



Technology roadmap helps grow revenue and cut costs for mobile operator

With saturation of mobile handsets and flattening ARPU, mobile operators are facing the challenges of driving down costs while improving performance, continuing to drive revenue growth and becoming a total telecommunications provider. Achieving these goals requires a solid technology strategy coupled with a sound products and services portfolio into the future.

Challenge

A successful mobile operator perceives increasing competition and flattening of revenues.

In order to maintain growth, it needs to reduce network costs and support new services and applications more efficiently and cost effectively.

To develop a technology strategy required resources and knowledge that the operator did not possess.

Solution

BT Telconsult provided experienced consultants who worked with the client's team in three ways.

Firstly, to understand the existing network and products portfolio.

Secondly to develop a set of business drivers for evolution of the network and systems.

And thirdly to develop a technology road map to be used to drive new equipment and system introduction, with the client updating it as time progressed.

Benefit

The client learned about how an NGN approach could help them in meeting conflicting requirements of maintaining growth whilst driving down costs.

The client received recommendations on what to do to enhance his network and improve the linkage between services and technology.

The client received a technology road map to guide their network and systems evolution over the next few years.

Offices worldwide

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About BT Telconsult

BT Telconsult is a global telecommunications management and technology consulting business with 30 years experience in providing consultancy services to fixed and mobile telecoms operators in over 90 countries.

We are part of BT Global Services and leverage BT's experience and expertise as a 21C Next-Generation Communication Provider to help our clients overcome the challenges they face.

Our consultative practitioners have a deep understanding of how to address end-to-end business, technology and operational challenges using best practices and methodologies developed by BT to support your business transformation.

For more information please visit
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