



# Delivering value with edge services: Challenges and opportunities

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Client Director

# Today's take aways

Define the Edge

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Understand the art of the possible

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Outcome is the starting point for any conversation

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Overcoming the challenges and aligning around new ways of working

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Where are the opportunities?

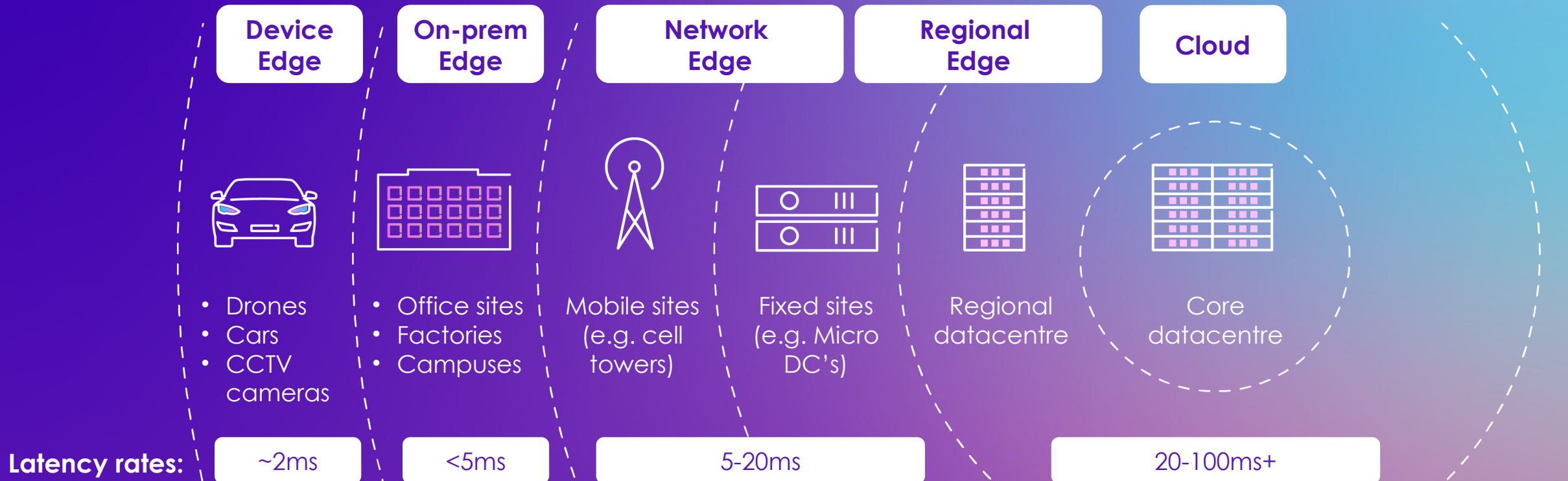
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Build the ecosystem to tackle the future

