

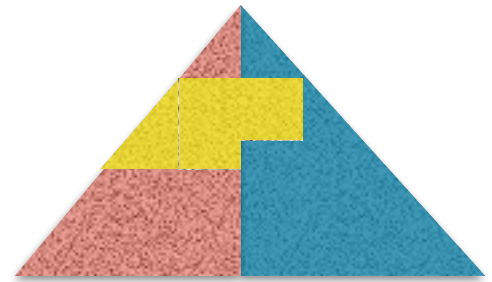
Converged Network Strategy Programme

Notional hours: 600

Duration: 12 months

This course is aimed at technical personnel and selected executives who would like to emerge themselves in the latest developments in the telecommunication technology field. A host of national and international experts will guide a select group of professionals to identify the strategic opportunities in RAN, Core, Fibre, Cloud, Security and AI. It will also enable the participants to understand the innovation imperative in enabling new revenue streams.

Course positioning in Organisation



Technical | Commercial

ITSI Learning Matrix
 > Depth of content covered >

Strategy | Technology | Environment

5G & Telco Futures	New Telco Opportunities	Innovation Management	Regulatory Environment	IOT, Security, AI Machine Learning
Technology drivers	Competitive Analysis	Fibre, Cloud and Hosting	Management Training	Leadership Training

Telco - Business Model Canvas

Key Partners Network sharing, MVNO strategy Outsourcing & Purchasing Management	Resources RAN and Core, Networks and Technology, Competitor networks	Value Proposition Strategy and Strategic Positioning	Customer Relationships CRM practices, Customer journey	Customer Segments Need analysis, Brand alignment, Marketing strategy, Marketing management, Competitive positioning
	Activities OSS / BSS, Network Management		Channels Customer Support	
Cost Structure CAPEX, OPEX, Budgeting, Costing structure, Key metrics			Revenue Streams Pricing Strategy, Bundling strategies	