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Telecom Industry News

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The industry continued to gain momentum this month. There was a noticeable uptick in merger and acquisition activity, deployments, customer wins, and network roll-outs – including significant advancements in 5G. IoT continued to foster innovation news and the CES event in Las Vegas helped fuel the news around it and other technology areas.

The top stories from the month are summarized below. To view all the news as it breaks, check out *Pipeline*'s News Center or subscribe to receive our weekly news summary.

Mergers and Acquisitions

Vodafone Greece announced this month that it has agreed to acquire CYTA Hellas for €118 million. The move would strengthen Vodafone's foothold in Greece, by picking up CYTA's next-gen fiber optic and mobile MVNO assets. If approved the deal would provide an 8 percent bump in market share for Vodafone by providing 300,000 new broadband and 40,000 new mobile customers. In India, Vodafone also announced this month that it intends to reduce its equity position in its merger with Idea prior to its completion which is expected to be completed in the first half of 2018.

Telus announced that it picked up nearly 40,000 new customers in Alberta, British Columbia, and Saskatchewan by acquiring the western-Canadian operations of AlarmForce from Bell Canada. Bell announced the acquisition of Alarmforce in November of 2017. Now that the acquisition has been completed, Telus acquired the AlarmForce operations for $66.5 million.

In Israel, Allot announced this month that it has entered a definitive agreement to acquire Netonomy. Netomony provides software-based cyber security for the connected home, and the move is intended to bolster Allot's threat-detection and prevention technologies to secure key components for smart homes and the Internet of Things (IoT).

Leaderboard

There was an increase in the number of customer wins announced this month, which is a good indicator that 2018 is off to a running start. It would also suggest some sustainable growth, as several announcements relate to multi-year engagements and extensions of existing collaborations.

Nokia announced that Optus signed a five-year agreement under which Nokia will manage and maintain key components of Optus' network infrastructure, operations and field maintenance. Nokia also announced that it has been **selected by Telia Company** as the sole vendor for cloud packet core in Sweden, Finland, Norway, Denmark, Estonia and Lithuania.

Huawei announced this month that China Mobile has selected their CloudFabric solution to build the second phase of its private cloud resource pool for data centers in Hohhot and Harbin. Upon completion, Huawei claims it will be the world's largest OpenStack resource pool.

Netcracker announced that Tele Columbus has selected their Revenue Management solution. The solution will support Tele Columbus' 2.4 million unique subscribers across B2B and B2C channels in Germany. Netcracker will be the single billing platform for the growing Tele Columbus Group, following its recent acquisitions of Primacom and Pepcom.

In related news, U Mobile stated in a press release that it has extended it partnership with Ericsson in Malaysia to transform its Business Support Systems (BSS). The solution will encompass converged billing and managed services for 5 million mobile customers.

Amdocs announced that Altice SFR has selected its Amdocs Digital Solution to accelerate the introduction of new services for residential, fixed-line customers in France. The solution is aimed at improving the customer experience and increasing automation for new offerings across all channels.

CENX announced this month that it was selected by a Tier 1, global operator for service assurance for wireless, wireline and cloud environments, facilitating a transition to full automation across the operator's global network. CENX will be the single source for service assurance, enabling the operator to move away from a traditional, siloed OSS architecture to a centralized, closed-loop solution for its physical, virtual, and hybrid networks.

Cybersecurity company Telco Systems won a significant deal with an unnamed national defense agency. This is a follow-on project, which was based on the ability of its cybersecurity technology to efficiently detect and investigate suspicious network activity and secure sensitive communications networks. This marks the fourth government contract for the Israeli-based tech company, citing a significant increase in demand for its solutions.

5G grows nearer

This month saw a lot of momentum around 5G, with AT&T leading the charge. AT&T made an announcement claiming it expects have 5G services launched in a dozen markets by late 2018. AT&T stated in the press release that it has already laid the foundation by launching "5G Evolution" in 23 major metropolitan markets over the course of the last year.

Nokia showed an increased focus on 5G this month, with three related announcements. In the US, Nokia announced that it has reached a major milestone with T-Mobile, by bringing a 28 GHz outdoor 5G commercial radio system on air in the congested downtown corridor of Bellevue in Washington state. In Japan, Nokia was selected by NTT Docomo to support the commercial roll-out of 5G in 2020. And in Norway and Sweden, Telenor selected Nokia as its sole supplier for the replacement of its legacy optical backbone network to provide multi-terabit capacity for its 5G evolution.

In South Korea, SK Telecom and the Korea Transportation Safety Authority (KOTSA) announced a **successful deployment of 5G infrastructure** in K-City, which is the country's pilot city for self-driving technology. K-City is design to provide real-world scenarios and an end-to-end environment for domestic companies to test self-driving technologies. The infrastructure boasts speeds fast enough to download a 1GB video in .4 seconds, and a 5G communications control center that transfers data to a test vehicle in less than 0.001 second.

