



Private LTE/5G networks: operator strategies and analysis



Michele Mackenzie

About this report

This report analyses the private LTE/5G network strategies of selected operators and complements our previous private LTE/5G networks case studies reports.¹ It focuses on operators' roles in the private LTE/5G value chain and considers how their strategies ensure that they maximise their revenue. It is based on several sources:

- interviews with stakeholders in the private LTE/5G networks market
- Analysys Mason's internal research on the private LTE/5G networks market including secondary sources such as operator presentations and websites.

KEY QUESTIONS ANSWERED IN THIS REPORT

- What roles in the value chain do operators play and how can operators maximise the private LTE/5G network opportunity?
- How do operators differentiate their offers using their public network components and resources?
- How do operators take their solutions to market?
- How do the operators included in this report compare in terms of their private LTE/5G strategies, and how do they differentiate their offers?

CASE STUDIES

- Bell Canada
- BT
- Deutsche Telekom
- Orange
- Rogers
- Telefónica
- Telenor
- Telstra
- Verizon
- Vodafone

WHO SHOULD READ THIS REPORT

- This report will help operators that are involved in the private networks market to understand their competition and differentiate their offers.
- It will also be of interest to players, such as vendors, systems integrators, cloud and edge providers and solutions vendors, that are looking to understand how operators are potential competitors as well as potential suppliers and partners.



Contents







Executive summary

Analysis





Case studies

About the author and Analysys Mason

Our research programmes

- 
Consumer Services programmes
 - Fixed Broadband Services
 - Mobile Services
 - Fixed-Mobile Convergence
 - Smart Devices
 - Future Comms
 - Video, Gaming and Entertainment
 - Digital Services
- 
Networks programmes
 - Next-Generation Wireless Networks
 - Wireless Infrastructure Strategies
 - Fibre Infrastructure Strategies
 - Operator Investment Strategies
 - Telecoms Strategy and Forecast
- 
Applications programmes
 - Network Automation and Orchestration
 - Customer Engagement
 - Monetisation Platforms
 - Digital Experience
 - Automated Assurance
 - Service Design and Orchestration
 - Telecoms Software Market Shares
- 
Cloud programmes
 - Cloud Infrastructure Strategies
 - Data, AI and Development Platforms
 - Edge and Media Platforms



- 
Operator Business Services and IoT programmes
 - Enterprise Services
 - SME Services
 - IoT Services
 - Private Networks
- 
SMB IT Channels and Forecasts programmes
 - Cyber Security
- 
Regional Markets programmes
 - Global Telecoms Data and Financial KPIs
 - Americas
 - Asia-Pacific
 - Middle East and Africa
 - European Core Forecasts
 - European Telecoms Market Matrix
 - European Country Reports
- 
DataHub
 - ~2800 forecast and 280+ historical metrics
 - Regional results and worldwide totals
 - Operator historical data

analysismason.com/what-we-do/practices/research

PUBLISHED BY ANALYSYS MASON LIMITED IN **AUGUST 2022**

Analysys Mason Limited. Registered in England and Wales with company number 05177472. Registered office: North West Wing Bush House, Aldwych, London, England, WC2B 4PJ.

We have used reasonable care and skill to prepare this publication and are not responsible for any errors or omissions, or for the results obtained from the use of this publication. The opinions expressed are those of the authors only. All information is provided “as is”, with no guarantee of completeness or accuracy, and without warranty of any kind, express or implied, including, but not limited to warranties of performance, merchantability and fitness for a particular purpose. In no event will we be liable to you or any third party for any decision made or action taken in reliance on the information, including but not limited to investment decisions, or for any loss (including consequential, special or similar losses), even if advised of the possibility of such losses.

We reserve the rights to all intellectual property in this publication. This publication, or any part of it, may not be reproduced, redistributed or republished without our prior written consent, nor may any reference be made to Analysys Mason in a regulatory statement or prospectus on the basis of this publication without our prior written consent.

© Analysys Mason Limited and/or its group companies 2022.