

CUSTOMER FIRST

24 - 26 SEPTEMBER, 2019 | CASCAIS, PORTUGAL



DAY 3, TODAY'S REALITY

09:30 - 10:15, THURSDAY, SEPT 26

How do MNOs view changing market dynamics in various regions and what are their new (business) requirements in wholesale going forward?

Gilbert Relou

VP Mobile Business Development, iBASIS

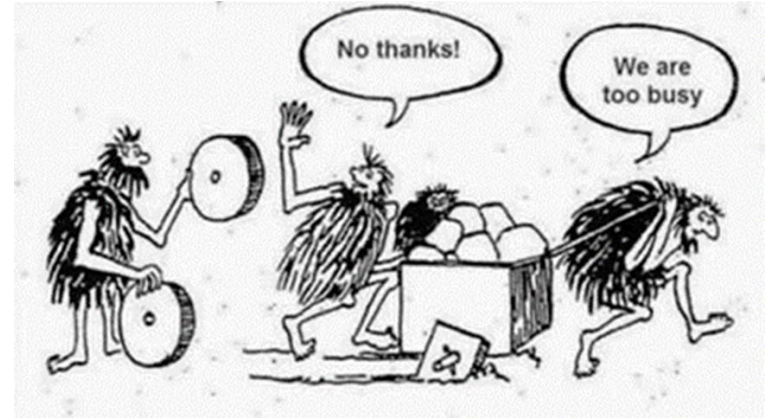
Trinh Bui

Deputy General Director, Viettel Business Solutions Corporation



Important starting point is the cooperation between MNO (group) and IPX in a changing market of digitalization with 5G and IoT as key themes but in general the bigger scope with multiple services creating value.

Case Study: The cooperation between Viettel and iBASIS with each their own goals that strengthen each other.



Working in a strongly collaborative way generates more information, data and insight to create ongoing value improvements



COST CONSOLIDATION

OF THE EXISTING
ROAMING / IPX BUSINESS



DIGITAL TRANSFORMATION

WITH NEW IoT REVENUE STREAMS



NETWORK EVOLUTION

WITH 5G INTRODUCTION

WHAT DOES IT MEAN FOR OPERATORS AND DIGITAL PLAYERS?

Maximizing profitability

Avoiding unnecessary CAPEX

Creating new revenue streams

Being ahead of consumer needs

Disrupting competition

Migrating legacy networks

Monetizing business intelligence

HOW WILL THEY PERFORM AND TRANSFORM?



DELIVER THE FUTURE OF CONNECTIVITY



POWER BUSINESS BEYOND CONNECTIVITY



LEAD WITH CUSTOMER EXPERIENCE

Adapting to a world of Digital Transformation and globalization:

IPX Trends (wholesale)

Consolidation (wholesale)

Customer interface

Quality, Security, Control

Reciprocity in relationships

Bundling of services

Creating value through innovation

Key questions for discussion:

- What is your key priority in the next years looking at the trends?
- What potential value do you expect from an IPX?
- What are potential new avenues for new revenue in the relationship MNO and IPX?

INTRODUCTION



Headquarter:
No.1 Tran Huu Duc Str.,
My Dinh 2 Ward, Nam
Tu Liem Dist., Hanoi



Established:
01 June 1989



**International
Business name:**
Viettel Group



Vision

"Becoming the No.1 Corporation in Vietnam in the field of IT and Telecommunications for Enterprises".



Mission

"Solving social and enterprise problems in Vietnam and other countries".



