Workshop: What would you do?
The major OTT’s have historically been buying from you, but are now either building, or considering building their own networks end-to-end.
Workshop: What would you do?

Why would they do this?

Business impacts?

Try and retain them?
Workshop: What would you do?

• How can you work with them to benefit from this shift?

• What new synergies can be created?
Workshop: What would you do?