



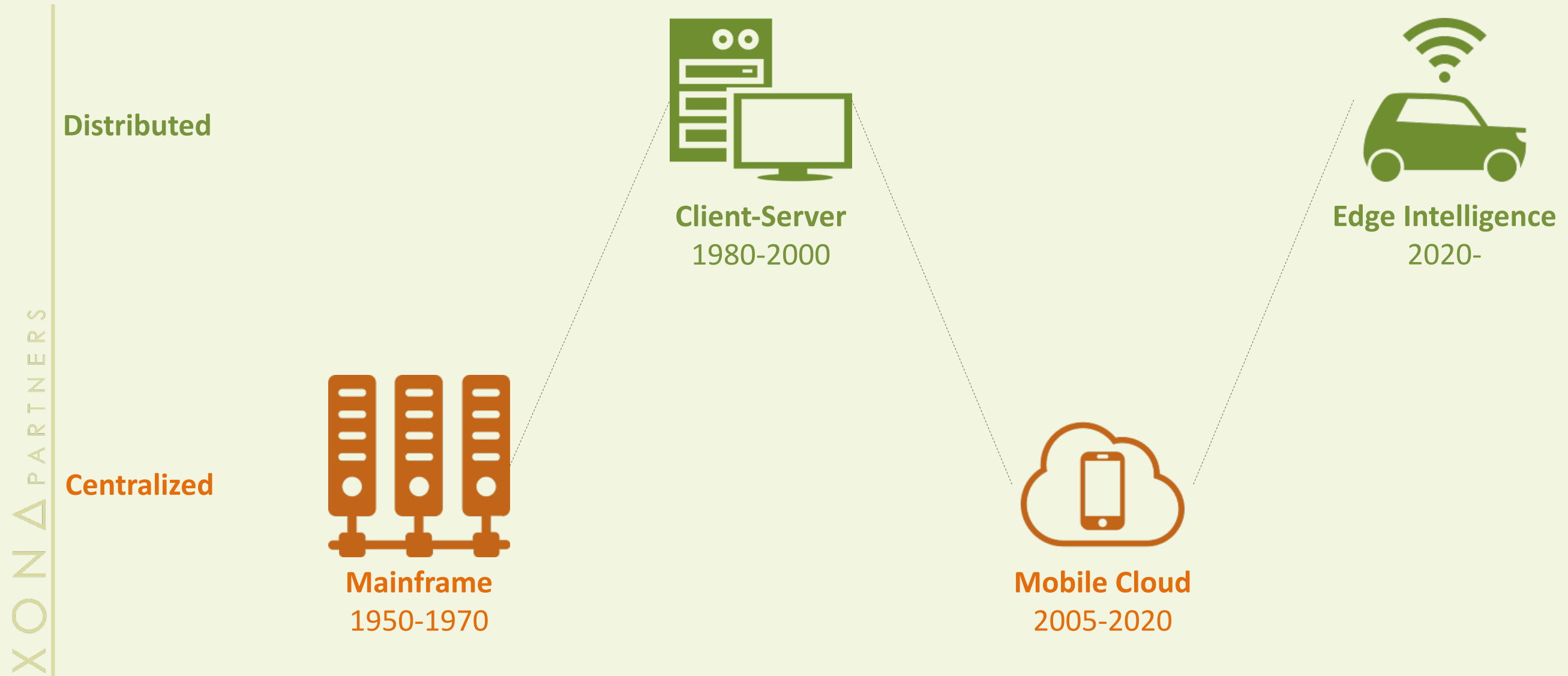
**Mobile Edge Computing:
What did not work and what the future may hold**

