



Means
Business

Private 5G

Light Reading – The Programmable Telco Digital Symposium

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Private 5G Maturity

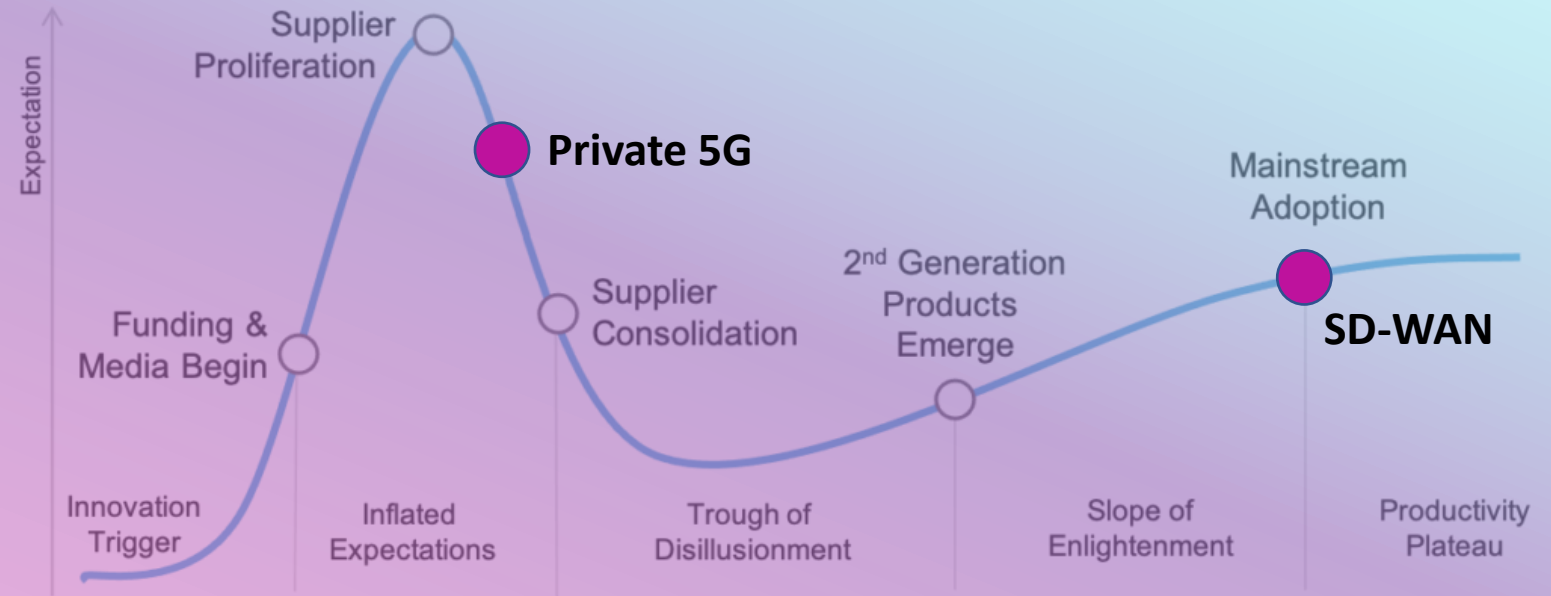
Less of a niche topic

New vendors/disruptors challenging the established majors

Customers are curious, engagement is increasing

Could compare to SD-WAN say, six years ago

Early days on the hype-cycle



Why What When Where

How

Private 5G Context

Not a use-case in its own right, it's 'just' connectivity

Without spectrum there is no solution, focus on

n77 (3.8-4.2Ghz) n78 (3.3-3.8Ghz)

n48 CBRS US (3.5-3.7Ghz)

n79 (4.6-4.9Ghz)

