

5G Private Networks

Assessment & Strategy Development

We developed this workshop to help you gain the knowledge necessary to evaluate the opportunity that 5G private wireless networks provide your company with.

5G private networks enable enterprises in different industry verticals to accelerate their digital transformation process and get a head start over competitors. This workshop is tailored to provide you the knowledge and tools necessary to assess this opportunity, evaluate the business and develop a technical strategy that meets your organization's objectives.

This workshop is to help corporate executives, financial investors, technology decision makers and regulators to assemble the facts on 5G private networks. We also help you define your strategy towards 5G private networks.

This workshop is customizable to meet your needs towards developing a comprehensive strategy for 5G private networks. We structured it as a focused 3-week engagement where we leave time to brainstorm with you the options available for your organization on how you can maximize your investment.



The workshop engagement consists of three phases:

- Phase 1: We listen to your objectives for private wireless networks and develop knowledge of your requirements.
- Phase 2: We conduct an in-depth workshop that is custom developed to meet your needs.
- Phase 3: We engage with you in developing your strategy towards 5G private wireless networks.

The topics we cover include these, and more, depending on your needs:

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| • 5G Introduction & fundamentals; performance | • Edge computing | • Spectrum for private networks |
| • Private wireless networks deployment models | • Hybrid clouds | • Network slicing |
| • Core network architecture | • Devices: Roaming, SIM/eSIM models | • Applications & impact on development |
| • Open RAN for enterprises | • Cellular IoT | • Market and ecosystem dynamics |
| • 5G vs. Wi-Fi; LoRaWAN, Fixed mobile convergence | • Security for private networks | • Business approach & go-to-market strategy |
| | • Economics of private networks | |

Duration and price: 3-week engagement. Workshop is scheduled for 8 hours over two days. Strategy session is 2 hours.

Location: Virtual; or on client premise (travel expenses are additional).

Audience

- Corporate executives seeking to identify how 5G private networks could help their digital transformation plans.
- Organizations seeking to develop new business opportunities in the field of 5G private networks.
- Financial or corporate investors looking to invest in this emerging market segment.
- Smart city officials looking to make decisions on technology adoption.
- Regulators seeking to develop understanding on market and technology status of 5G private networks.

Option: Variations on this outline are possible and customizable.

Workshop facilitators



Frank Rayal is founding partner at Xona Partners, a boutique management and technology advisory firm. He focuses on enabling companies leverage new technologies and market trends to develop new revenues. For over two decades, Frank worked to bridge the divide between technologies and markets by leading new product introductions. Frank co-founded wireless pioneer BLiNQ Networks to develop small cell backhaul solutions. He held senior management positions at Ericsson, Redline, and Metawave where he was involved in conceptualizing and developing telecom infrastructure products. Earlier, Frank helped service providers build among the first mobile networks in the US, UK, Canada and Argentina. Frank authored multiple market research reports and papers on the wireless industry including a personal blog. He holds a BS in electrical engineering from Case Western Reserve University, Cleveland, Ohio, and an MASc in electrical engineering and an MBA from the University of Toronto, Canada. He is a senior member of IEEE, and a member of Professional Engineers Ontario.



Dr. Riad Hartani is a partner with Xona Partners. He has been involved in the design, architecture of internet-based products and solutions since the mid 90s after completing his doctoral and post-doctoral research. His areas of expertise are in mobile communications, Internet ecosystem, Cybersecurity and artificial intelligence. He has been heavily involved with the major telecom, mobile, data center and cloud operators globally on their rollouts and next generation networks evolution. Riad has been a leading contributor to various aspects of Internet platforms development solutions, both on the R&D and operational side, with applications in cloud and mobile networks. He was successively Head of Worldwide Systems Engineering at Wichorus (acquired by Tellabs), a Silicon Valley based startup focused on building 4G WiMAX and LTE solutions. Previously Head of Global Technology Solutions at Anagran, a technology startup developing intelligent routers and network optimization appliances, based in Redwood City, California and prior to that Chief Architect with Caspian, Inc. (now Sable Networks), a technology venture developing advanced internet routing solutions, headquartered in San Jose, California. He holds two Engineering degrees and a Master degree, a Doctorate and Post-doctorate in Computer Science from the University of Paris, and the University of California, Berkeley (all with highest honors) and completed the Executive Education in Business at Stanford Graduate School of Business.

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.

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