

LOCATION INTELLIGENCE for **TELECOMMUNICATIONS**



esri™ UK

THE SCIENCE OF WHERE™





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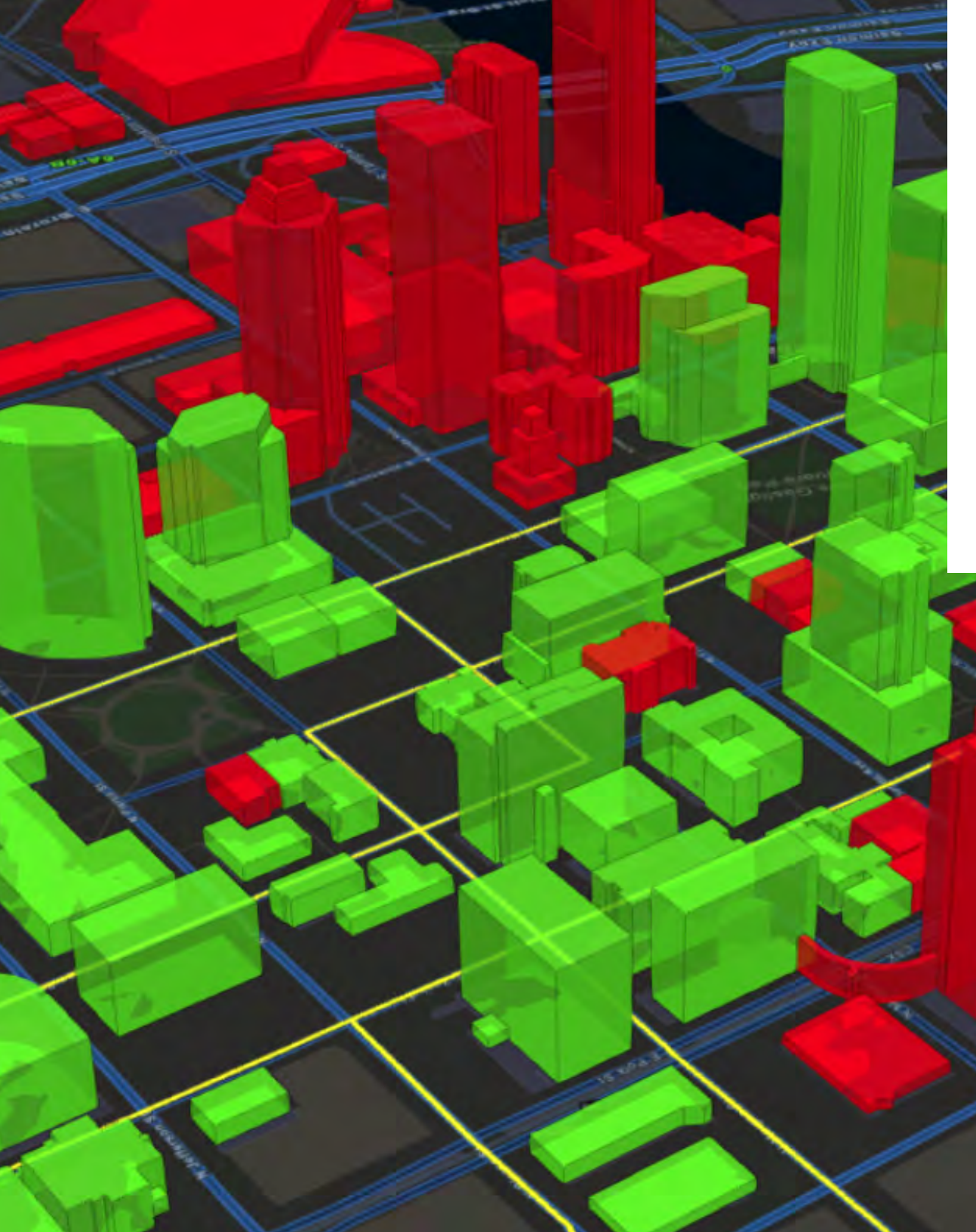
Information Technology & New Services

Summary



"The return on investment is incredible, and I can tell you without hesitation that ArcGIS has been the most successful implementation that I have seen in my 35 years in the industry."