Business case can be a challenge

Proof-of-Concept are most in demand

Solutions Need Things

Coverage

Connectivity

Capacity



Mining

Energy

Ports

Logistics

Manufacture

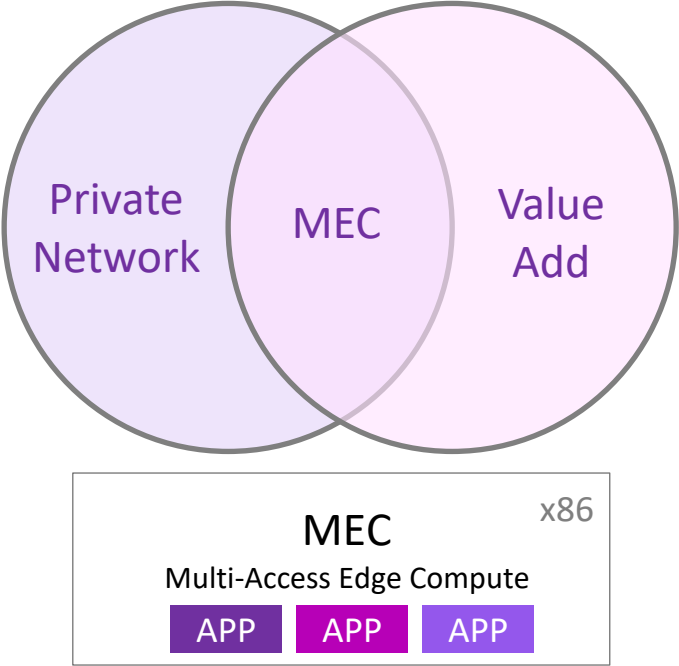
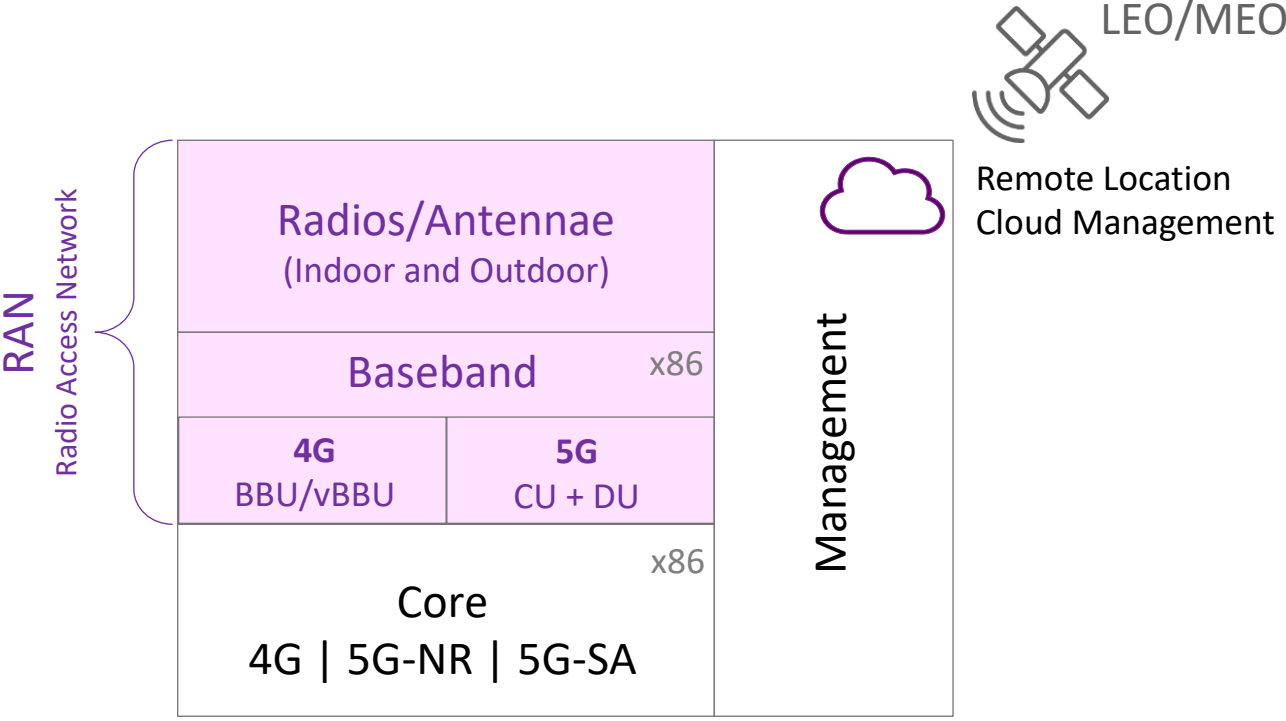
Outdoor