Fog World Congress
Santa Clara, October 31, 2017

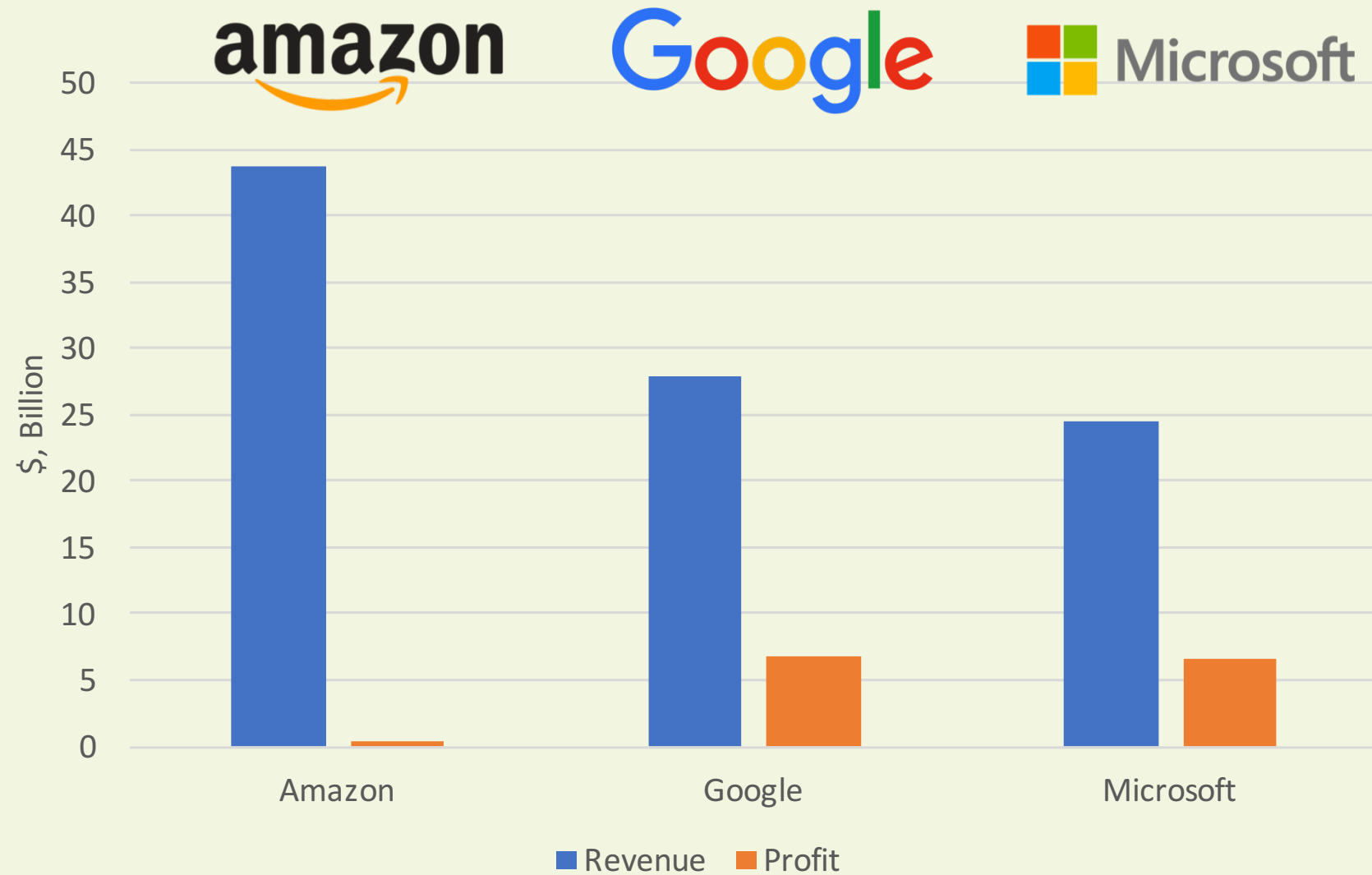
**All generalizations are false,
including this one.**

Mark Twain

Repeating Cycle



Performance of Cloud Players



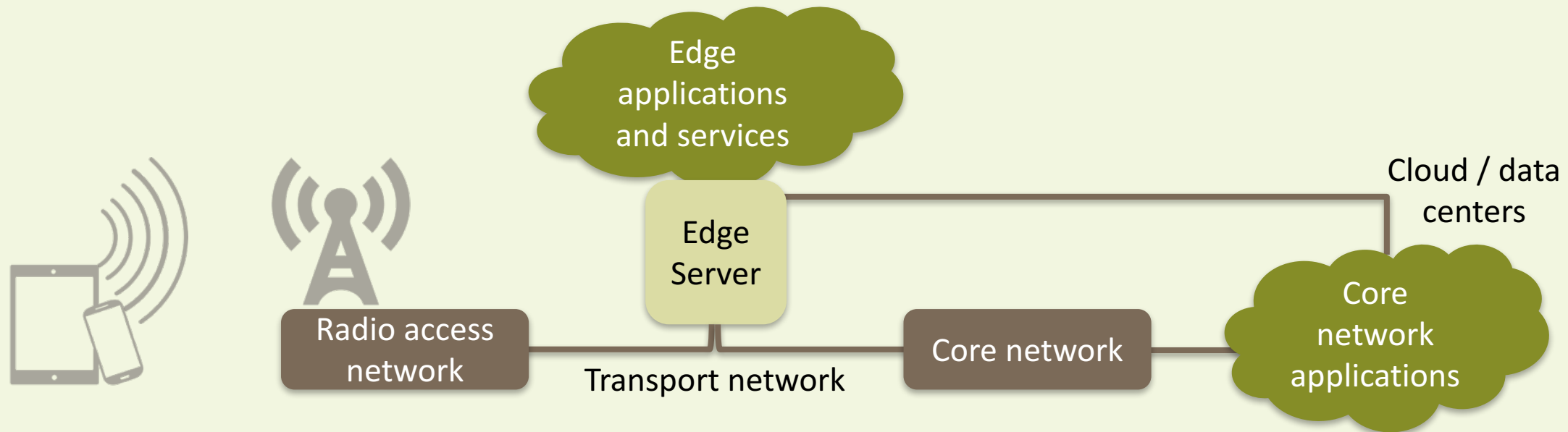
Quarter ending Sep. 30, 2017

\$1.9T
Market Cap*

* 10/27/2017

XONΔ PARTNERS

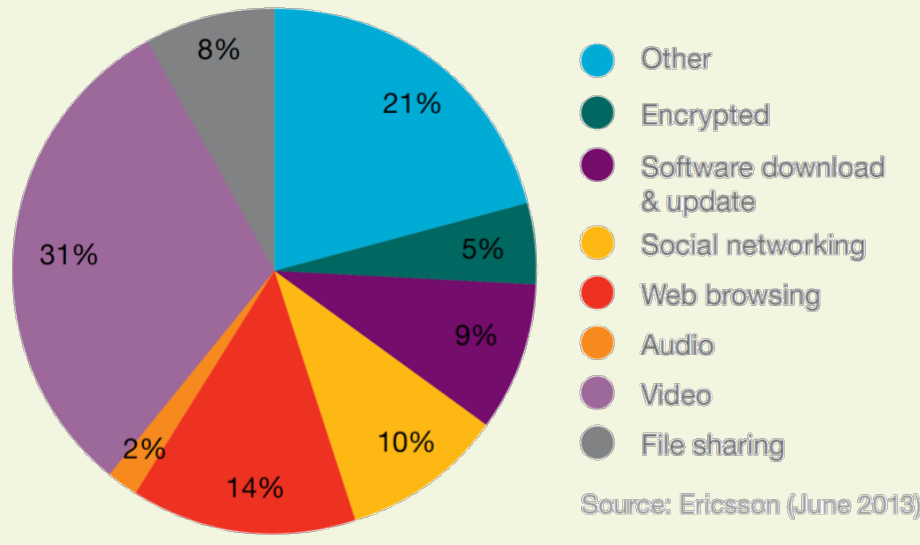
Is this architecture viable?



