

Demystifying 5G

For Decision Makers

Is 5G really a game changer as it's set out to be by the media? What are the technologies that make up 5G? What and how will they impact the consumer and enterprise markets? How can my company leverage the 5G wave? These are some of the topics that we address in our "Demystifying 5G for Decision Makers" workshop.

As advisors in the telecom sector we have first-hand experience in how much confusion technology marketing creates. 5G is unique because the stakes are high: see the actions by the US government against Chinese companies, for example. With 5G set to impact enterprises in different market verticals, executives are bombarded on 5G capabilities and business models. But how to tell reality from hype? And more importantly, how to leverage 5G to your company's advantage?

We devised this 5G workshop to help corporate executives, financial investors, technology decision makers and regulators to assemble the facts on 5G that will better prepare organizations to define a market strategy. We have been ourselves in a similar position in companies we founded and led: we understand the challenge and we believe we can help!



Our workshop highlights the information needed by decision makers who need not be technical but are in a situation to develop a strategy to leverage or capitalize on 5G. We discuss emerging trends and commercialization activities, performance expectations, investment requirements and deployment timelines.

We cover the following topics:

- **Primer:** Under the hood look at what enables the 5G technology and end-to-end network.
- **Trends:** Open RAN; cloud-native core networks; edge computing; enterprise networks
- **Market:** Commercialization status, spectrum, devices and ecosystem readiness.
- **Investments:** Roll out and upgrade requirements; impact of architecture and business models on financial business case.

The workshop is modular and customizable to include:

- Open RAN deployments
- Enterprise networks
- Network slicing
- Spectrum for 5G
- IoT connectivity
- Cloud-native core networks
- Edge computing
- DevOps and CI/CD
- Roaming in 5G
- Network slicing
- Network economics
- Fronthaul evolution
- 5G roadmap
- 5G deployment roll outs

Duration and price: Customizable to range between 2 hours and a full day. The full-day option combines multiple 5G focus areas to bring different members of your organization up to speed on 5G. We offer a pre-workshop call to discover specific areas of interest to focus the workshop.

Location: On client premise (travel expenses are additional), or audio-visual conference bridge.

Audience

- Leaders in technology companies seeking to identify opportunities in 5G to expand revenues, validate product roadmap and investment decisions.
- Financial or corporate investors looking to invest in new business models enabled by 5G.
- Enterprise executives seeking to understand how 5G technology and enterprise networks will help their digital transformation.
- Regulators seeking to assess impact of 5G technologies such as cloud-native telecom network functions.

About Xona eXponent Workshops.

eXponent workshops leverage Xona Partners knowledge-base to enable executives in technology companies acquire knowledge in adjacent technologies that could impact their business. We provide factual insights into emerging technologies to differentiate hype from reality and to assess threat and opportunity. Through eXponent, we empower executives to make better decisions by demystifying ever-changing technologies and their impact on markets. eXponent is offered as a predefined workshop or through a bespoke knowledge-transfer that drive results.

About Xona Partners

Xona Partners has been the trusted advisor guiding executives, investors and board members in developing and executing strategic growth opportunities, mergers and acquisitions, and exploring new frontiers – all with solid analysis and an unparalleled depth of understanding markets and technologies by leveraging the multidisciplinary and long experience of its team. Xona was founded in 2013 by a team of seasoned technologists and startup founders, managing directors in global ventures, and investment advisors. Drawing on its founders' cross-functional expertise, Xona offers a unique multidisciplinary integrative technology and investment advisory service to private equity and venture funds, technology corporations, as well as regulators and public-sector organizations.

For more information: advisors@xonapartners.com