



## Maximise NGN Investment

A next generation network (NGN) investment creates opportunities to exploit wider benefits through a business transformation. This enables a range of stakeholders in sales, marketing, products, operations, and customer service to develop new processes and review the legacy product portfolio.

### Challenge

A regional incumbent was not achieving the full potential of its NGN investments, due to a lack of engagement of critical elements of product and portfolio management.

### Solution

BT Telconsult provided experienced consultants to review the client's portfolio, migration and product retirement plans.

The team drew on their experience of BT's portfolio changes within our 21C transformation in a mature, competitive market. They also set up in-depth discussions between the client's product managers and BT's own specialists to share lessons learned.

This highlighted where further planning was required, or more flexible migration timelines were appropriate to allow voluntary migration ahead of forced migrations. Action plans were agreed with the impacted product groups.

### Benefit

Drawing on BT's experience of portfolio simplification, product withdrawals and migrations, the client has now raised the visibility of its longer term portfolio plans, and assigned clearer ownership of this critical role.

Overall the client is now seeing wider business engagement with the network transformation and the benefits it can deliver.

### 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  
<http://bt-telconsult.com>