Will MNOs leverage edge computing to gain competitive advantage over the OTTs?

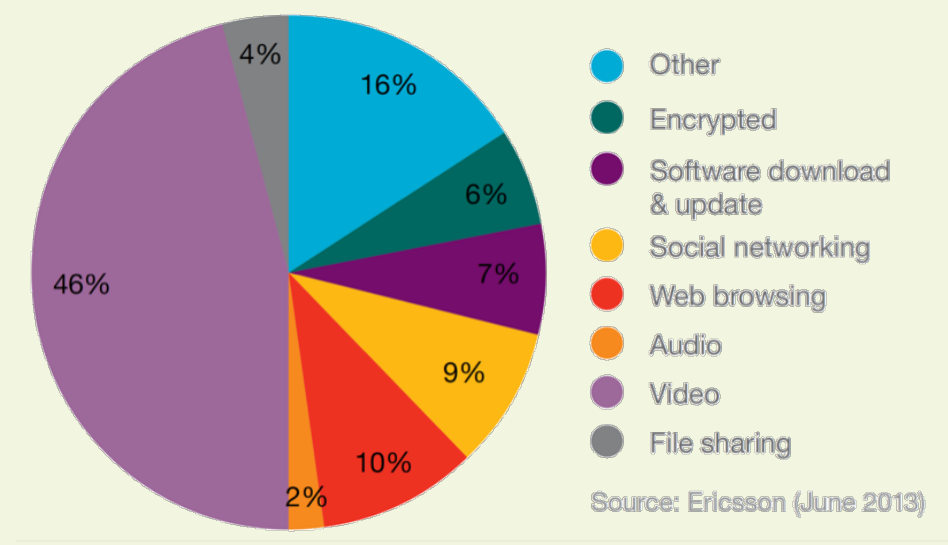
Case Study: Video Traffic

2012 Mobile data application traffic share



< 1 ExaByte/month

2018 Mobile data application traffic share



6.5 ExaByte/month*

Caching as edge application succeeded.

Why caching as mobile edge application did not succeed?

2016: 8.8 ExaByte/month; 50% of traffic

Mobile Edge Applications

Optimization Applications	Monetization Applications
<ul style="list-style-type: none">› Business case tilted towards reducing operating expenses› Particularly useful for consumer segment› Better economic viability with edge closer to core› Amenable to deployments by MNOs	<ul style="list-style-type: none">› Business case revolves around generating new revenues› Particularly useful for enterprise segment› Better performance advantage in placing MEC closer to user› Amenable to deployments by MNOs and third party service providers

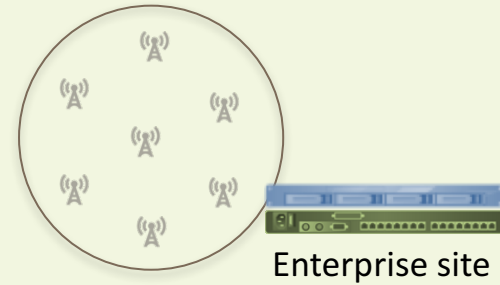
Application Adoption Timelines

Applications	Latency	Caching	Context	Location	Computation	Transcoding	Power	Deployment Timeline
Content Caching	✓	✓		✓				M/L
Traffic optimization			✓	✓		✓		S
Augmented reality	✓				✓			L
Virtual reality	✓				✓			L
Multimedia content delivery (video)		✓				✓		S
Enterprise applications								
Asset tracking				✓			✓	M
Video surveillance & analytics					✓	✓		M
Local voice and data routing		✓		✓				M
Retail services								
Ad delivery			✓	✓				M
Footprint analysis			✓	✓				M
IoT Connectivity								
Massive IoT (e.g. sensor or meter reading)					✓		✓	M/L
Critical IoT (e.g. smart grid switching, fault detection)	✓							M/L
Critical Communications								
Traffic safety and control systems	✓							L
Precision farming	✓							L
Industrial IoT, time critical process control	✓							M/L
Hazard warning	✓							L
Cooperative autonomous driving	✓							L
Healthcare applications	✓		✓	✓				M/L

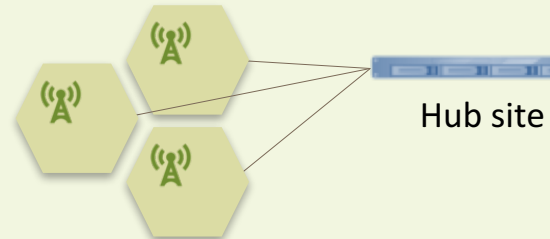
Deployment timeline: S: short term; < 3 years | M: Medium term; 3-5 years | L: Long term > 5 years

The Edge Can Be Anywhere?!