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# Defining the Edge

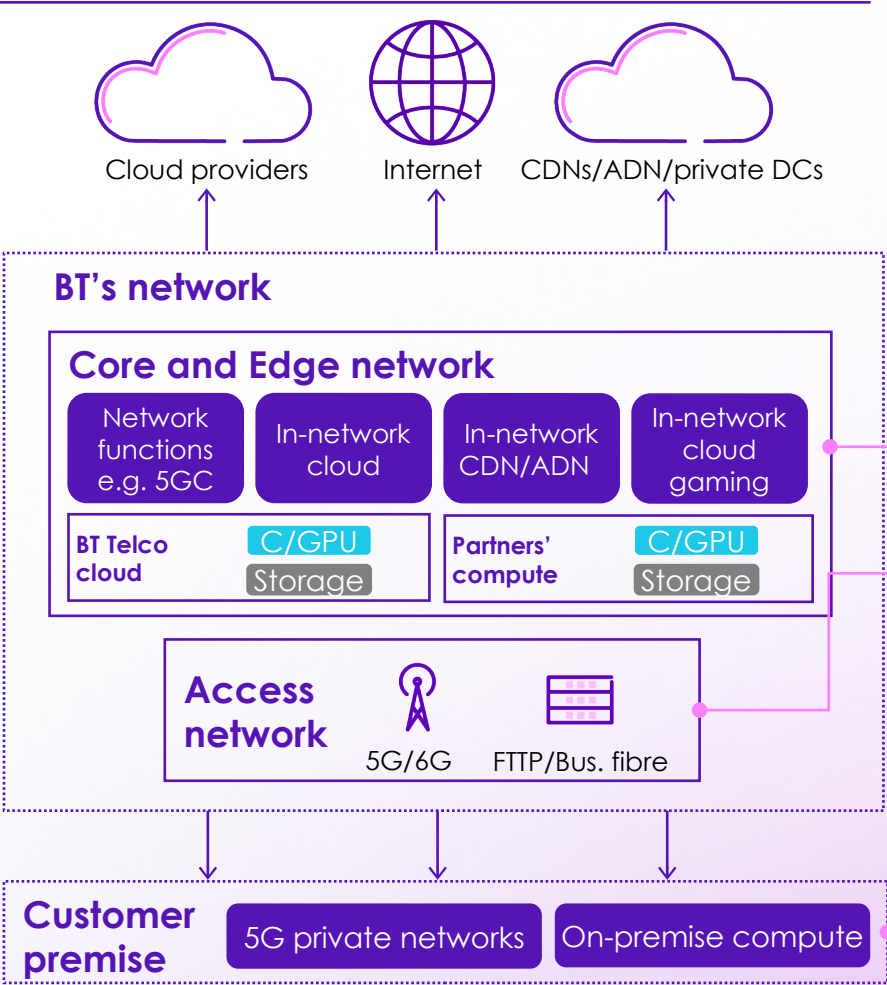


Network Edge deployment models best leverage  
BT Wholesale's assets and capabilities



# We are evolving our architecture across Core, Edge and Access to solve the blockers, unlocking next wave of transformation

## How is BT evolving the network?



## What is the value to customers?

- Customers enjoy a rapidly scalable, resilient, cost efficient service
- Best of both worlds: some benefits of cloud with the security, data sovereignty and reliability of on-premise or a private cloud deployment
- Ultra low latency and reduced jitter to run critical services as if the compute is on-premise
- Ultra fast reliable connectivity anywhere on Fixed FTTP and Mobile 5G
- 5G PN and on-premise compute that can **immediately** unlock innovation and transformation

# The challenge

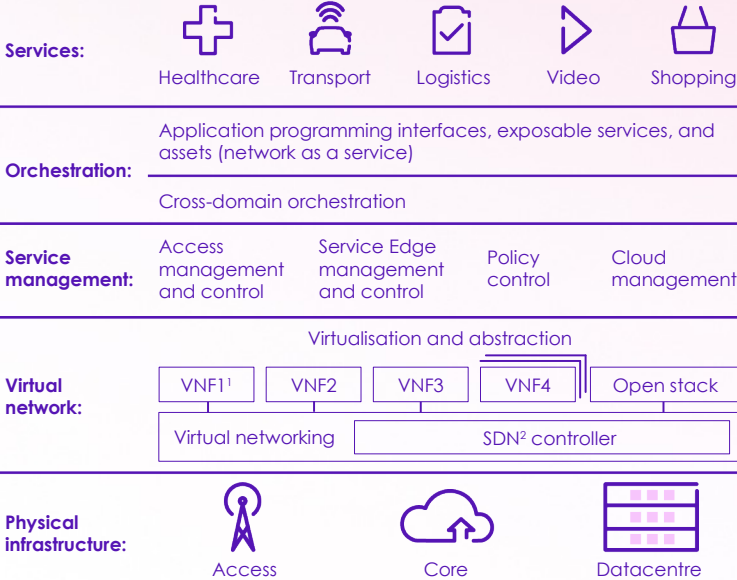
# What are the key challenges?