2018 REVENUE
10BILLION USD



2018 PROFIT BEFORE TAX
1.64BILLION USD



HUMAN RESOURCE
50.000 EMPLOYEES

BUSINESS

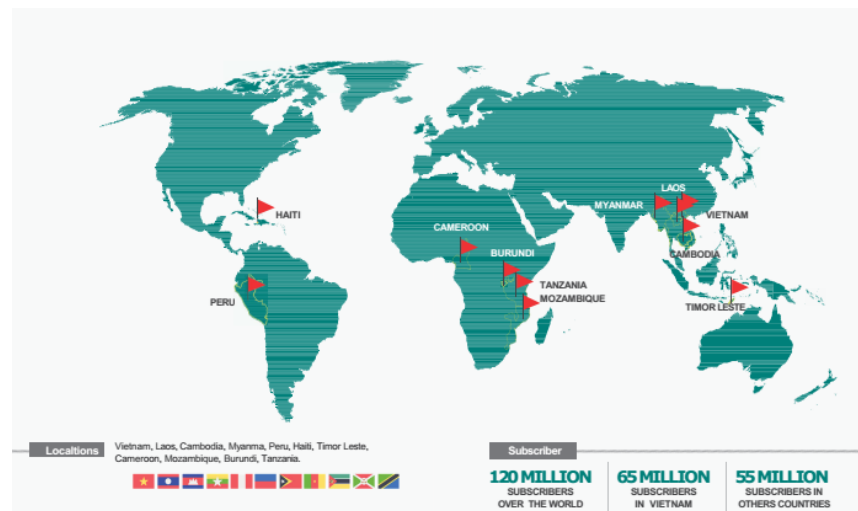
PHILOSOPHY

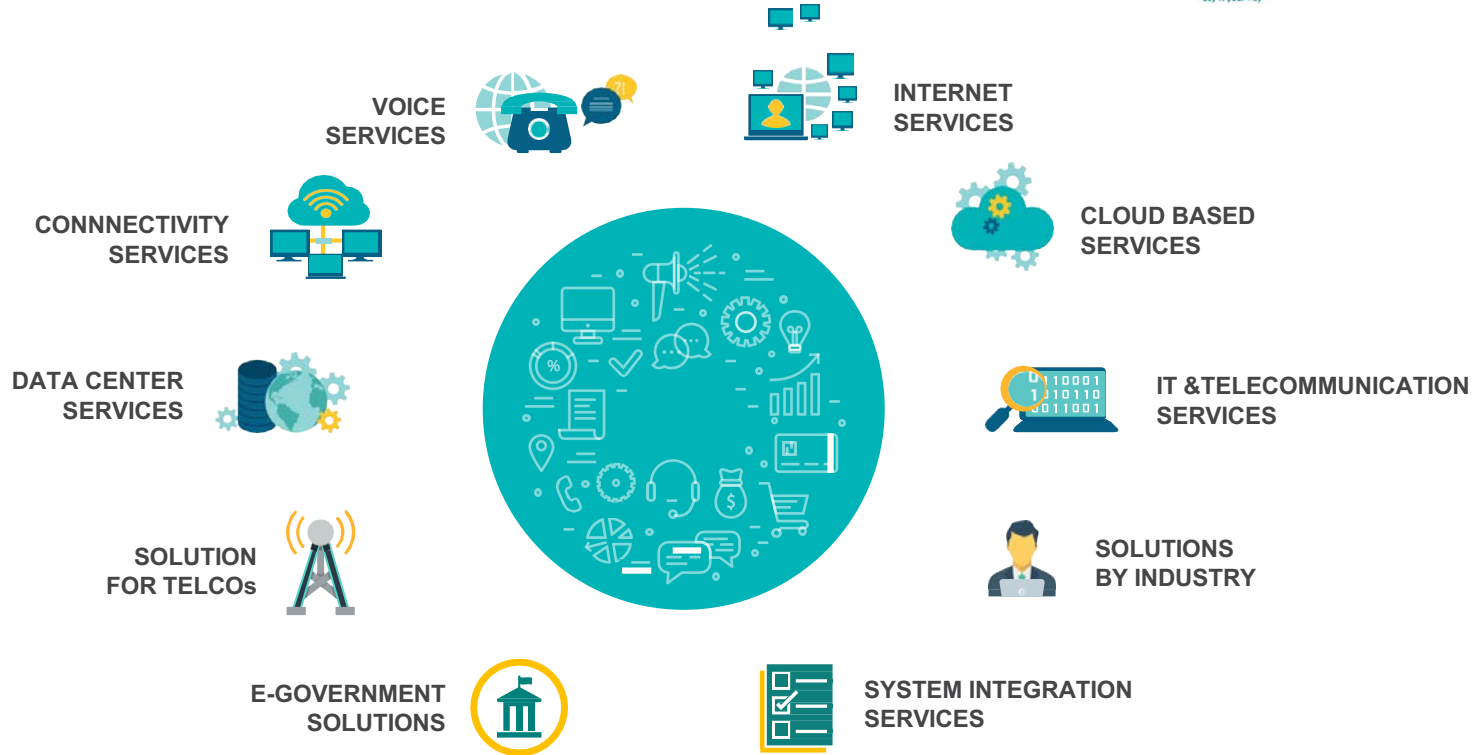
- Each customer is a separate individual.
- Business for social responsibility.
- People are the most important factor.

