digital leadership roundtable

Sponsored by:

Building an ecosystem to capitalize on the 'XaaS' economy harnessing 5G and Cloud

AGENDA

Digital Leadership Roundtable: Building an ecosystem to capitalize on the 'XaaS' economy harnessing 5G and Cloud

- 09:00 – 09:05 | TM Forum Welcome
  Tony Poulos, *Senior Associate,* TM Forum

- 09.05 – 09:15 | Introduction from Sponsor
  Ravi Shankar, *Products Head*, STL

- 09:15 – 09:25 | Partner Case Study
  Aditee Rele, Director – ISV Solutions & Strategic Partnerships, Microsoft

- 09:25 – 09:40 | Executive Roundtable and Panel Discussion
  Tony Poulos, *Senior Associate,* TM Forum
  Aditee Rele, *Director - ISV Solutions & Strategic Partnerships*. Microsoft
  Saikat Mitra, *COO*, STL
  Ravi Shankar, *Products Head*, STL
  Shoaib Khan, *CTIO,* Cable & Wireless Seychelles
  Jegadeeshkumar Damodaram, *SVP, IT Strategy & Architecture*, Smartfren
  Amresh Nandan, *VP Analyst,* Gartner

- 09:40 – 09:50 | Ask the expert clinic session

- 09:50 – 10:00 | Key conclusions and wrap up
  Tony Poulos, *Senior Associate,* TM Forum

Introduction from Sterlite

Ravi Shankar
Products Head
STL

digital leadership roundtable

TM Forum is committed to comply with global antitrust laws and requires all present to comply therewith as well as with the TM Forum Antitrust Policies & Guidelines. Antitrust law prohibits agreements between competitors that restrict other parties' actions or create barriers to market entry and the discussion or exchange of confidential information pricing, business plans, or other confidential or commercially sensitive data.

We Integrate Digital Networks for Our Customers

STL

Core Business

Customer Segments

Telcos

Cloud Companies

Citizen Networks

Large Enterprises

End-to-End Solutions

opticonn

Optical Connectivity

accellus

Wireless Connectivity

FTTx mantra
One Solution. Countless Opportunities

FTTx Integration Network

netmode with LEAD 360

Network Modernisation + Fibre Deployment

Portfolio Offerings

Optical Interconnect Products

Virtualised Access Products

Software Products

System Integration Services

Unique Capabilities

- Access Products
- Optical Fibre
- Optical and Specialty Cables
- Optical Interconnect Kits

- Gamma FTTx
- Virtualised RAN
- RAN Intelligent Controller
- Network Orchestrator

- Digital BSS Platforms
- Network Operations Platforms

- Network Design Services
- Network Integration Services
- Network O&M Services
- Data Centre Network
- Private Enterprise Network

© 2021-2022 Sterlite Technologies Limited

Company History

1988
Established as Telecom cable company

1993
Optical Fibre Cable Plant

1995
Optical Fibre Plant

2004
Data Cables

2012
Jiangsu STL Toongguang Optical Fibre Plant in China

2013
Manufacturing set up in Brazil

2014
Optical Fibre Centre of Excellence

2015
Telecom Software Acquisition

2017
Centre for Smarter Networks

2018
Acquisition of Metallurgica Bresciana s.p.a., Optical Fibre Cable Plant Italy

2019
Optical Fibre Industry 4.0 Glass Plant

European Data Centre Services IDS Acquisition

Community Memberships for Programmable Networks

2020
vRAN Investment in ASOCS

5G Virtualization and 5G Radio Partnership

Acquisition of Optical Interconnect Company Optotec S.p.A Italy

2021
UK Network Integration Services Acquisition Clearcomm

© 2021-2022 Sterlite Technologies Limited

STL in Numbers

Rs. 48.25 bn.