## Industry harmonisation



## Application integration with network and cloud capabilities

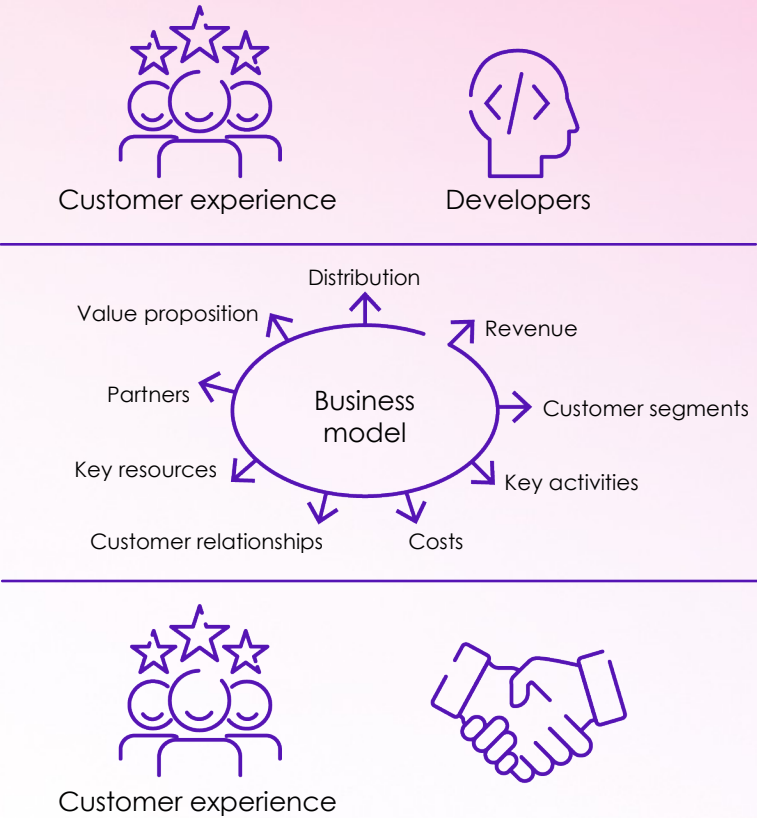
### Network as a service structure



<sup>1</sup>Virtual network function   <sup>2</sup>Software-defined network.

