



Wholesale operator and fibre infrastructure investment

In developing countries, the availability of fibre infrastructure may be limited. As a result, there is an opportunity to establish and grow infrastructure companies which can operate as wholesalers in the market to meet the requirements of fixed, mobile and Internet service providers. These can enable profitable provision of low-cost, high-quality bandwidth to improve a country's telecommunications services.

Challenge

The client, a global mobile operator, had recently taken a majority stake in an incumbent operator and had inherited a partially constructed fibre infrastructure.

The client needed to establish a wholesale company to generate revenue and develop the infrastructure. It required a team to structure and run the company, sell products and drive investment.

Solution

BT Telconsult provided a team of interim managers and a general manager to define the company structure, set up its office, establish administrative processes and recruit and develop local staff.

The team also undertook an audit of the market and developed product set, pricing and revenue forecasts. They then launched the company and products, and started taking orders and fulfilling customer demand. Also, the team created five-year business plans and annual budgets, and developed the infrastructure plans, working closely with the client's technical team.

Benefit

The client received a growing stream of revenue and orders from the fibre infrastructure and fully understood the long-term cashflow benefits of making further investment to grow the business.

The client enhanced its reputation by acting as an enabler for improving telecoms availability in the country.

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.

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