

# YOUR PATH TO 5G

Reimagine your network strategy for  
the opportunities of tomorrow

---

STRATEGY GUIDE

SES 

# Tomorrow's opportunities won't look like those of today. Your network strategy shouldn't either.

The emerging era of 5G will come with seemingly unlimited opportunities for innovation, delivering capabilities that go beyond faster network speeds. Yet the transition to 5G will also bring new challenges, as consumers and businesses increasingly demand high-quality, ubiquitous connectivity to support a new range of applications and services.

The cost of satisfying the increasing demand for connectivity isn't inconsequential. Network buildout costs, as well as operational costs associated with supporting new infrastructure, will be high and can be difficult to justify—particularly given the lack of insight into if and how 5G will be profitable. You may find yourself balancing the pressure to build out a 5G network with the need to demonstrate a return on investment (ROI).

# CAN A PARTNER SIMPLIFY YOUR PATH TO 5G PROFITABILITY?

## De-risk your 5G investment

A trusted managed network services partner can help de-risk your 5G investment by allowing you to offload some of your buildout requirements. Your partner will ultimately act as an extension of your team, seamlessly integrating its connectivity into your greater value chain. A partnership model is also a great way to work collaboratively with subject matter experts to design and deploy end-to-end 5G services optimised for your goals.

## Reduce deployment costs

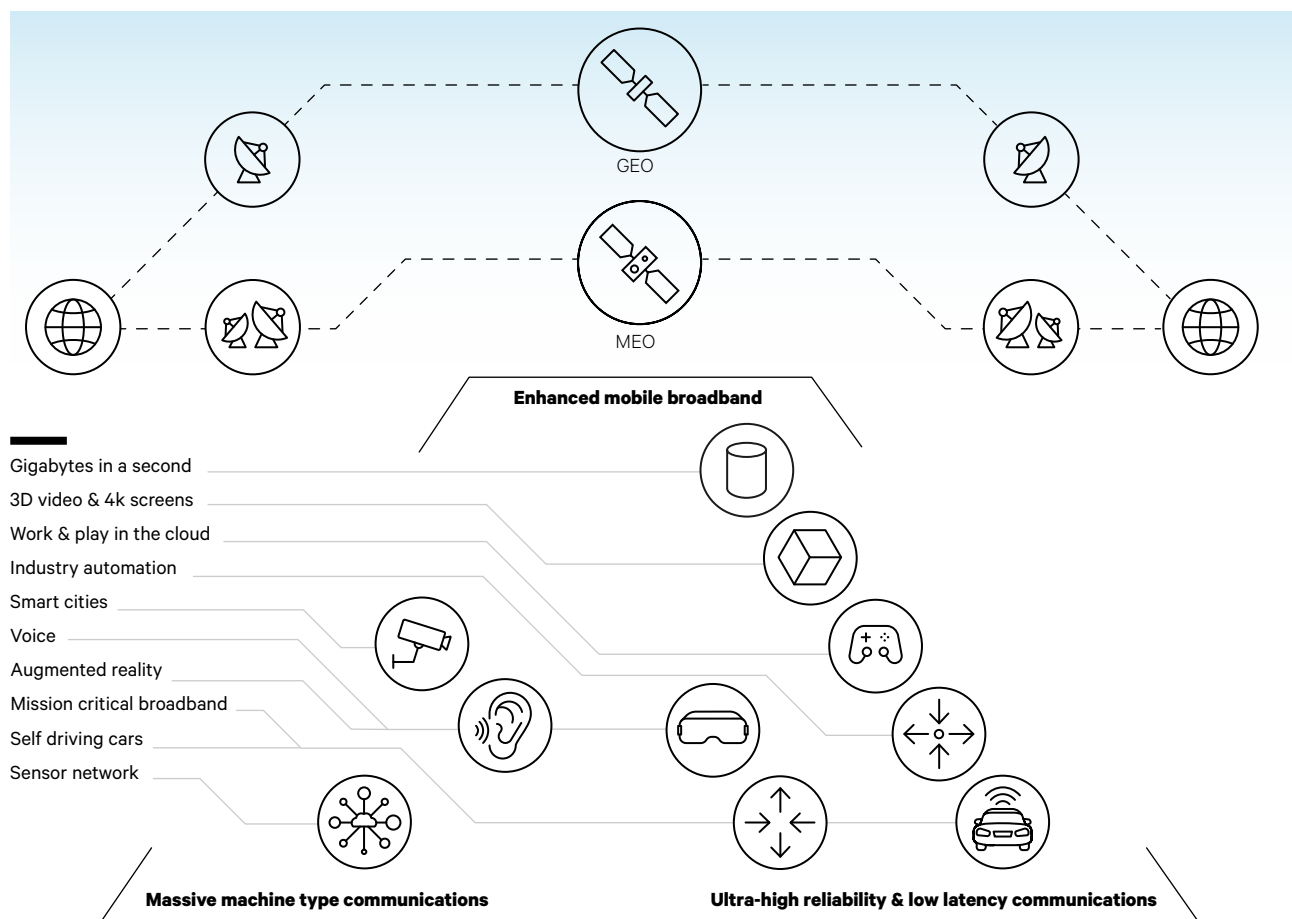
A managed services provider can support in all facets of your 5G network deployment. This includes implementation—reducing the risk, time, and cost of site surveys, installation, and management—as well as service management and monitoring, from system restoration during outages to warranties and repairs.