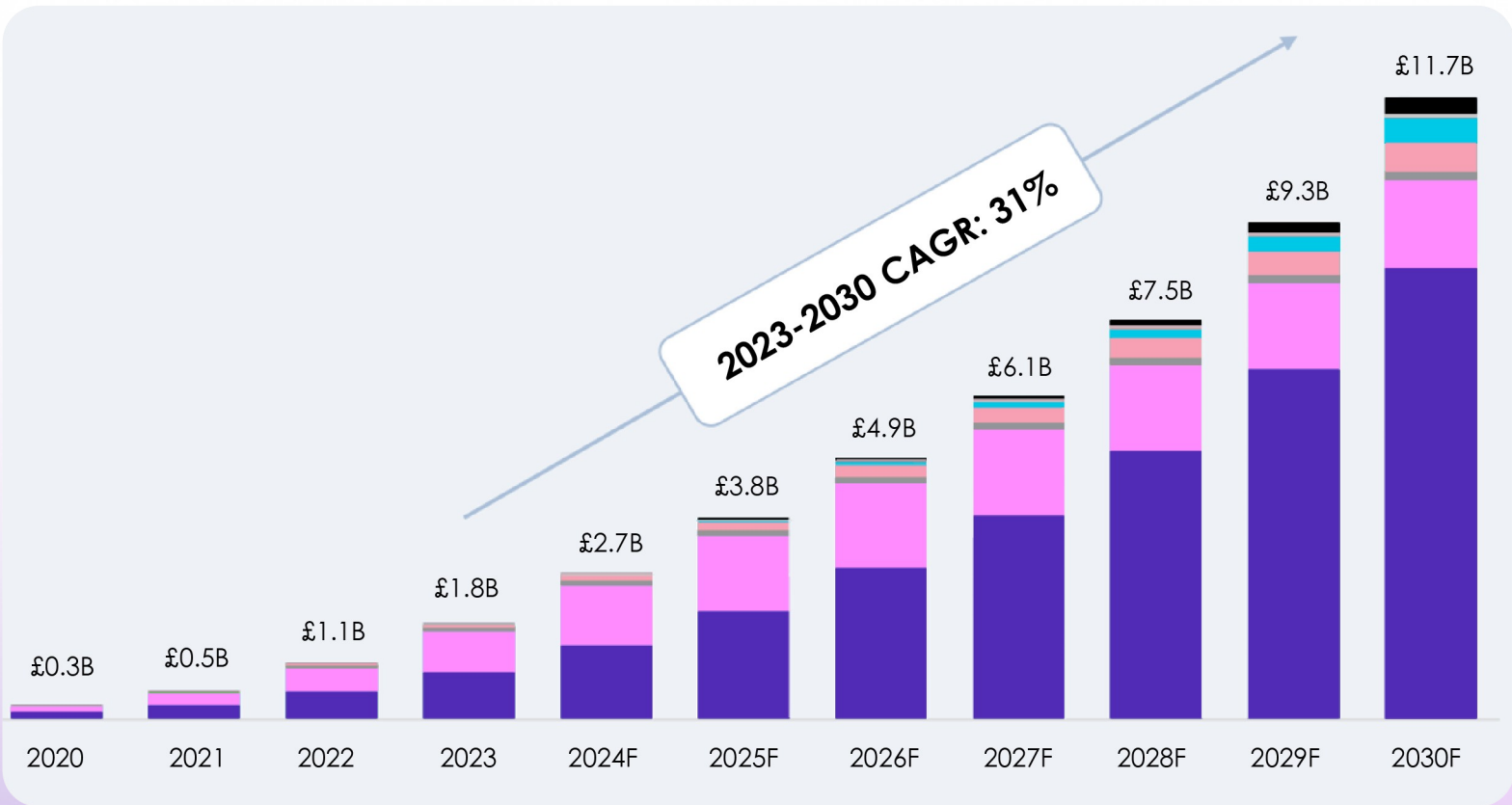


## Ecosystem development route to monetisation



# The opportunity

# UK total edge market size, 2020-2030 forecast



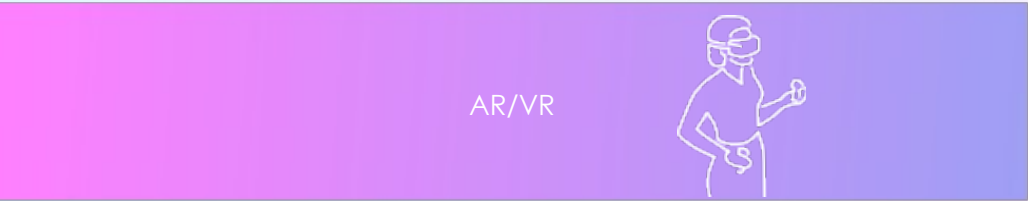
Verticals	Size £m (2023)	Size £m (2030)	2023-30 CAGR
Network Edge	£2m	£293m	98%
On-premise Edge	£7m	£88m	45%
Regional Edge	£8m	£467m	80%
Connectivity	£60m	£546m	37%
Integration and support	£65m	£151m	13%
Device	£775m	£1,637m	11%
Application	£887m	£8,478m	38%



# What multi-access edge compute means in practice

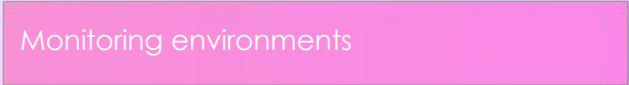
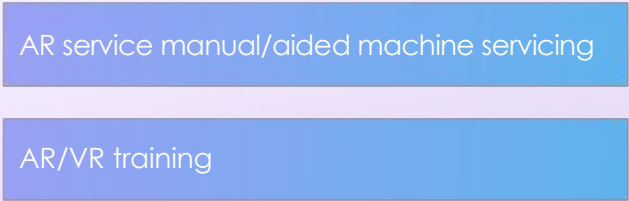


- Surveillance
- Object identification and asset tracking
- Machine vision based quality assurance
- Crowd management/pedestrian analytics



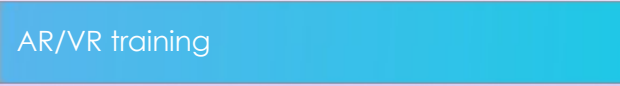
## Manufacturing and construction

- Security incident management
- Health and safety incident management
- Production line inspection of goods