Ericsson presented *Towards a 5G consumer future*, its Consumer and Industry Insight report that consolidates the views of 14,000 iPhone and Android users surveyed between the ages of 15 and 65 - which the company claims is representative of 800 million smartphone users worldwide. The report distills the data into directives that operators should act upon to provide a foundation, and consumer confidence, for adoption of 5G technology. These directives have been condensed into six calls to action in a wish that includes: an effortless buying experience, limitless user experience, use of data as "currency", personalized data plans, a sense of getting more with 5G, and better honesty in operator marketing.

Ericsson also announced the launch of a small cell, **5G radio Dot** this month to meet the demands

of advanced indoor mobile broadband performance requirements for 5G. And it announced the **first 5G technology and application trail in Africa** with MTN.

Mimosa Networks announced its fixed-wireless solution was selected by Bluewave to deliver 5G ultra-broadband speeds to homes and businesses across Bermuda. Service offerings range from 10 Mbps to 100 Mbps for residential customers and up to 1 Gbps to commercial clients.

Network News

In network news, AT&T announced that it has **expanded its relationship with Equinix**, to offer Network on Demand services to business in Equinix's International Business Exchange data centers. The new AT&T Network on Demand service enables intelligence across cloud service providers, and brings connectivity and expanded interconnection opportunities closer to where businesses operate.

AT&T also **completed two Open Source XGS-PON field trials** in Atlanta and Dallas. XGS-PON is a fixed wavelength symmetrical 10Gbps passive optic network technology. The XGS-PON system tested multi-gigabit high-speed internet traffic and provided a seamless AT&T DIRECTV NOW video experience to trial participants. The trials bring AT&T a step closer to realizing its vision to virtualize the last mile of network and orchestrate the entire end-to-end network using ONAP.

Windstream announced that it has expanded its nationwide core network into the Columbus, Ohio, market, increasing availability of its Software Defined Network Orchestrated Waves (SDNow) solution in response to surging customer demand, primarily within the content and media industries.

FCC Chairman Ajit Pai put forth an order that, if adopted, **would provide over $500 million in additional funding** for cooperatives and small rural carriers for broadband expansion.The U.S. Department of Commerce and the First Responder Network Authority (FirstNet) announced this month that all 50 states, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands **have accepted FirstNet and AT&T's proposals** to design and build a broadband network for the public safety community.

In the UK, Vodafone and CityFibre announced that they have chosen Milton Keynes to be the first community to benefit from Gigabit-capable full fiber broadband under the new FTTP program.

In Germany, Deutsche Telekom announced it has had a record breaking year for expanding its fiber-optic offering. The company also announced that it now connects more than 358,000 households in 207 cities and 122 communities to the Internet with up to 100 Mbps download and 40 Mbps upload.

In Duisburg, Germany Huawei signed a Memo of Understanding (MoU) with the city to work together on smart city development. The agreement lays the foundation for a local innovation lab, and transformation of many public and multiple services to evolve Duisburg into a innovative, Western European model city. Key planned features include intelligent connected classrooms, intelligent street lights, public broadband access, self-driving cars, dynamic traffic management, and 5G LTE technologies.

Telstra announced this month that it will be investing in two international subsea cable systems connecting Hong Kong and the west coast of the United States. The first investment will be made to build a new Hong Kong-Americas (HKA) cable, and the second will be an investment in the Pacific Light Cable Network (PLCN) to boost capacity and speed to 6 Terabits per second. Both investments are intended to support the economic growth and demand for data in and between Asia and the US.

In China, Chayora finalized agreements with the government of Beichen, Tianjin to begin construction of the company's first hyperscale data centre campus. The 300MW, 80-acre campus will serve the greater Beijing region that is home to more than 150 million people in the JingJinJi mega-metropolitan area of northern China.

Smart Cities, Connected devices and the Internet of Things (IoT)

AT&T continued their advancement in IoT and smart cities, with an announcement of a **new, structural monitoring solution** designed to improve roadways and railways within the U.S. smart cities. The solution includes IoT sensors, which measure structural deficiencies such as cracks and tilts, which can trigger near-real-time alerts for significant structural events.

Ericsson announced that it has been selected by the City of Dallas, Texas to install and host an Advanced Traffic Management System (ATMS) based on Ericsson's Connected Urban Transport solution. The Connected Urban Transport solution will give the City of Dallas and adjacent cities the ability to aggregate and analyze diverse, real-time data from traffic sensors and cameras to dynamically control traffic lights, school flashers and message signs. The solution will allow the City of Dallas to expand its knowledge about traffic issues and assist with operational decision-making to improve traffic flow.