Segregation

Indoor

Demand

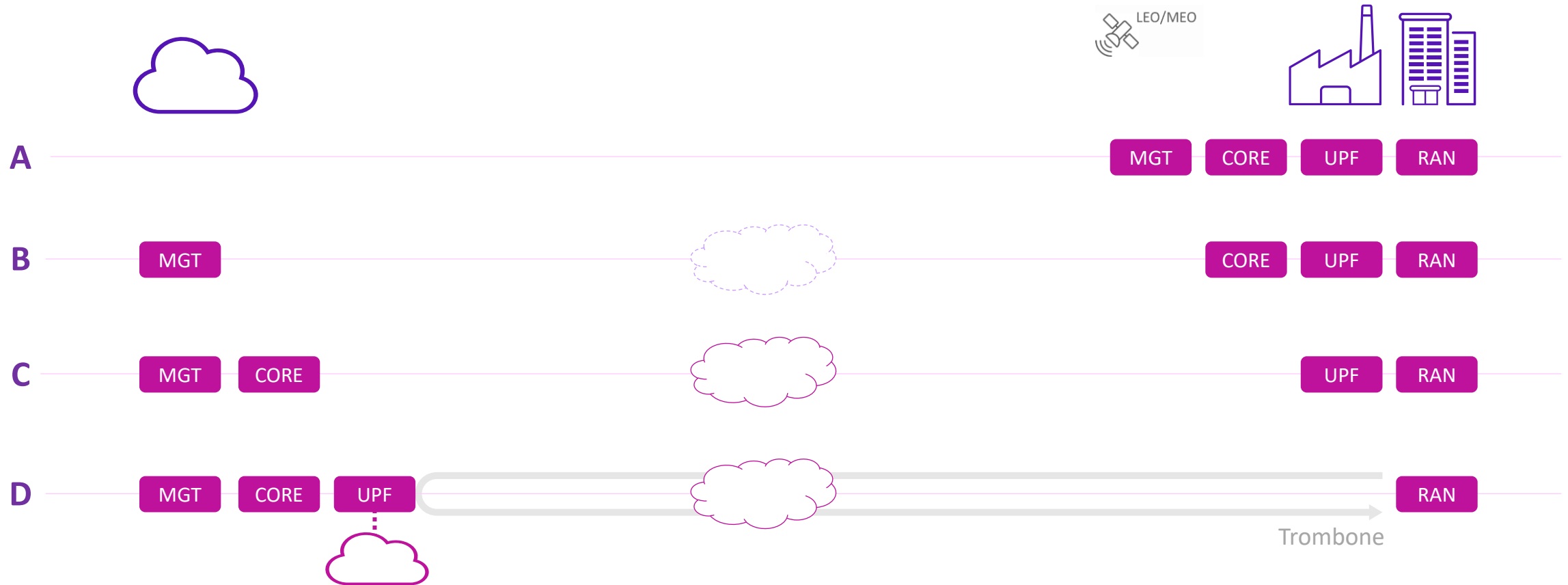
Anatomy of a Private Network



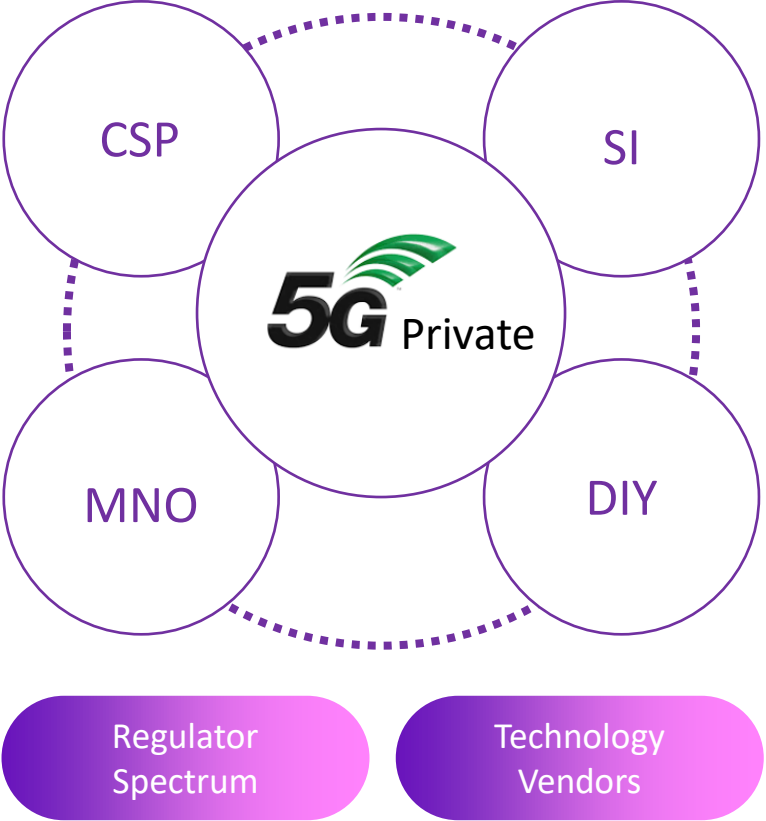
 Or radios that connect to Ethernet and run over Layer-3 IP



Non-MNO Topology Considerations



Service Provider Options – A Balanced Mix



- How can spectrum be obtained
- Who owns the value/outcome
- Does the customer buy a service or equipment

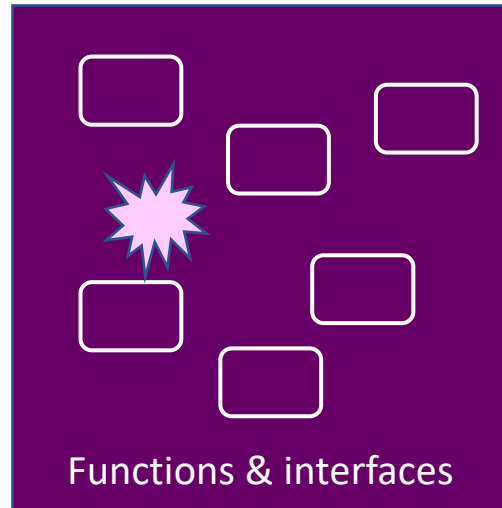
Private 5G less likely to be a ‘new logo’ customer engagement, proven trust and collaboration required



What's in the Black Box?

Compared to LAN, WiFi and WAN/SD-WAN, private 5G can be restrictive for non-vendor engineering access

Service Providers Value Engineering Access



APIs are good for management and monitoring.
If things go wrong, can you get under the hood?
Example, packet capture.

Strong relationship with technology vendor

Thank You



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