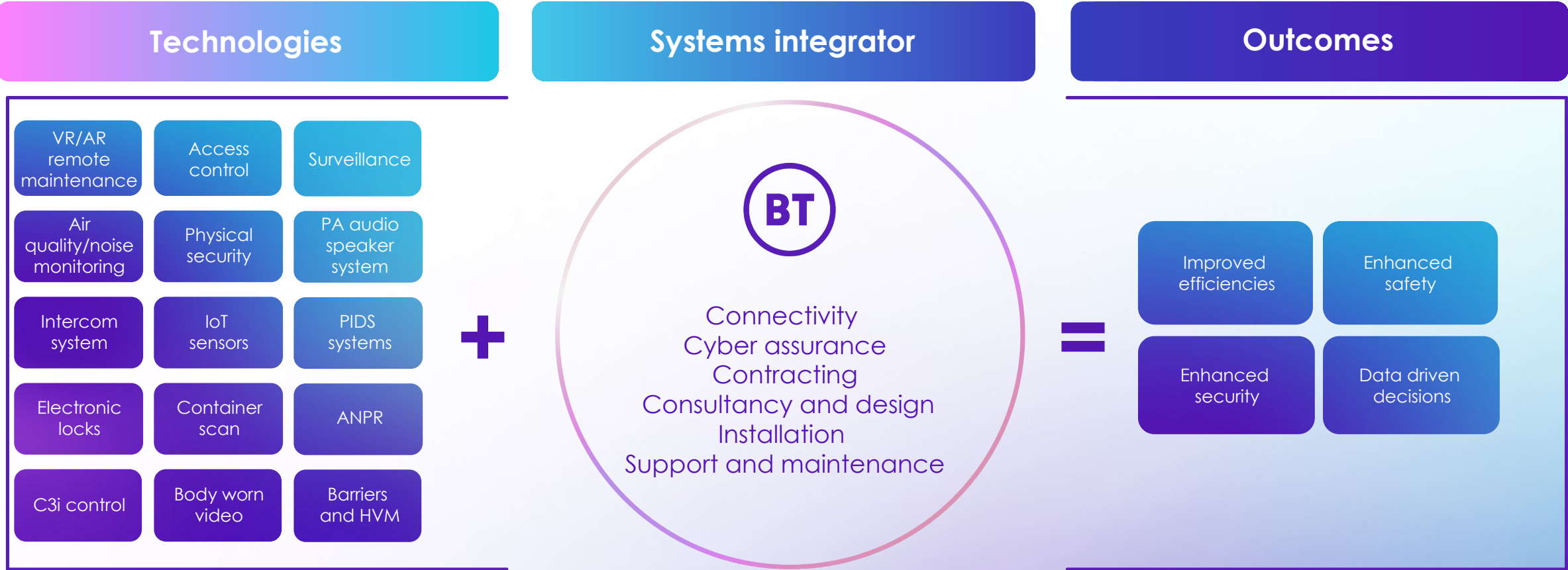
## Retail

- Surveillance for retail
- Frictionless shopping



**Outcomes and  
collaboration is key**

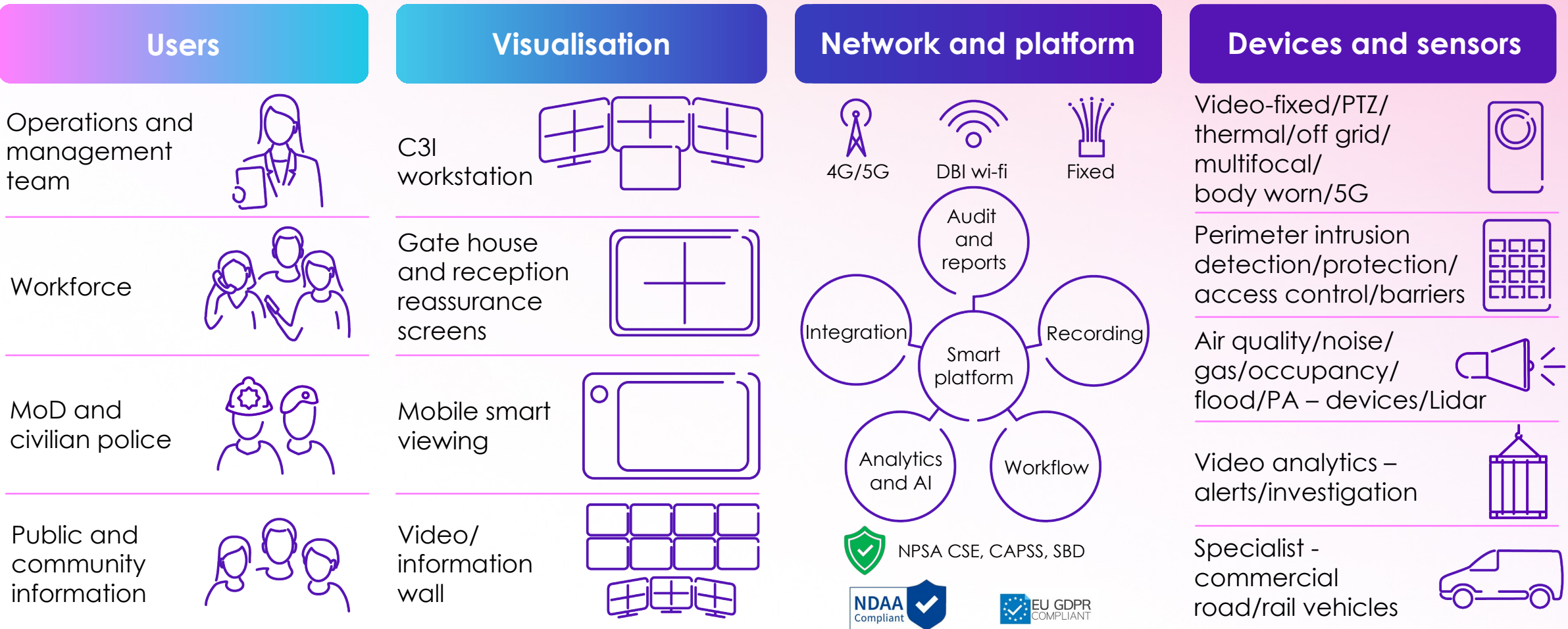
# Outcome-based solutions



## Working with strategic partners



# The smarter place through a single pane of glass





# Thank you



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