FY21 Revenue

India (56%), EMEA (37%), America (4%), China (1%), RoW (2%)

8

Global production facilities

50M fkm optical fibre capacity

2

Software development centres

4

Innovation centres

India and UK

System Integration Services

GLOBAL FOOTPRINT

582

PATENTS

Across the network layer

Zero

WASTE TO LANDFILL

Shendra, Rakholi, Dadra

BCG, Gartner

RECOGNITION

TOP 100 TECH CHALLENGERS

TOP 5G RAN VENDOR

*Conversion rate assumed : 1USD = 70 INR

© 2021-2022 Sterlite Technologies Limited

Recognition by Market Influencers

Gartner

- STL has been listed by Gartner as one of the 18 representative suppliers in their recent OSS/BSS Market Guide.
- Recognized as top 5G RAN vendor
- STL mentioned by Gartner as an Enabler for enhanced partner ecosystem support in Digital Marketplace
- Rated 4.5 out of 5 in Gartner Peer Insights

Boston Consulting Group (BCG)

STL named as one of Top Tech Challengers in BCG Tech Challengers Report 2020

STL Partners

- STL has been featured in the prestigious list of 'Top 60 Edge Computing Companies' to watch in 2021 by STL Partners
- Top 10 RAN vendors to watch out for in 2021 by STL partners

Indian Institute of Management Ahmedabad (IIM-A)

STL is now in an IIMA case study. From cable manufacturing to end-to-end solution provider.

Network Readiness Index (NRI)

STL in partnership with Portulans Institute released the Network Readiness Index (NRI) Report.

© 2021-2022 Sterlite Technologies Limited

Portfolio of Offerings

Optical Interconnect Products

- Glass Preform
- Optical Fibre
- Optical and Speciality Cables
- Optical Interconnect Kits

Virtualised Access Products

- Programmable FTTx
- Virtualised RAN
- RAN Intelligent Controller
- RAN Orchestration
- Wi-Fi 6

Network Software Products

- Digital BSS Platforms
- Network Operations Platforms
- Intellza - Analytics Platform
- Cloud Native Platform

System Integration Services

- Network Design Services
- Fibre Rollout Services
- Network O&M Services
- Data Centre Network
- Private Enterprise Network

© 2021-2022 Sterlite Technologies Limited

Network Software Portfolio

Everything Stack for Anything-as-a-Service Economy

STL

Programmable, Elastic Networks

Flexible to any need

Cloud optimized

Distributed

Network Slices

WiFi

New Digital Services & Ecosystems

Sustained Growth

New Business Model

Global

Offerings

IOT

Digital Service Provider

Automation, Ai, Analytics

Centralized Cloud

Continuous Delivery

Catalogue Driven federation

Data-driven , cost effective

Operational Excellence & Agility

Digital Commerce

Personalization

Omni Channel

Self-care

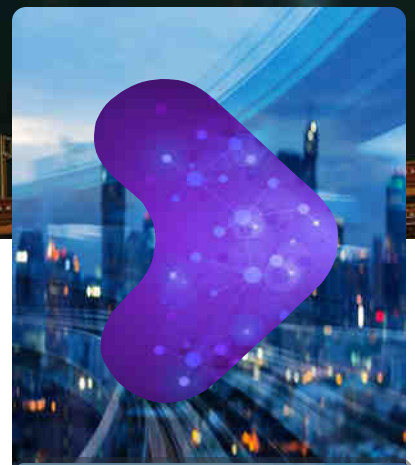
Customer delight and retention

Digital Engagement

Our Network Software Offerings

Catalyst for digital economy powered by cloud native products & solutions

Digital BSS/OSS
designed for partner based economy



Marketplace Platform
for anything as a service through partnerships

5G CHF, PCF AUSF, MEC
for 5G monetization and policy control

Wi-Fi 6 & HS2.0
for high density outdoor deployment

STL
beyond tomorrow

Partner Case Study

Aditee Rele

Director – ISV Solutions & Strategic Partnerships

Microsoft

digital leadership roundtable

TM Forum is committed to comply with global antitrust laws and requires all present to comply therewith as well as with the TM Forum Antitrust Policies & Guidelines. Antitrust law prohibits agreements between competitors that restrict other parties' actions or create barriers to market entry and the discussion or exchange of confidential information pricing, business plans, or other confidential or commercially sensitive data.

