

Workshop: What would you do?



You are a wholesale telco.

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?

