Optiva

BOOST 5G MONETIZATION OPPORTUNITIES

The transformation of 5G goes beyond network performance - leverage 5G technology to unlock new business opportunities.

The telecommunication industry is in the early stages of its journey to the fifth mobile technology generation (5G). 5G promises a leap in capabilities while unleashing new opportunities for consumers, enterprises, and partners. For CSPs, 5G is an opportunity to lift off their business, expand beyond connectivity, and further monetize across the value chain with new use cases.

To realize this, CSPs need to look beyond existing BSS capabilities and institute a business mindset for better collaboration between use case developers, partner ecosystems, and 5G connectivity services to maximize the impact and ensure mutually beneficial outcomes.

Optiva, as part of the strategic roadmap enhancement for its BSS products, identified innovative functionalities and charging attributes required to create new revenues streams and generate monetization opportunities: **CSPs' must-haves for monetizing the evolving 5G era.**

5G Technology Category	eMBB (Enhanced Mobile Broadband)			mMTC (Massive Machine Type communication)		uRLLC (Ultra reliable low latency communication)	
Use Cases	• Augmented reality	• Fixed Wireless	• UDH Video	• Smart Watch	• Smart Clothes	• Public Safety	• Vehicle to Pedestrian
	• Virtual reality	• Video Meeting	• Video Calling	• Smart Homes	• Smart Cities	• Machine to Machine	• Industrial Automation
	• Video Monitoring	• Mobile Cloud Computing		• Smart Networking	• Healthcare Monitoring	• Remote Surgery	• Vehicle to Vehicle
Charging attributes required for monetization	• Usage based charging • Charging on behalf of partners • Real-time charging with prepaid and postpaid • Network slice based charging • QoS/SLA based charging			• Event based charging • Network slice based charging • Location based charging • QoS/ SLA based charging • API based charging • Value based charging		• Charging of service based interface • SLA based charging • Charging on behalf of partners • Network slice based charging • API based charging • Value based charging	

Fig - New Charging attributes required for monetizing 5G use cases

About Optiva

Optiva Inc. is a leading provider of mission-critical, cloud-native revenue management software for the telecommunications industry. Our products are delivered globally on the private and public cloud. Optiva solutions help service providers maximize digital, 5G, IoT, and emerging market opportunities to achieve business success.

Established in 1999, Optiva Inc. is traded on the Toronto Stock Exchange (TSX: OPT).

NEW REVENUE MANAGEMENT FUNCTIONALITIES

The current strategy for most CSPs is to focus on several use cases instead of all possibilities, thus requiring a high degree of flexibility and scalability from the 5G revenue management solutions. To effectively monetize these use cases, various capabilities are listed below and mapped against each of the use cases. This set of functional requirements are recommendations for CSPs to consider while evaluating their future 5G monetization and revenue management solutions.

Revenue Management Functionalities

Ecosystem	Technology Categories	Use Case Families	5G Use Cases	Convergent Solution - Bundling - Single View - Cross Discounting	Distributed Charging	Policy Control Integration	Real-Time Triggering & Notification	Dynamic Upsell/ Cross-Sell Offer Management	Byo Plan Capablities	Efficient Handling of Structures - Active Quota Control - Dynamic - 100% Managed By Partner	Efficent Processing - Value-Based Charging	Support For New Revenue Models - Sponsoring - Share	B2b2x Capabilities - Open Access - Partner-Defined Products - Easy Onboarding	Slicing Support	Low Code - Easy Configuration	Charge Any Attribute Capability	Pre-Packaged Launch	Open Api Adoption
5G	eMBB (Enhanced Mobile Broadband)	Broadband Access in Dense Areas	Pervasive Video	■							■							
			Smart Offices			■					■	■						
			Operator Cloud Services	■		■												
			Hd Video/Photo Sharing	■		■					■				■			
		Higher User Mobility	Services in High Speed Trains															
			Remote Computing			■	■									■	■	
			3d Connectivity:Aircrafts				■						■			■	■	
	mMTC (Massive Machine Type Communication)	Massive Internet of Things (Iot)	Smart Wearables (Clothes, Watches, Etc.)	■		■		■			■		■			■	■	■
	uRLLC (Ultra-Reliable Low Latency Communication)		Mobile Video Survelliance			■	■		■		■							
		Extreme Real-Time Communications	Autonomous Cars	■		■	■				■	■				■	■	■
			Remote Medical Care	■		■	■				■					■		■
		Ultra-Reliable Communications	Automated Traffic Control										■			■		
			Automated Driving															
			Collaborative Robots			■	■				■		■					
			Ehealth Care			■	■									■		■
			Remote Surgery			■	■											
			Drones			■	■						■			■		
			Public Safety Devices			■	■						■					
		Broadcast-Like Services	News and Information			■	■								■			■

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