Microsoft

Microsoft for Telco

Aditee Rele
Dir – ISV Partnerships

Forces at work driving change

- Investment in 5G network infrastructure
- Reducing costs and complexity of business operations
- Development of industry-specific edge services
- Customer experiences shifting to D2C and multi-channel, from Connectivity solutions

Today's data realities in Telecom

Volume

Variety

Velocity

Lack of captured customer data hampers opportunity

Siloed data creates poor data management and is of little value, considering from internal and external sources

Lack of end-to-end visibility leads to inability to provide relevant business and customer insights

Rising storage costs from out-of-date technology makes it difficult maintain growing data volumes

High Customer Churn

Missed Revenue Opportunities

Intelligent Telecommunications

Empowering your future of insights, experiences, and growth

Priority Scenarios

Empower the Telco Workforce

Streamline Operations & Business support systems

Deploy and optimize next-gen networks

Transform customer experiences

Accelerate innovation and growth

Business outcomes

Enable secure teamwork anywhere, anytime	Simplify business & operations workflows and realize efficiencies	Increase network efficiency, scalability, and reliability, and capitalize on new service opportunities	Deliver personalized content and experiences to earn customers for life	Enable the rapid development, deployment, and monetization of cross-industry edge and IoT services

AI & Advanced Analytics

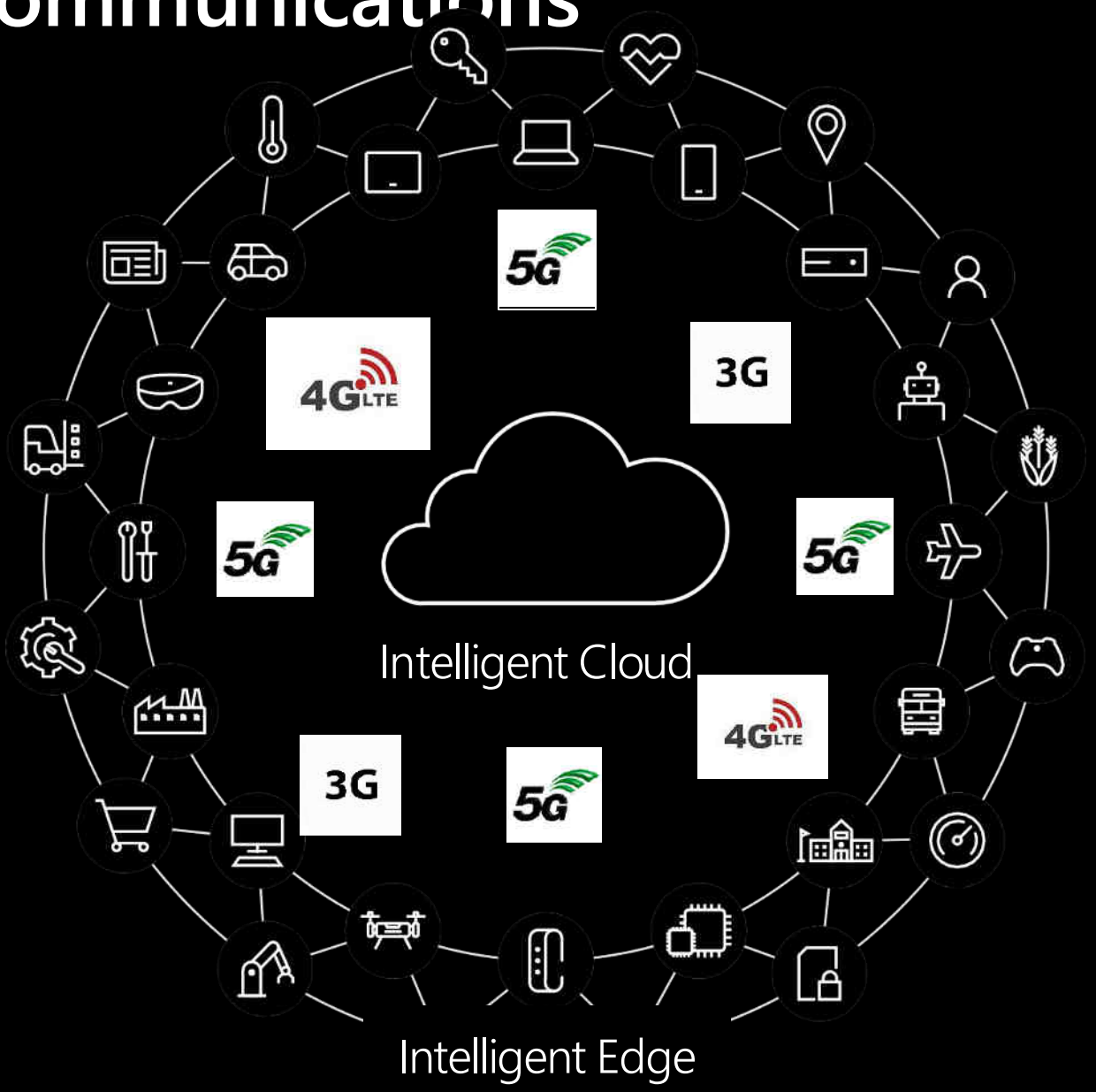
Security

Platform for Intelligent Telecommunications

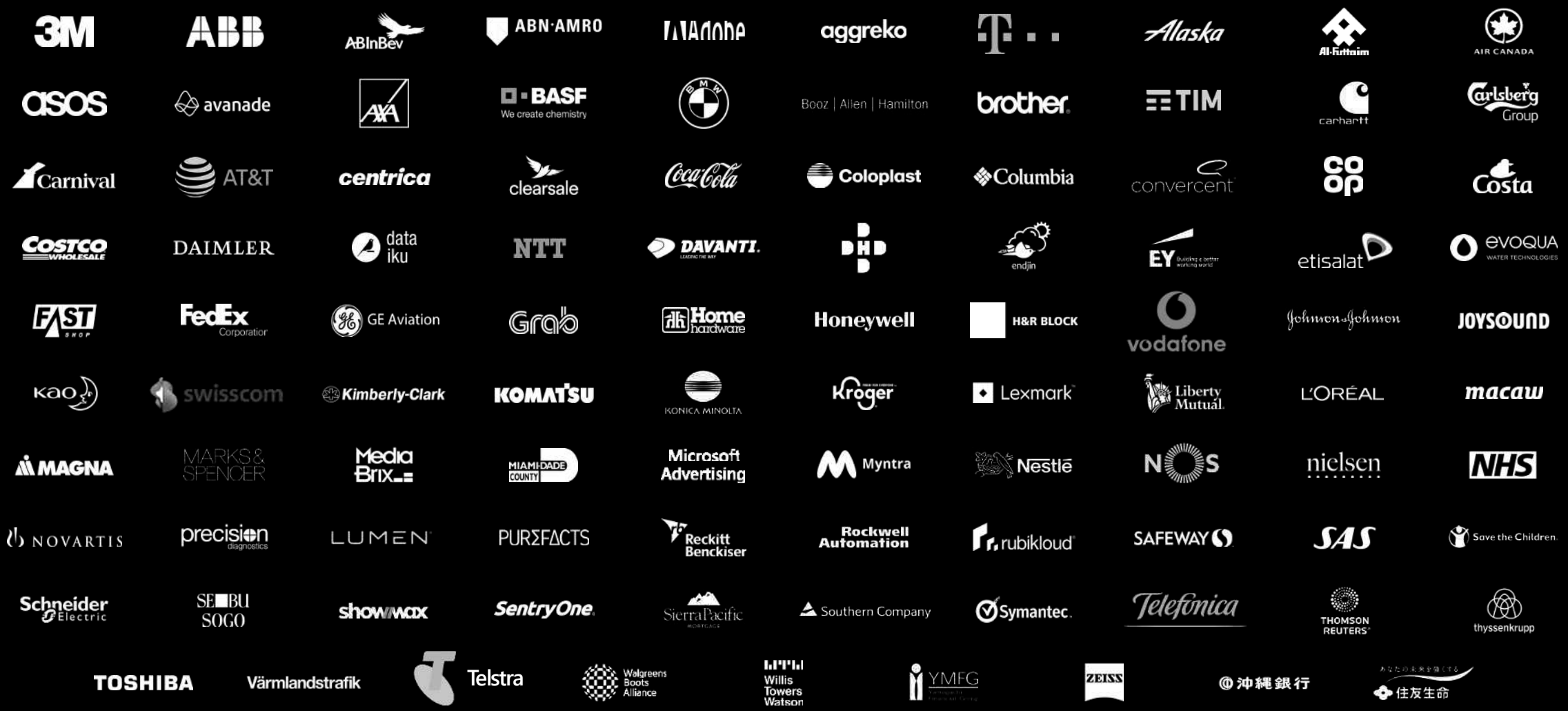
Multi-device, Multi-sense

Artificial Intelligence

Serverless



Trusted by the world's leading brands



Microsoft

Microsoft for Telco

Aditee Rele
