Why Do CSPs need Telecoms Low Code ?

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YOU HAVE TO RESPOND AGILELY TO SHIFTING BUSINESS LANDSCAPES.

- The biggest lesson enterprises learned during COVID.

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THE PANDEMIC
HAS TRANSFORMED
BUSINESS APPLICATIONS
FOREVER.

It's all about –

INDIVIDUATION
Not One-Size-Fits-All

CONTINUOUS ADAPTATION
AND COMPOSABILITY
Not Monolithic, One-Off Solutions

AGILE LOW CODE
Not Slow Manual Programming

BETTER BUSINESS OUTCOMES
Not Tech for Tech's Sake

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THE FUTURE BELONGS TO LOW-CODE APPLICATION COMPOSITION.

80%   decrease in time to market
via low-code application composition.

$30 B   spending on low code by 2025
with current 20.9% CAGR.

60%   of mainstream organizations will have
app composition as a strategic objective
by 2023.

70%   of applications will be based on low code in 2025.

LOW-CODE APP COMPOSITION:

The Next Major Shift in Enterprise IT

To be Adopted Across Most Vertical Sectors and Mainstream Organizations

Early Adopters:
City of Antwerp, AutoZone, Nestlé, Air France, KLM and Nordstrom

WHY SHOULD TELCOS CARE ABOUT THE MARKET FOR APPLICATIONS?

PROVIDING THE NETWORK IS NOT ENOUGH.

CSPs make enormous investments in network infrastructure just to enable others to earn off their backs.
- Gartner

Even though telcos are providing indispensable services during the pandemic, telecommunications companies last year created less value than any other sector.
– Bain & Company

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One euro invested in 2015
in the five major **global CSPs**
→ **EUR 0.71 today (- 29%)**

One euro invested in 2015
in the five **major tech companies**
→ **EUR 4.30 today (+ 330%)**

One euro invested in 2015
in the **application enabler Twilio**
→ **EUR 13 today (+ 1200%)**

APPLICATIONS ARE WHERE THE MONEY IS.

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CSPS ARE BEST POSITIONED TO SERVE THE MARKET FOR COMPOSABLE APPLICATIONS.

CSPs are uniquely able to deliver the required security, reliability, scalability, efficiency and resilience.

CSPs are native providers of not only connectivity, but also voice, video and messaging, all key components of enterprise applications.

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WHAT HAPPENS WHEN TELCOS OFFER INDIVIDUALIZED SERVICES & APPLICATION COMPOSITION?

It Improves Top & Bottom Lines.

- Enterprises are ready to pay a premium price for continuously individualized services
- Gross margins more than 5 times higher than from reselling third-party products

It Further Monetizes CSP Assets.

- Security and reliability of the regulated telecoms network
- Local business relationship to enterprises
- Respected national brand

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CSP leaders need to develop low-code skills, identify use cases in real time and build new partnerships.

**THAT'S WHAT
WE ARE HERE FOR:**

**Better Business Outcomes
for CSPs and their Customers**

**via Low-Code
Co-Development and**

**a Focus on
Emerging Technologies
and Market Opportunities**

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ECT: The Tech Company Specialized in Telecoms Low Code for CSP Products

Network Services

Low-Code Packaged Business Capabilities for CNA, FMU, NP, VM, SMSC, NP, Carrier Routing, NTS, VPN, IVR, etc.

Enterprise Services

Low-Code Packaged Business Capabilities for UCC, VPBX, Conversational Services, Home Office, Contact Center, Video Services, etc.

Agile Co-Development

Continuous Individualization and Composition of Services in co-development with the CSP and its Customers.

Business-Oriented Collaborative R&D

CSP Ecosystem: Joint Agile Product Development Program to explore and share new technologies & market ideas.

Telecoms Low-Code Application Platform (T-LCAP)

Low Code Tools for Citizen Developers

TypeScript for Expert Developers (Backend/ Frontend)

Resides in CSP Network (4G, 5G, VoLTE)

NFV supporting most VNF Managers & Containerization

Highly Scalable, Secure and Reliable

Marketplace for PBCs & APIs; CPaaS

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