Tango Networks announced this month the launch of its Responsible Driver System (RDS) for fleet and commercial vehicle operations. RDS embeds enforcement of usage policies in the wireless network itself, using Tango's unique, patented technology, so that drivers cannot bypass usage restrictions except in emergencies or other permitted exceptions.

A **new study from Juniper Research** ranks global cities based on an assessment of their performance and approach towards energy consumption and delivery. Seoul, Korea ranked first in the world, according to the report, followed by San Francisco, New York, Portland, and Barcelona. The data found that smart cities will result in a $14 billion savings for citizens by 2020, up from an estimated $3.4 billion savings in 2017.

Juniper also released a report this month, claiming that hybrid smartwatches – which are analog watches that incorporate some smartwatch functionality – will make up over 50 percent of the smartwatch market by 2022. The study predicts that 80 million smartwatches will ship by 2022, a 460 percent increase from 2017. The report also indicates there will be continued growth in the full-digital display smartwatch market, but at a lower rate of 160 percent.

At the Consumer Electronics Show (CES) in Las Vegas, oneM2M's Technical Plenary Chair, **Dr. Omar Elloumi urged the industry** to start thinking horizontally to unlock the full potential of IoT, Connected Devices, M2M and Smart Cities. This open approach would provide access to a common data sets and services to improve the customer experience, and security. The idea is support by moves in the connected car space, including Toyota who is quoted in the press release, the E.U.'s AUTOPILOT program, and others in the oneM2M ecosystem that spans IoT, smart home, and machine-to-machine applications.
Senet continued to make headlines in IoT, with a rash of news coming out in and around CES in Las Vegas. **Senet and TEKTELIC Communications announced a collaborative expansion** of Senet's LoRaWAN network in Las Vegas to support CES Internet of Things product and solution demonstrations. **Senet and Kerlink announced a collaborative expansion** of Senet's Low Power Wide Area Network (LPWAN) in the Las Vegas area to support a variety of commercial solution offerings, market trials and proofs of concept. And, **Senet and TrackNet announced an interoperability and roaming demonstration** highlighting the TrackNet Tabs consumer solution running over Senet's public Low Power Wide Area Network (LPWAN) in Las Vegas.

Also at CES, **MyDevices announced that it will support Sprint's IoT Factory** to enable businesses to more easily explore, select, and implement IoT solutions. The joint solution combines MyDevices Cayenne IoT Builder with Sprint's IoT ecommerce platform and its Factory IoT applications.

Screen News

Verizon and A+E Networks announced that they have expanded their partnership to deliver A+E Networks programming, including award-winning content from A&E, Lifetime, HISTORY and Viceland. This extends additional A+E content to more viewers across Verizon's family of media brands, including Yahoo and AOL.

SK Telecom announced a collaboration with the Sinclair Broadcast Group and ONE Media for the development and globalization of the Next-generation TV (NG TV) standard, ATSC 3.0. The NG TV platform provides five, primary features which include:

1. UHD quality of content,
2. customized IP-based service for interactivity,
3. personalized & location-based advertisement,
4. fixed and mobile broadcast, and
5. emergency alert services.

Ericsson announced that it has entered a multi-year agreement with Bell Canada to power its next generation multiscreen TV services. Ericsson's MediaFirst TV Platform solution will enable Bell to offer an enhanced, personalized and converged multiscreen TV experience to its more than 1.5 million Fibe TV and Alt TV subscribers in Canada.

Ericsson also announced this month that a team of researchers and engineers at the Ericsson factory in Tallinn, Estonia, have made troubleshooting electronic boards easier with the **use of augmented reality**, a solution the company is calling ART. The solution gives trouble shooters quick access to information to find and fix faults using an Android tablet and HoloLens.

In Moldova, **Orange launched a new convergent TV offering** (TV + Internet + mobile) using Viaccess-Orca's Adaptive Sentinel Conditional Access System (CAS) along with set-top boxes (STBs) from Hi-Global Technology and CI+ modules from Neotion.

Interra Systems announced this month that Partner Communications is using its ORION-OTT monitoring solution in Isreal to check live and VOD content integrity and related network performance of adaptive bitrate (ABR) content for its multiscreen OTT service, Partner TV. **Interra Systems also announced that it is working with Amazon Web Services** (AWS) Elemental to provide pay-TV operators, broadcasters, and OTT providers a solution for delivering high-quality video via the cloud. Interra Systems' end-to-end quality control and monitoring systems are now interoperable with AWS Media Services, including AWS Elemental MediaConvert, AWS Elemental MediaLive, and AWS Elemental MediaPackage. This allows OTT video providers to reliably deliver premium live and on-demand content to consumers by leveraging cloud technology with greater efficiency, speed, and cost savings.

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