Dir – ISV Partnerships

Fo

Today's data realities in Telecom

Volume Variety Velocity

Lack of captured customer data

Siloed data

Lack of end-to-end visibility

Rising storage costs from out-of-date technology

High Customer Churn

Missed Revenue Opportunities

Empower the Telco Workforce

Enable secure teamwork anywhere, anytime

Streamline Operations & Business support systems

Simplify business & operations workflows and realize efficiencies

Deploy and optimize next-gen networks

Increase network efficiency, scalability, and reliability, and capitalize on new service opportunities

Transform customer experiences

Deliver personalized content and experiences to earn customers for life

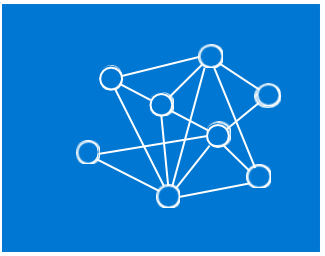
Accelerate innovation and growth

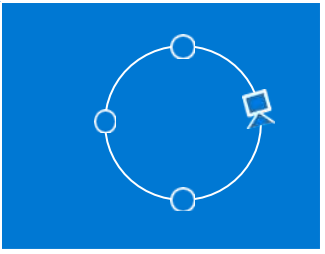
Enable the rapid development, deployment, and monetization of cross-industry edge and IoT services