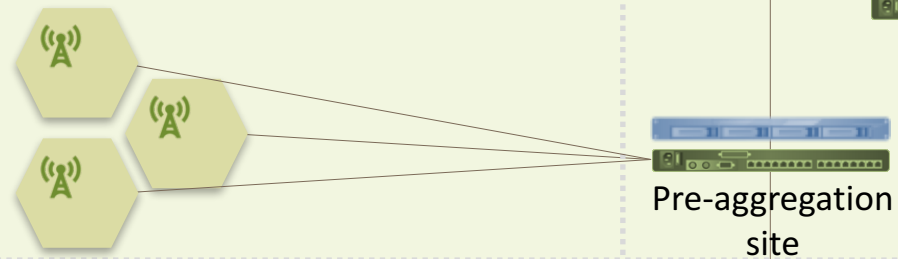
Cost: \$\$
Benefits: High



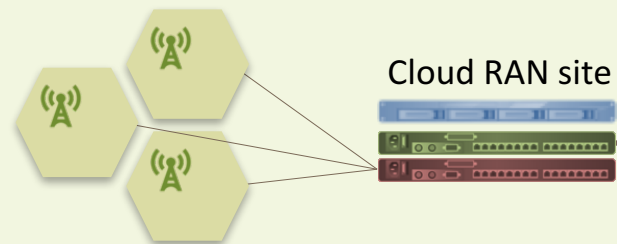
Cost: \$\$\$\$
Benefits: High



Cost: \$
Benefits: Medium



Cost: \$
Benefits: Medium

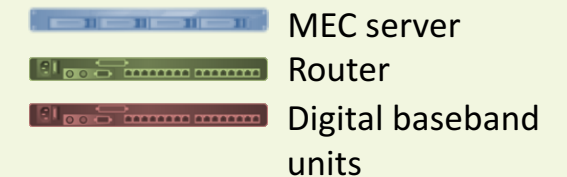
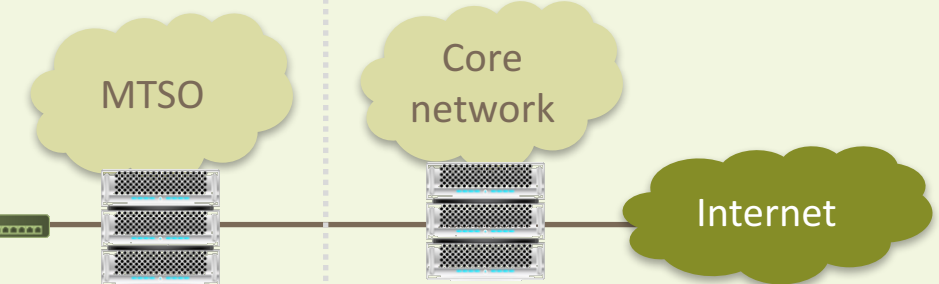


