

GSMA
Intelligence

B2B Opportunity

Exclusive package of insights, content and analysis

B2B Opportunity Bundle



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Background

There is often skepticism around operator success beyond traditional core telecoms services, but our research (based on rigorous analysis of the financial results of major operator groups) shows operators continue to make progress, with services beyond connectivity now a key component of their revenue growth stories. B2B is a major driver of growth, as the digital transformation of enterprises across vertical sectors accelerates. Operators are therefore more focused than ever on B2B.

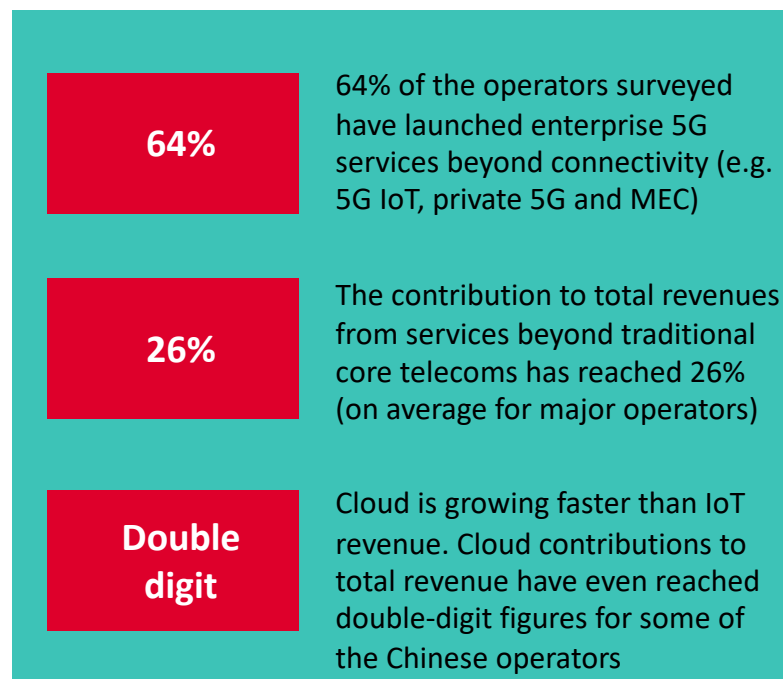
To help our customers navigate (and capitalize on) the B2B opportunity, we provide regular insights (data, surveys, reports, case studies) into the key trends that are shaping B2B innovation and growth, and how operator B2B strategies are changing (and why).

Our newly launched B2B Opportunity bundle will provide you with important and unique insights to inform your business strategies and commercial decisions.

Who should buy this bundle?

- Mobile network operators (MNOs)
- Providers of B2B digital transformation technologies and solutions
- Companies operating in IoT, cloud, edge, security, AI, private networks
- Network infrastructure/equipment vendors
- Device manufacturers and vendors (OEMs)
- Providers of B2B digital services
- Enterprises (from vertical sectors) undertaking digital transformation
- Startups
- Investment banks
- Consulting companies

Did you know that?



GSMA Intelligence is your gateway to the latest trends, in-depth analytics, precise forecasts, and profound insights that shape the dynamic world of mobile and communications industries. With data collected from mobile operators, networks, and MVNOs worldwide, coupled with the expansive reach of the GSMA, enables us to deliver the most accurate and up-to-date forecasts and insights.

Trusted by 7 out of Forbes' top digital companies, our expertise extends beyond telecom, providing invaluable insights into diverse sectors of the digital landscape.

B2B Opportunity Bundle Contents

			Price if purchased individually
1	Major Report Enterprise Opportunity 2024: operator strategies, plans and expectations	<ul style="list-style-type: none"> • Exclusive insights from our global survey of 100 operators • Operators’ enterprise strategies, goals and priorities, focus areas, investment agendas, competitive forces and partnership opportunities • Insights into 5G, Private Networks, IoT and eSIM, go-to-market approaches, business environment and disruption 	GBP £2500
2	Major Report From telco to digital telco: navigating trends and drivers shaping revenue growth beyond connectivity	<ul style="list-style-type: none"> • Operator progress with revenues beyond traditional core telecoms • Speed of revenue growth and contributions to total revenues • Main trends and drivers of revenue growth by service type • Operators and services leading the way on non-connectivity businesses • Shifting operator revenue mix 	GBP £2500
3	Spotlight A new wave of AI solutions is coming for the industrial world – but can it achieve scale?	<ul style="list-style-type: none"> • Chips and servers for AI: significant expansion of opportunity • Enterprise software systems: extending core offerings with genAI features • Industrial IoT chips and devices: capturing the edge processing opportunity • Costs that companies can expect for typical AI implementations • Implications for industrial-sector companies 	GBP £750
4	Dashboard Operators in Focus: Enterprise Opportunity Survey Dashboard 2024	<ul style="list-style-type: none"> • Access to full data behind the enterprise opportunity operator survey • Interactive dashboard • Filters for region, operator type, revenue bracket and # of subscribers • Insights into 5G, Private Networks, IoT and eSIM, go-to-market approaches, business environment and disruption 	GBP £2500

Discount 40%

Total: GBP £8250



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Bundle price: £5000