & Efficiency

STL Enterprise Marketplace synergizes the strength of multiple vendors, partners, and customers from different verticals and brings them together on a common platform, which forms the foundation for a digital marketplace. Marketplace make this possible by providing the common language, shared tools and assets, and open exchange of value amongst the players for transforming the gameplay. Despite all the underlying complexity of managing networks, product offerings and complex billing and settlement systems, STL Enterprise Marketplace ensures business velocity by automating business processes, adopting powerful tools and by opening up building blocks. Amplified by the network effects and accurate customer insights, Marketplace provides the essential leverage for CSPs to exploit business "unusual" models to cater to the range of complicated and complex use cases of enterprise customers

Data Communication
IPVPN, Metro Ethernet, Leased Line, IPVSAT, SCPC VSAT, Radio Digitak

Internet Services
Dedicated Internet, Broadband Internet

Data Center
Colocation, DC Consulting, Working Area

Cloud
Infrastructure as Service, Platform as Service, Software as Service

Security
Security, Collabration, IT Network & Optimization, DDoS

Managed Services
Dedicated Line, Contact Center, Help Desk
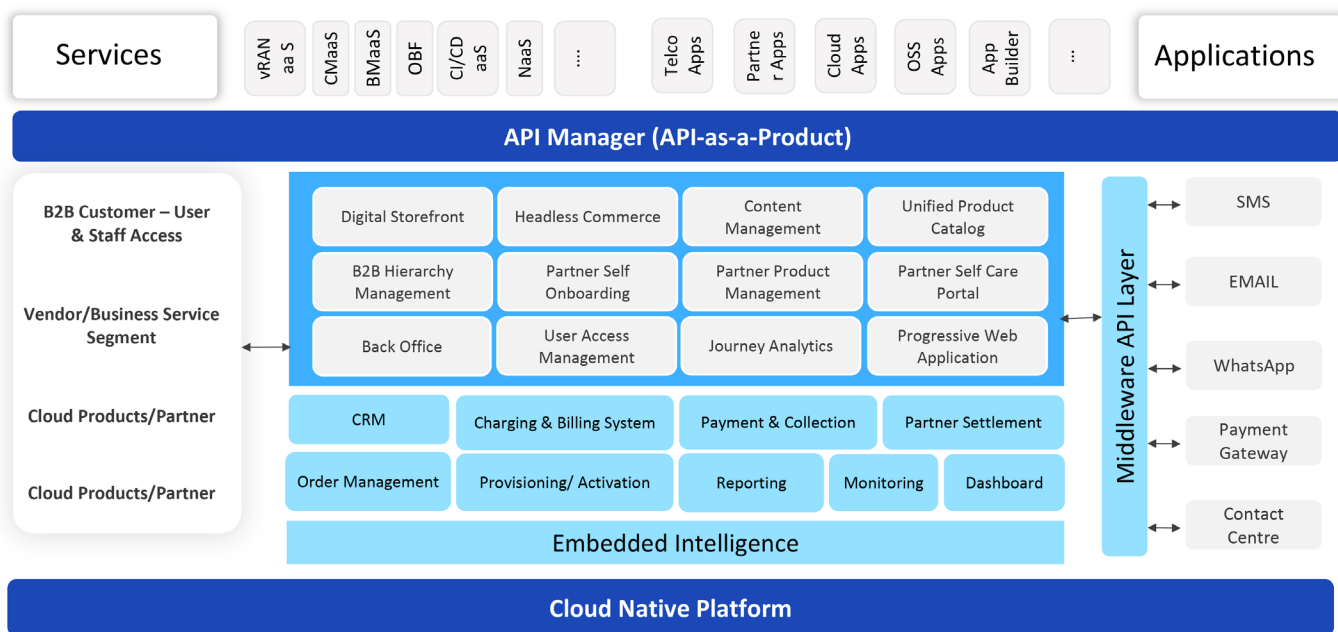
Healthcare
Third party Administrator, Administrator Services only

Smart City
Smart City, Hospital Information System

Industrial Solutions
Fleet Management, Oil & Gas, ITO, Invoicing systems

Project
Custom Project Services

Architecture that fosters Collaboration & Co-Creation

Services	vRAN aa S	CMaaS	BMaaS	OBF	CI/CD aaS	NaaS	⋮		Telco Apps	Partner Apps	Cloud Apps	OSS Apps	App Builder	⋮	Applications

API Manager (API-as-a-Product)

B2B Customer – User & Staff Access

Vendor/Business Service Segment

Cloud Products/Partner

Cloud Products/Partner

Digital Storefront	Headless Commerce	Content Management	Unified Product Catalog
B2B Hierarchy Management	Partner Self Onboarding	Partner Product Management	Partner Self Care Portal
Back Office	User Access Management	Journey Analytics	Progressive Web Application

CRM	Charging & Billing System	Payment & Collection	Partner Settlement
Order Management	Provisioning/ Activation	Reporting	Monitoring	Dashboard

Embedded Intelligence

Middleware API Layer

- SMS
- EMAIL
- WhatsApp
- Payment Gateway
- Contact Centre

Cloud Native Platform

Marketplace Use Case Example
vRAN as a Service

Business Scenario

An enterprise customer wants to create a private network to provide connectivity to its employees across their offices in an area over virtualized network. In order to serve this customer, a digital service provider plans to build a cloud-native mobile network which requires rapid scaling up of network capabilities.

The Process

The DSP partners with a platform provider to build a marketplace model for delivering network components - with engineered hardware and software solutions – all offered as a service.

The Outcome

A seamlessly integrated marketplace with hardware and software components compatible with all other vendors that the DSP has partnered with
1. Disaggregated vRAN
2. Enterprise application software as the top layer
3. Warranty, security and other related services for all these components

The customer's Network architect visits the telco marketplace to purchase vRAN as a service. Depending on the scope, Network architect creates a request to cover enterprise connectivity over 5G. Based on business and financial approvals, request for the service hits the marketplace where partnership players come into action to build and deliver it through the DSP's platform.

STL | beyond tomorrow

About STL - Sterlite Technologies Ltd:

STL is an industry-leading integrator of digital networks.
We design and integrate these digital networks for our customers. With core capabilities in Optical Interconnect, Virtualized Access Solutions, Network Software and System Integration, we are the industry's leading end-to-end solutions provider for global digital networks. We partner with global telecom companies, cloud companies, citizen networks and large enterprises to deliver solutions for their fixed and wireless networks for current and future needs.We believe in harnessing technology to create a world with next generation connected experiences that transform everyday living.

With intense focus on end-to-end network solutions development, we conduct fundamental research in next-generation network applications at our Centre of Excellence. STL has a strong global presence with next-gen optical preform, fibre and cable manufacturing facilities in India, Italy, China and Brazil, optical interconnect capabilities in Italy, along with two software-development centres across India and one data centre design facility in the UK

For more on STL, visit: **www.stl.tech**