Access network

Pre-aggregation network

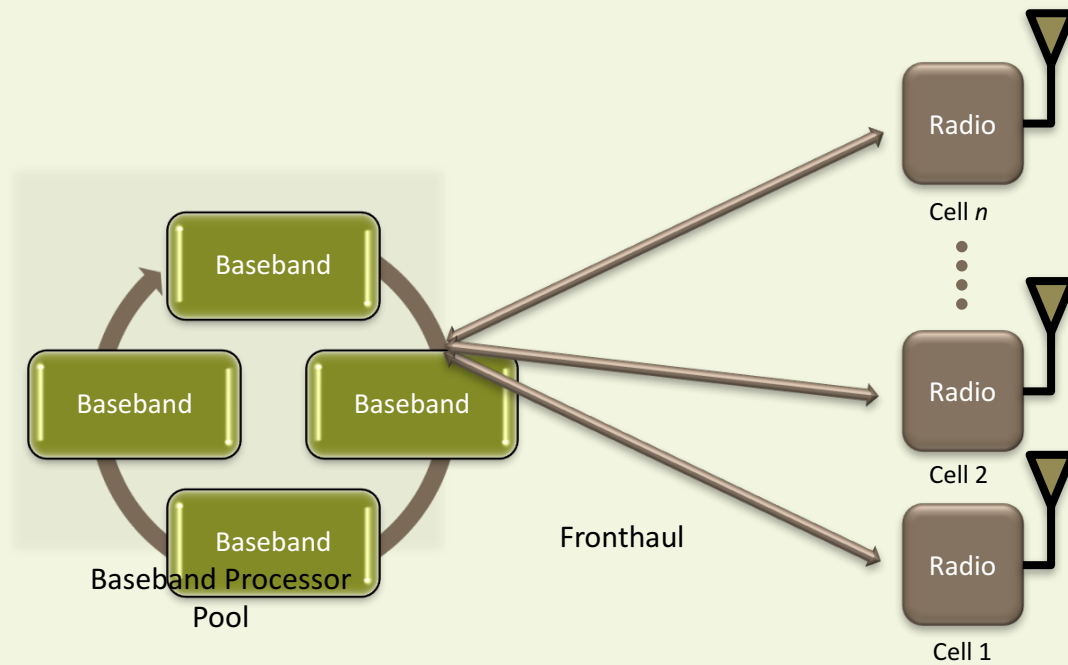
Aggregation network

Core network

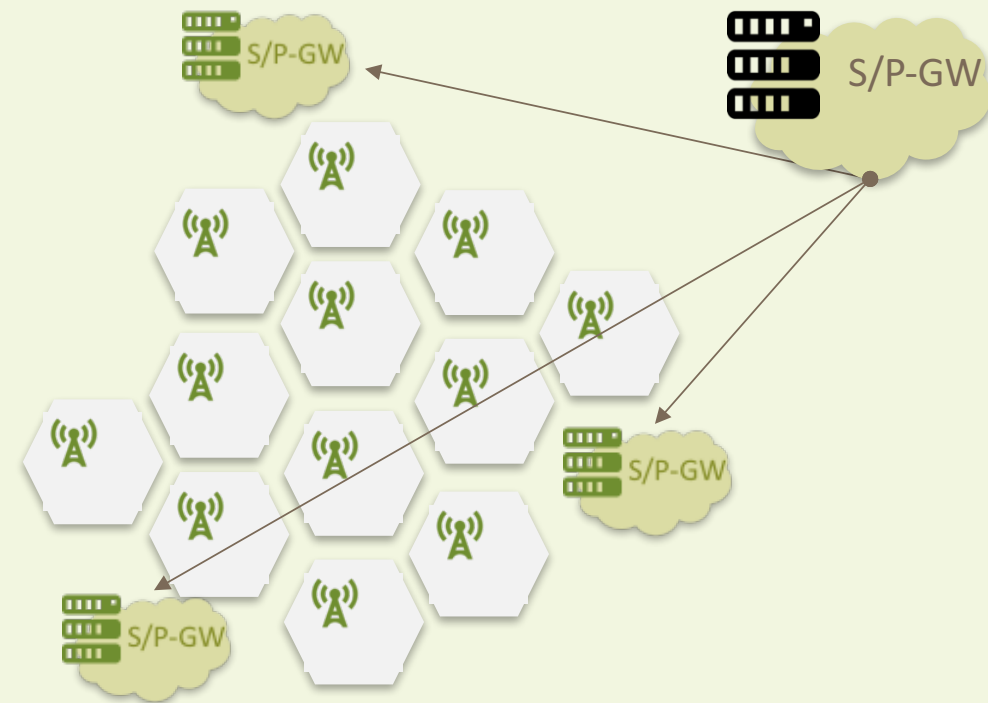


Bring the Edge and Core Closer to Each Other

Bring the edge closer to the core: Cloud RAN



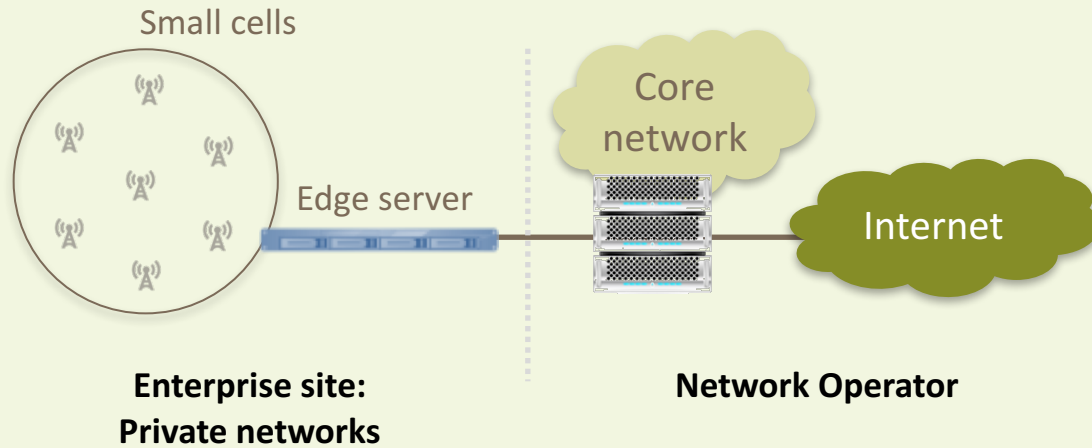
Push the core closer to the edge: Distribute S/P-GWs



Virtualization makes both options more feasible than ever before

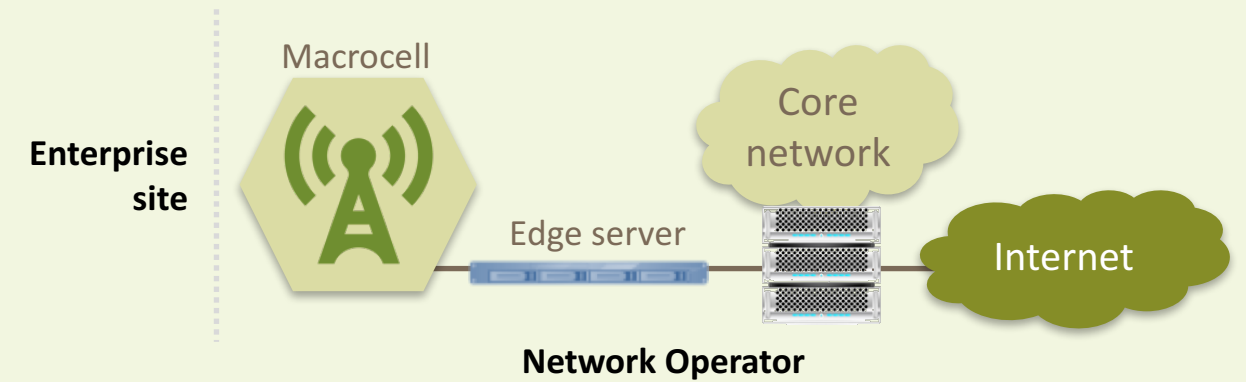
Who Control the Edge?