## Boost return on investment

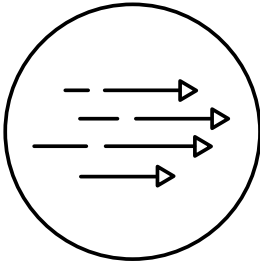
A trusted managed services partner can improve the ROI associated with your 5G deployment, providing you with the necessary infrastructure and resources to expand, operate, and maintain your network in a cost-effective manner. Offloading these capital and operational costs will allow you to turn revenue into profit sooner.

With these advantages in mind, it's crucial that the partner you choose to manage your networking services is future-proof and ready for the global transition to 5G.

## Leveraging satellites to meet 5G usage scenarios

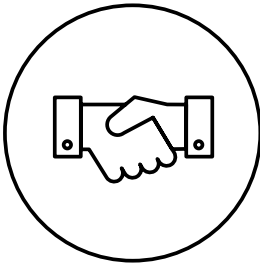


# OPTIMISING YOUR 5G JOURNEY



## Receive the right services over the right path

At SES, we're equipped to fully support your journey into 5G. We take an application-driven approach to meeting your 5G requirements. 5G applications are diverse, but they are also driven by three sets of needs—low latency, high availability, and high throughput. Imagine optimising for each of these differing needs, often in concurrent combinations. We simultaneously steer the right services over the right path within our application-driven ecosystem to match the right SLAs to your 5G application needs.



## Partner with a future-ready managed services partner

At SES, we're taking a leadership role to ensure satellite will seamlessly integrate into the next generation of networks. This isn't satellite of the past—this is application-driven, cloud-scale global coverage that will drive us into the future. Working collaboratively with other industry players from the terrestrial and satellite realms, we're developing standards, technologies, and best practices around the role satellite will play in 5G.



## Extend your 5G network—everywhere

We recognise that your diverse locations have diverse needs. We can abstract the complexity of the underlying network and deliver SLAs to cover a wide range of customer and user requirements. You won't need to worry about how to extend your 5G network everywhere—we'll handle that. We'll ensure you have the right tools and the support of an ecosystem of trusted partners to help you get to 5G—reliably and successfully.

If you are unsure of the 5G solution that will best suit you, we invite you to collaborate with us on your strategy. We can help you expand your network to meet tomorrow's 5G requirements—whatever or wherever they may be.



# REIMAGINE YOUR 5G NETWORK EXPANSION STRATEGY

Expanding your network independently can pose a number of risks—including high network buildout costs, an increase in operational expenses, and unpredictable ROI. As your managed network services partner, we'll support your path to ROI as you embrace the era of 5G.

## EXPANDING YOUR NETWORK WITH SES

- Share buildout requirements
- Collaborate to design end-to-end 5G services
- Deploy services optimised for your goals
- Reduce implementation costs and risk
- Operate and maintain your network cost-effectively
- De-risk your 5G investment

Let us partner with  
you to optimise your  
path to 5G.

**LEARN MORE**

**SES HEADQUARTERS**

Château de Betzdorf  
L-6815 Betzdorf  
Luxembourg

Published in December 2020.  
This brochure is for informational purposes only  
and it does not constitute an offer by SES.

SES reserves the right to change the  
information at any time, and assumes no  
responsibility for any errors, omissions or  
changes. All brands and product names  
used may be registered trademarks and are  
hereby acknowledged.

For more information about SES,  
visit [www.ses.com](http://www.ses.com)

**SES** 