

5G landscape

- Use cases seem to be converging around low-latency and high bandwidth applications (IoT)
- 5G is appropriate for dense “hotspots” + experiences in developed markets
- Not much demand from emerging market players at present
- OEMs are driving this upgrade cycle

The opportunity

- **5G could present a break point to change the way that they operate and deploy networks (DevOps)**

Modem upgrade alone could not justify the cost.

- **Factory “greenfield” networks can build with lowcost startup kits instead of a traditional kit vendor.**