Edge at the enterprise



- › Enabled by small cells
 - Licensed spectrum
 - Shared/unlicensed: CBRS 3.5 GHz, 5 GHz MuLTEfire
- › Performance advantage
- › How to penetrate the enterprise?

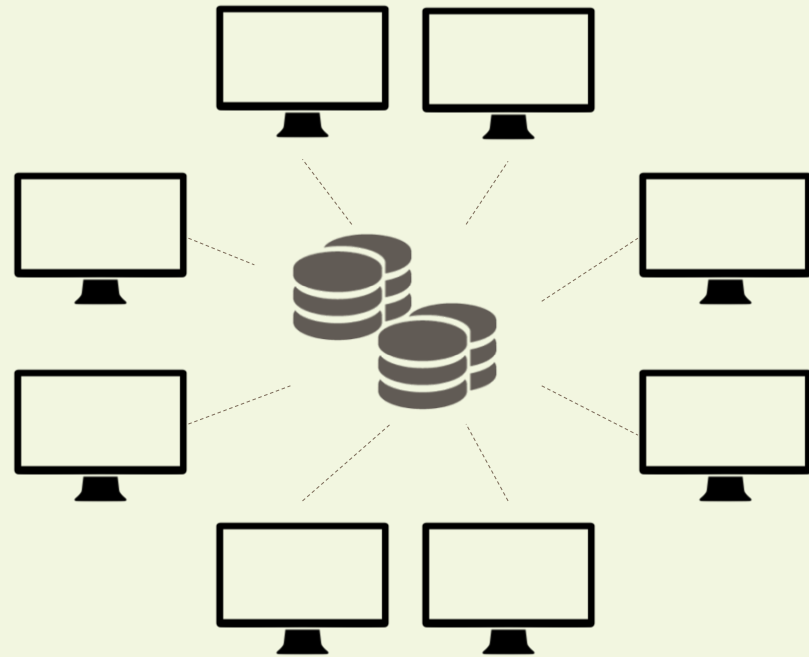
Edge at the network operator



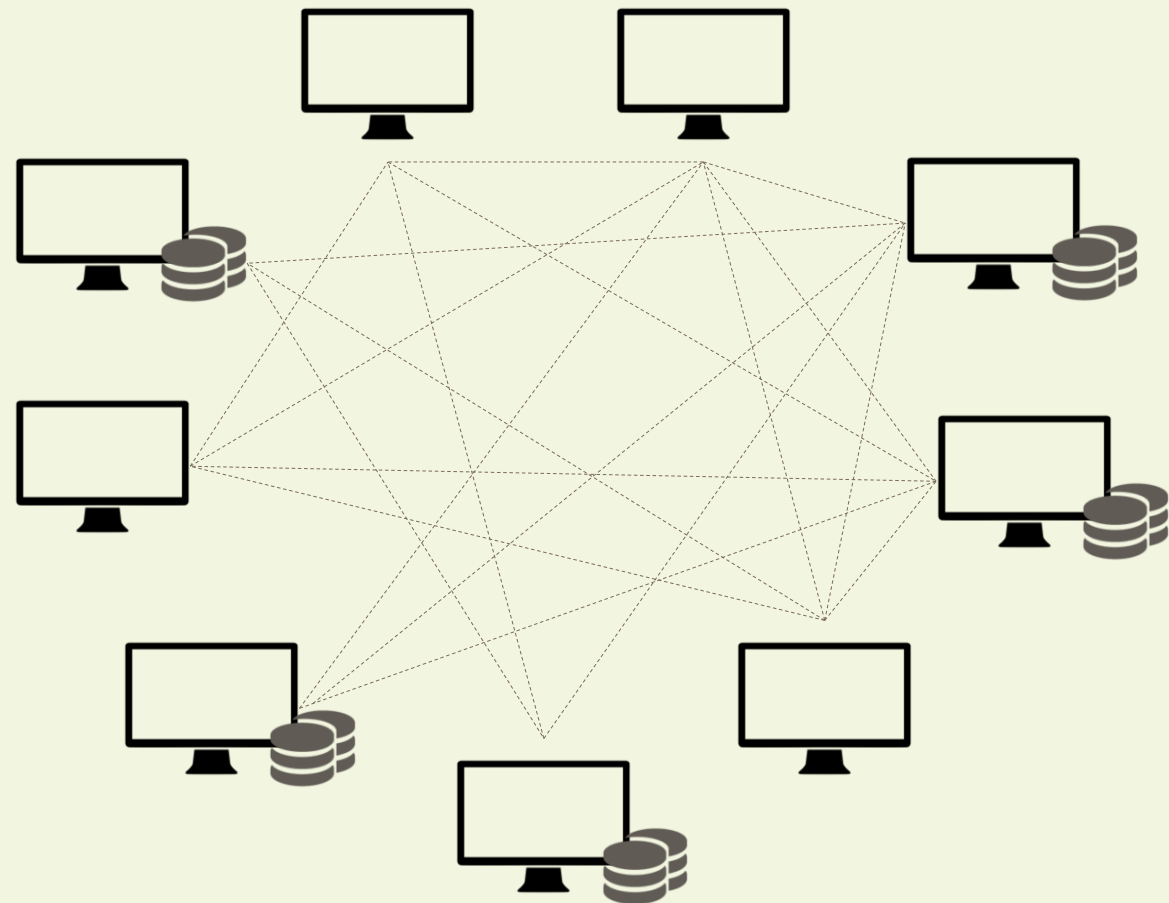
- › Upgrade to existing networks
- › Lower performance enhancements
- › Who owns:
 - Subscription management?
 - Equipment management?
 - Service management?
 - Device management?