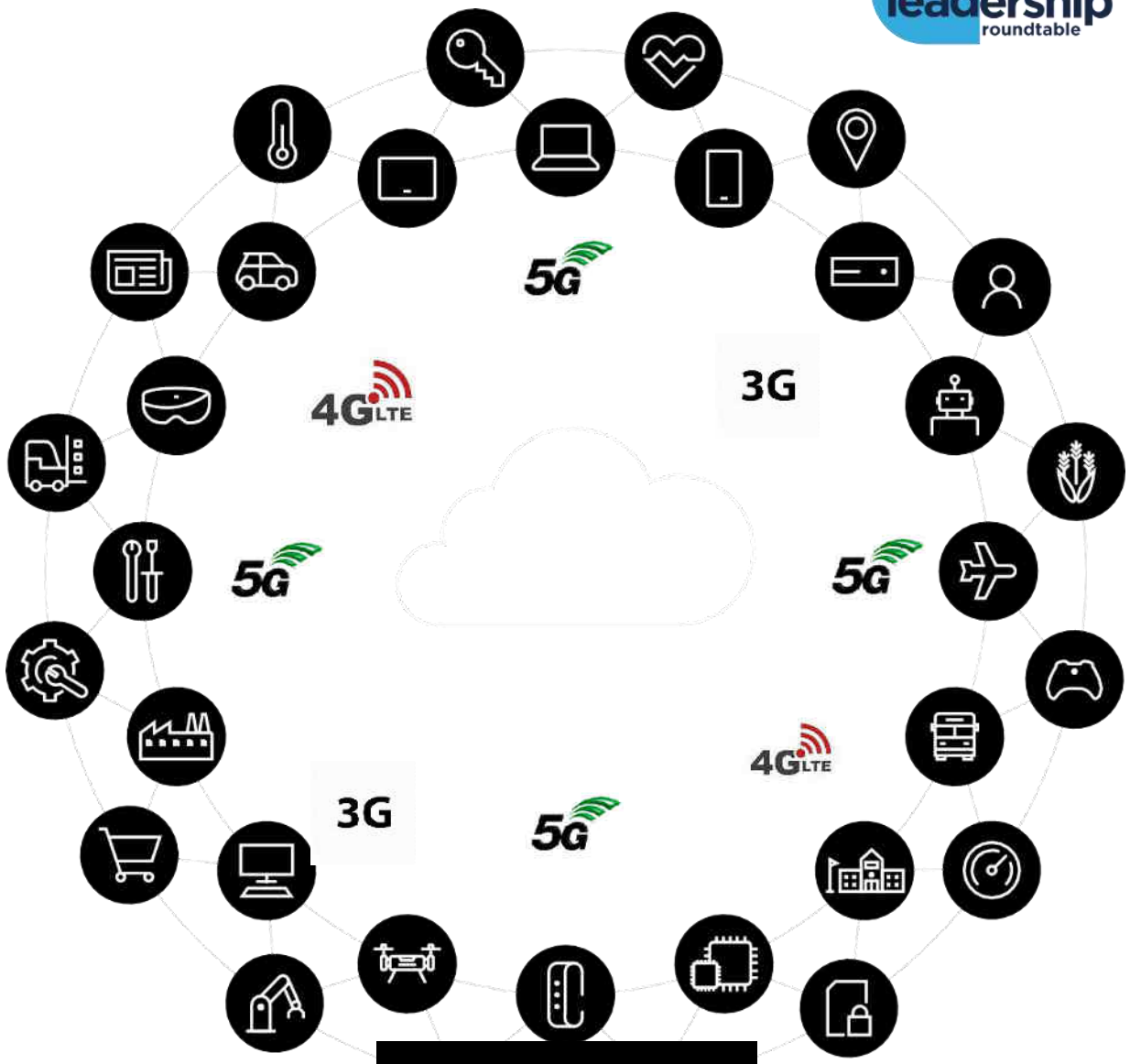
AI & Advanced Analytics

Security

Plat

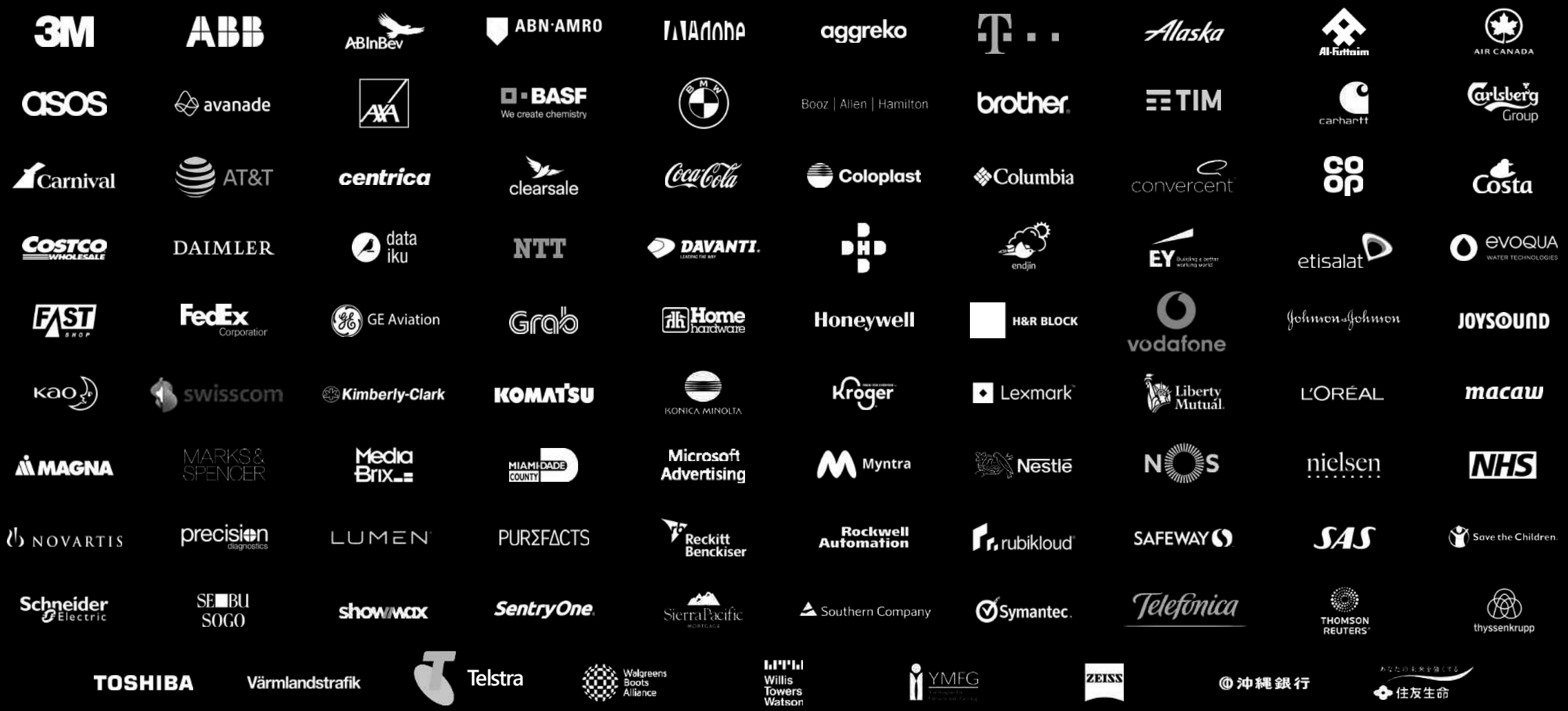






Intelligent Edge

Trusted by the world's leading brands



Executive Roundtable and Panel Discussion

Tony Poulos, *Senior Associate,* TM Forum

Aditee Rele, *Director - ISV Solutions & Strategic Partnerships*. Microsoft

Saikat Mitra, *COO*, STL

Ravi Shankar, *Products Head*, STL

Shoaib Khan, *CTIO,* Cable & Wireless Seychelles

Jegadeeshkumar Damodaram, *SVP, IT Strategy & Architecture*, Smartfren

Amresh Nandan, *VP Analyst,* Gartner

digital leadership roundtable

TM Forum is committed to comply with global antitrust laws and requires all present to comply therewith as well as with the TM Forum Antitrust Policies & Guidelines. Antitrust law prohibits agreements between competitors that restrict other parties' actions or create barriers to market entry and the discussion or exchange of confidential information pricing, business plans, or other confidential or commercially sensitive data.

Q&A

digital leadership roundtable

thank you
digital leadership roundtable