Sid Blackwelder
Chief Executive Information Operations
HTC

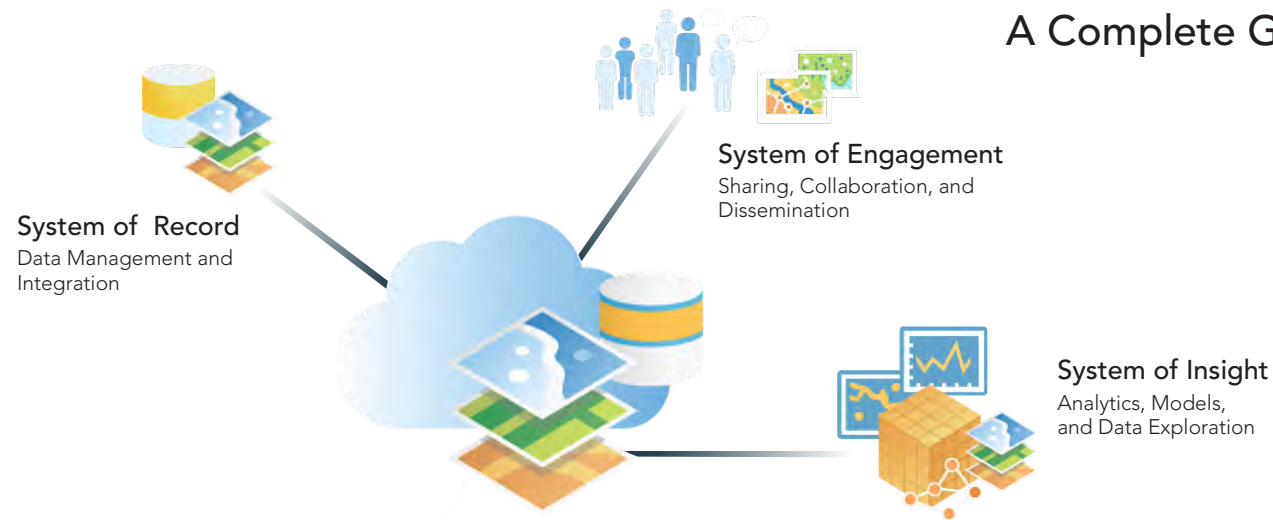


INTRODUCTION

Digitally transforming telecommunications through location intelligence

Location intelligence is fundamental to all communication services - mobile and fixed, residential and enterprise. Esri's ArcGIS is a complete GIS for telecommunications that empowers all aspects of an organisation with geospatial infrastructure powered by the Esri Geospatial Cloud. ArcGIS offers a GIS system of record, system of engagement, and system of insight that leverage the power of location intelligence to directly support planning and engineering, network operations and maintenance, customer service, sales and marketing, and IT. With ArcGIS, meet your organisations' next gen network initiatives and digitally transform your business.

A Complete GIS



A Complete GIS - More than Making Maps

Changes in the telecom environment and the explosion of data demand vastly better ways of managing, examining, and communicating telecom information.

ArcGIS is a complete GIS. Complete means it contains all the elements needed to solve telecom challenges, not just make conventional maps faster. It maintains key information, analysing and distributing it to everyone that needs business intelligence.

ArcGIS does things traditional mapping GIS can't touch. It employs an unparalleled data model and consumes most any form of external data. The rich data supports out-of-the-box analytics and the latest artificial intelligence (AI) and machine learning tools. The results are easily exploited with engaging apps personalised to each user's role. They provide focused capabilities

and align to how people work today.