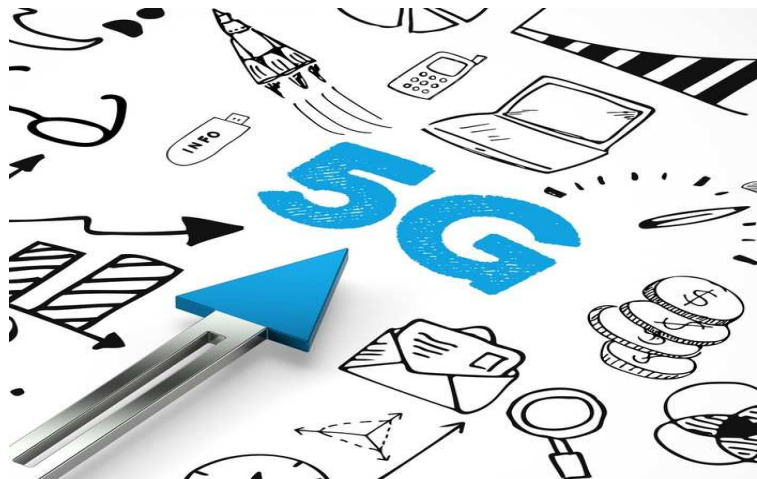
VIETTEL BUSINESS SOLUTIONS



CAPITAL:	12.9 BILLION USD
MAIN BUSINESS:	Telecommunication; Information Technology; Broadcasting; Postal Services; Researching & Manufacturing Telecommunication Equipment and Smart Devices.
MAIN PRODUCTS:	Telecommunication & Information Technology Services, Postal Services.







SOLUTIONS FOR TELCO

- Global network operations center
- Online charging system
- International Gateway
- Antifraud
- Antispam



SYSTEM INTEGRATION SERVICES

- VIP Phone - Secured cell phone
- Push to Talk - 4G/LTE/Wifi handheld radios
- Optical fiber



SOLUTIONS BY INDUSTRY

- Smart factory ecosystem
- Smart agricultural ecosystem
- Smart City
- Smart Health
- Smart Education
- Smart transportation
- Smart Energy





IPX CONNECTIVITY IMPROVE SERVICE QUALITY

Providing excellence experience through high-quality routes and low redundancy for end-user; service management platform, and advanced analytics with traffic insights optimizing performance for telecom service provider in provision of telecommunication service.

DRIVING UP PROFIT WITH SUSTAINABLE DEVELOPMENT OF PARTNERSHIP

Reciprocally exchange of voice with wide range of destinations; cooperate in mobile data for data transferring and generating new sources of mobile data to strengthening each other to grow revenues for a win-win cooperation.

ENABLER FOR SEEKING INNOVATIONS

Mutual cooperation creating chances for new innovations available via knowledge and professional of each party. Such as in 5G development, Global connectivity, automation wholesale platform, etc.



BUNDLED
SERVICES



ROAMING



MOBILE



VOICE



IoT

"The right way of doing business with each other based on relationships of all services and trust of benefit each other."

DRIVE REVENUE INCREASE AND GREATER PROFITS

Gain extra voice termination, additional inbound roaming, IoT data and SMS termination revenue

Lower voice termination cost and IPX pricing

STRONGER RELATIONSHIP & BUSINESS RECIPROCITY

From vendor to business partner

Full roadmap to 5G

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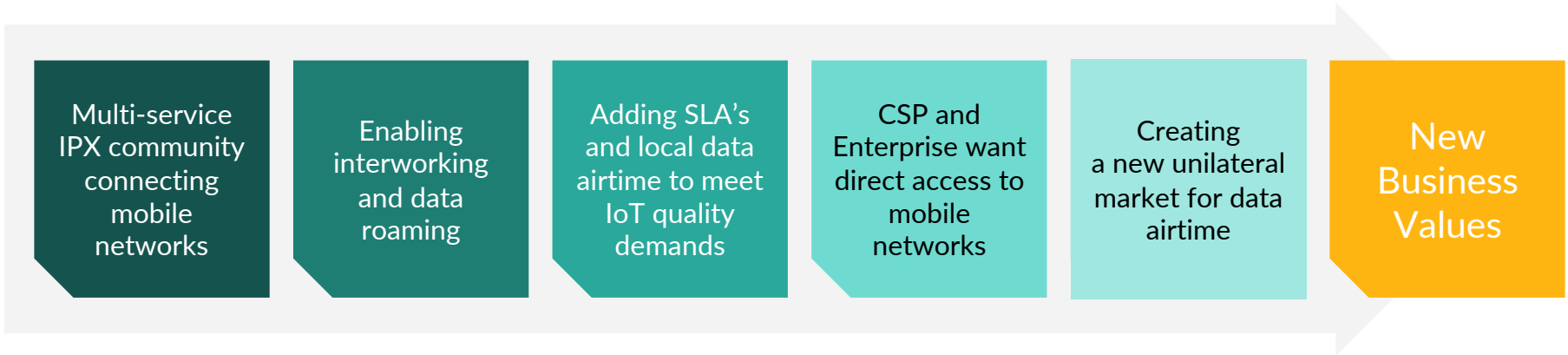
Conclusion:

Global value in changing market dynamics is obtained through collaboration

THANK YOU



IoT: CREATING NEW REVENUE OPPORTUNITIES



Creating multiple revenue opportunities for MNOs by **providing connectivity** in markets for mobile connected “things” worldwide:

- Selling IMSI profiles and data airtime to iBASIS
- Increasing customer service support to your own regional IoT customers for global IoT device deployments