Intersection of Edge/Fog Computing with Blockchains

Centralized Cloud



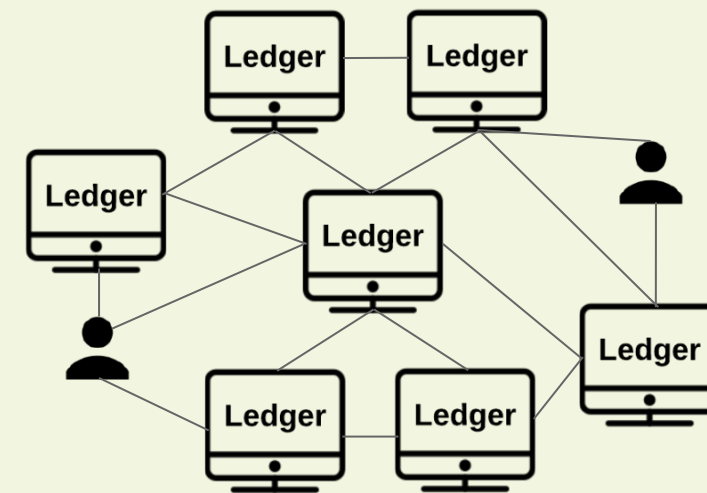
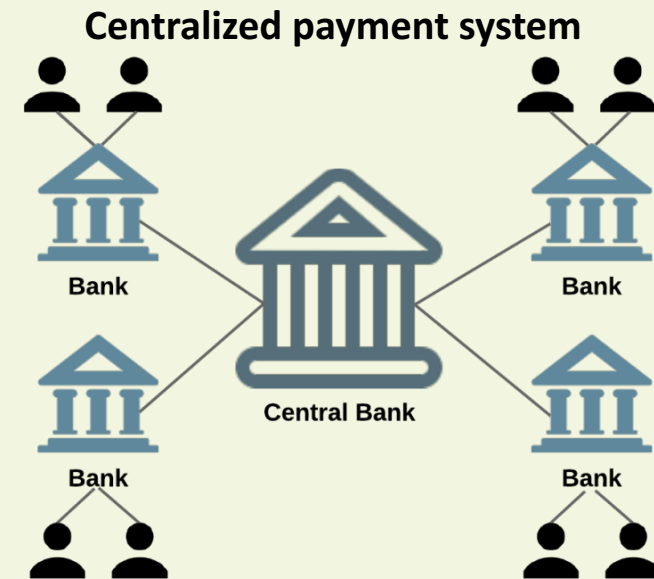
Distributed Cloud



*What is the role of
blockchains?*

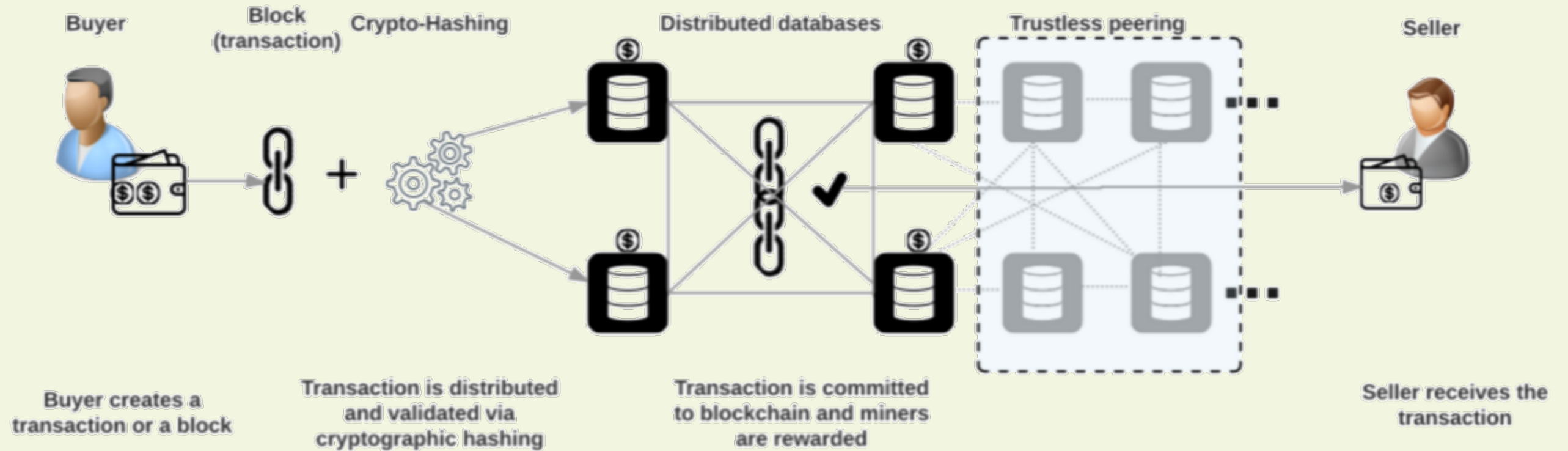
Blockchains – A Brief Introduction

- › Distributed database (ledger)
 - Decentralized - every user has a copy of the blockchain (database)
- › Peer-to-peer
 - No central trust authority
- › Open, secure
 - “Internet of Trust”



Distributed Ledger - Blockchain

Blockchain Process



Blockchains provides a secure peer-to-peer solution to store, access and transfer data at the edge

Source: Cloud Technology Partners

Applications of Blockchains in Telecom / IoT

Smart Contracts

Details of transaction elements among multiple parties are securely stored in blockchains and processed automatically as each milestone is fulfilled

