

WinWin

Hear what ICT business leaders want to share in person, see how peers succeed in a fierce marketplace, and delve into their secrets to success.

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ROADS to new growth

Huawei gave keynote speeches, hosted forums, and showcased its latest products and solutions at Mobile World Congress 2017 with a central theme in mind: Open ROADS to a Better Connected World – ROADS to New Growth.

We believe that 5G, video, IoT, VR/AR, AI, full cloudification, and digital transformation will remain the industry's key focal points throughout 2017. And the big questions will revolve around how to maximize returns from digitization, maintain growth, and stay profitable.

There are in fact many roads open to telcos. By 2020, an estimated 85 percent of data traffic will come from video services, an opportunity that they must not miss. Video will become a basic service and a rapid growth engine in entertainment, communications, and industry. So, what's the best way to position and monetize video as a basic service?

By 2025, 85 percent of all enterprise applications will be on cloud, every enterprise will use cloud services, and the penetration rate of industrial intelligence will exceed 20 percent. Moreover, a staggering 100 billion connections will cover the globe. How can you set sail on this blue ocean and enable verticals with cloud services?

Customers expect a ROADS experience, and telcos must go digital to deliver it. That's easy to say, but transformation is long and complex. It requires agile digital operations that reflect a telco's scale, capabilities, and business strategies, plus networks that can cope with the added complexity delivered by 5G, IoT, and VR/AR. How can you get there?

Telcos have a huge asset advantage with their networks and the potential to offer high-value services, but they must cloudify their equipment, networks, services, and operating systems. Building All Cloud networks will lower costs and lead to gains in network robustness, scalability, and agility. Do you have the right business model for balancing business and network construction needs and maximizing network value?

Huawei is committed to answering these questions and becoming the best partner for helping you achieve digital transformation and strong business growth.

Sally Gao, Editor-in-Chief