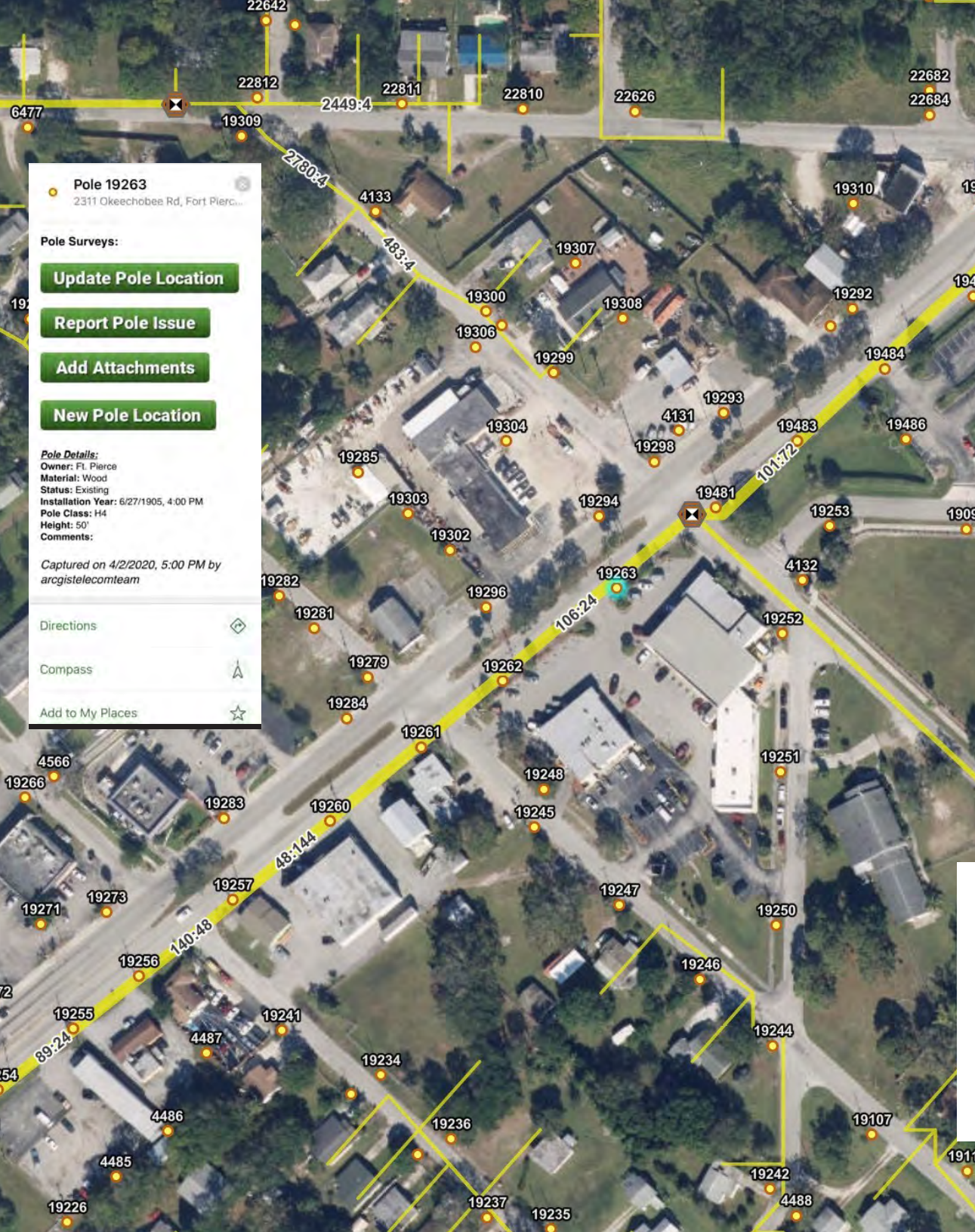
These capabilities create a seamless experience when using the following systems needed to thrive:

- System of record - Data management and integration
- System of engagement - Sharing, collaboration, and dissemination
- System of insight - Analytics, models, and data exploration

The industry is asking for new digital tools that show the complete picture and provide powerful insights - insights that include exceptional visualisation on any device, anywhere, at any time. As the requirements for GIS have evolved, so has ArcGIS. It delivers the power to increase effectiveness in every corner of the utility.



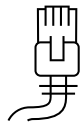
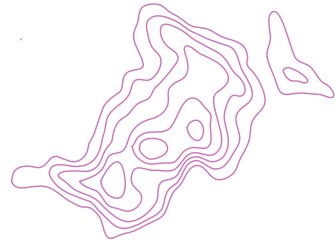
Everything in telecommunications happens somewhere. As the world leader in location technology, Esri provides the most advanced capabilities in the industry.



PLANNING and ENGINEERING

Communication service providers (CSPs) need new tools to help them be more strategic in their planning and engineering; reduce time to market through remote engineering; and maintain better project operational awareness as they invest and buildout 5G, DOCIS 4.0, software-defined networks (SDN), and expanded fibre to deliver next gen networks. Esri's ArcGIS technology provides the essential tools to identify market opportunities and assess existing capacity, helping decision-makers invest where they can maximise their return on investment (ROI). With ArcGIS you get one complete real-time network view to manage network buildouts from planning, to design, to construction, to as-built.

Maximise ROI on existing assets and efficiently plan new networks



Digital Twin and Connectivity

ArcGIS models the entire network with spatially accurate data. It has the tools to model fibre, coax, wireless, and hybrid networks as they really are on the ground. ArcGIS offers connectivity modeling of assets in two and three dimensions, supporting best practices and industry standards.



Remote Engineering and Collaboration

Reduce the number of engineering field visits by bringing the field to the engineer. By leveraging ArcGIS, CSPs are delivering field information directly to the engineer's desktop. It is now possible to remotely collect field data, develop designs, create final engineering documents, and submit permits with a minimum number of field visits.



Location Intelligence and Strategic Planning

Whether CSPs are planning a greenfield area or upgrading networks in an existing service area, they need to evaluate revenue potential against legacy network capacity and capability. ArcGIS is ideally suited for this analysis with optimised tools for big data geospatial analysis to visualise subscriber network behaviour.

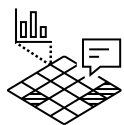




SALES and MARKETING

Communication Service Providers (CSPs) are always looking for ways to increase revenues. Revenue growth starts with understanding market demand and performing sales analytics. Next, it moves into ensuring a successful customer journey by accurately qualifying a prospect and service fulfillment. Finally, it goes into retaining and upselling the customer for continued revenue streams. Esri's ArcGIS technology can help CSPs increase revenue by leveraging spatial analytics with existing marketing and sales analysis to locate high-growth areas and upsell opportunities. ArcGIS solutions can enable presales engineers and customer sales representatives (CSRs) to qualify customers in a quarter of the time. ArcGIS provides geospatial tools and maps to the organization for improving customer retention.