Healthcare

Secure electronic healthcare storage and transmission on permissioned blockchains

PKI and Digital Certificates

Blockchains as a complementary and alternative model to PKI based security infrastructure

Asset Transactions and Micropayments

Low blockchain-based transaction cost enables micropayments for digital assets such as music, games, gift cards, loyalty cards, etc. It also enables payments for IoT enabled services such as asset leases/rentals

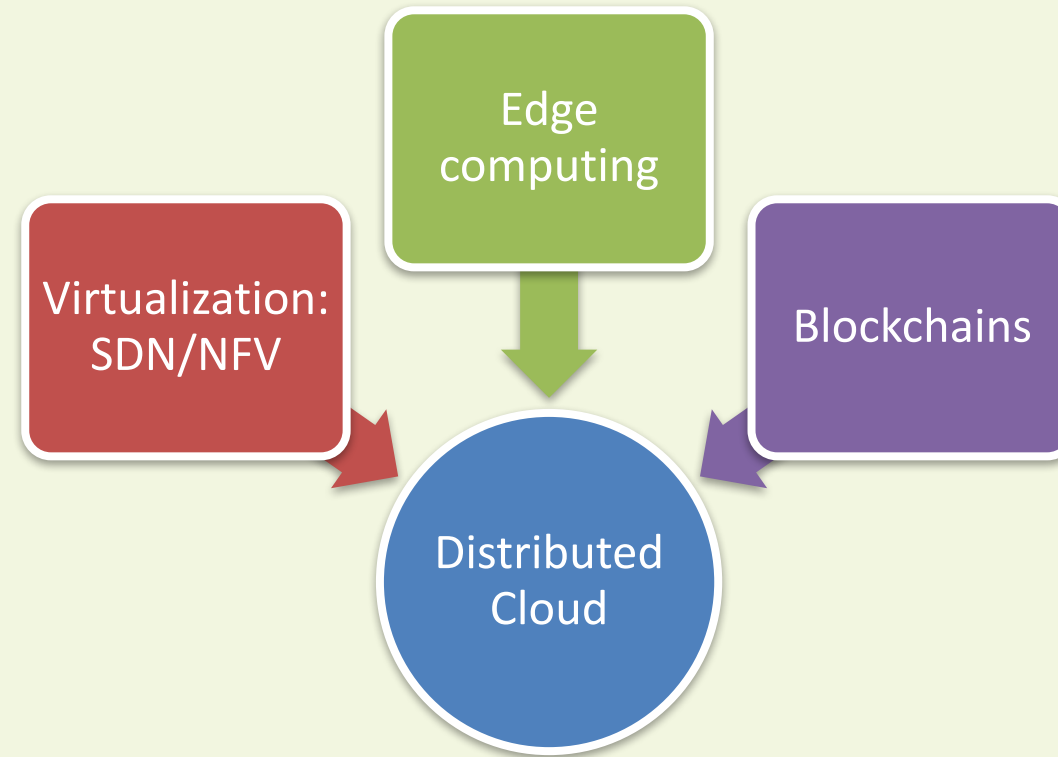
Smart Cities

Blockchains are transparent and auditable allowing for smart charging among other services

Identity Management

blockchain-based identity management platform to enable authentication across devices, apps and organisations

New Business Models Emerging



Is blockchains a threat to the cloud players?

Does blockchains provide telcos the opportunity to challenge the cloud players?

Xona Partners

Boutique Advisory Firm Specialized in Developing New Growth Strategies



Private Equity & Venture Funds

- M&A due diligence; competitive analysis & positioning



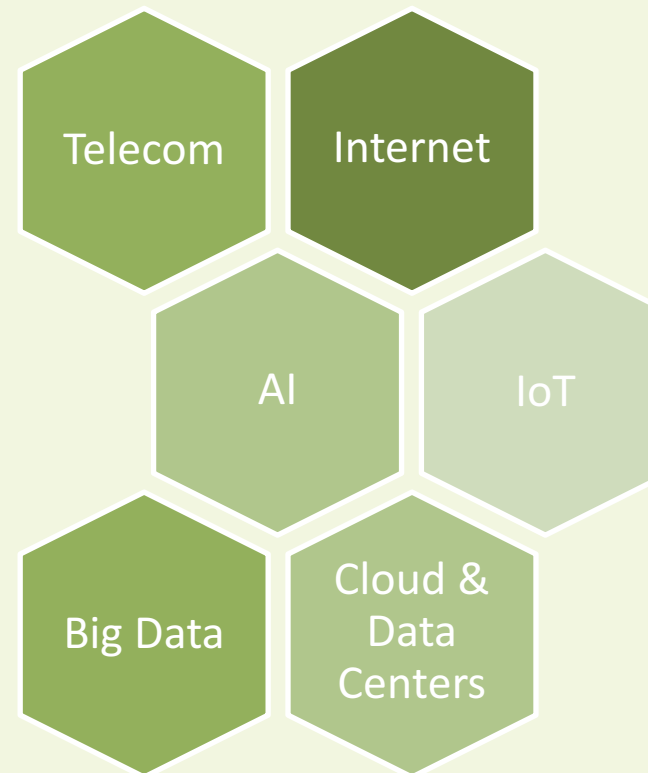
Technology Corporations

- Develop new business ventures from concept validation to implementation



Governments, Regulatory & Policy Makers

- Market & technology assessment for policy decisions



XONA Partners

Innovate. Enable.

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