***Increase your top-line
revenues with location
intelligence & GIS***



Coverage and Market Demand

Understanding market demand allows for the right product or service to be offered to the right customer at the right time. Improve market and revenue forecasts with geospatial insights provided by ArcGIS tools and maps. ArcGIS enhances geotargeted marketing campaigns with location analytics and rich demographic datasets.



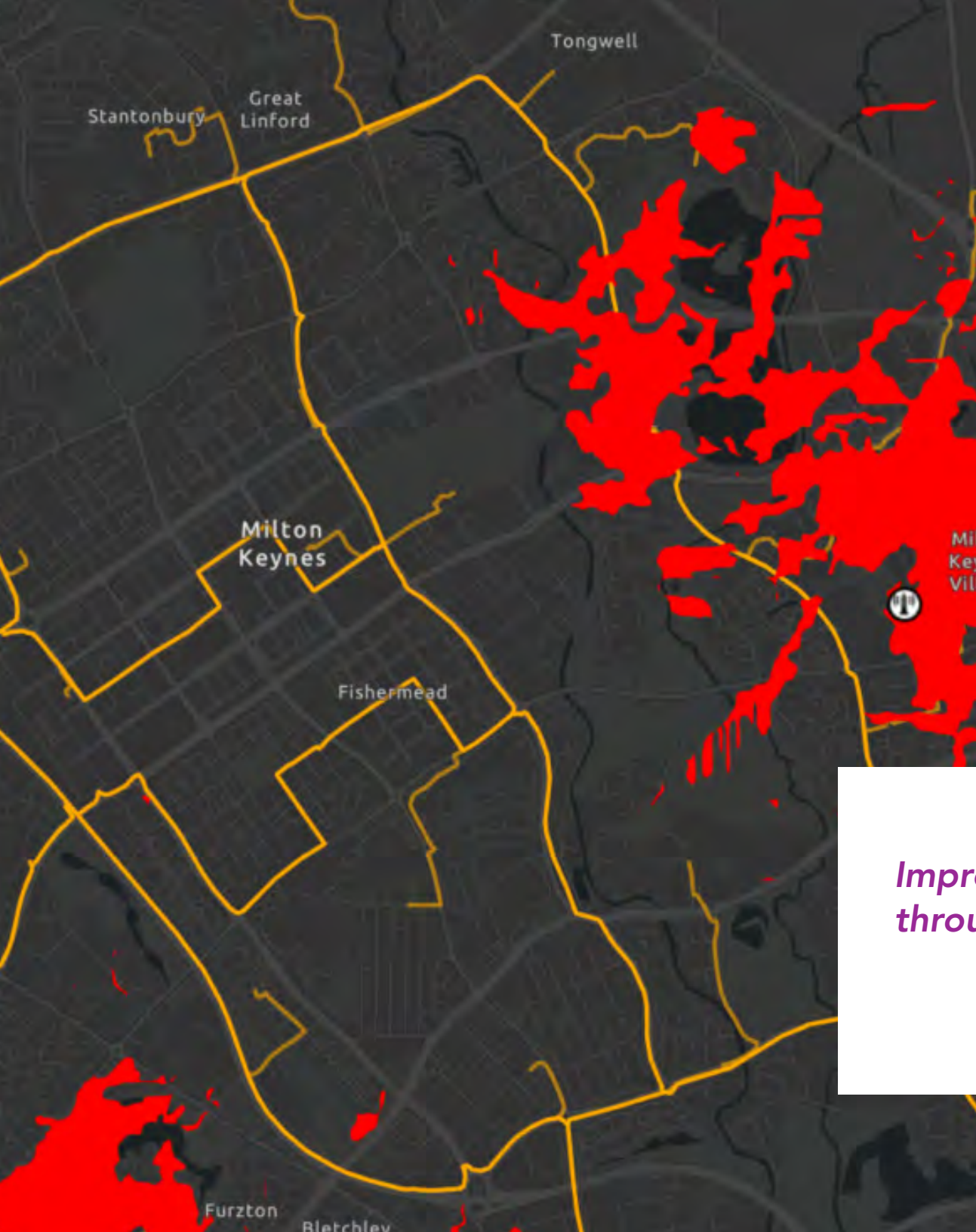
Community and Staff Enablement

Reducing churn and upselling customers drives revenue growth. ArcGIS brings location information from across the organisation to the hands of the sales and marketing teams so they can make the most accurate decision possible. Boost customer engagement and improve the customer journey with ArcGIS. ArcGIS allows CSPs to geographically monitor NPS and customer sentiment and better understand the demographic characteristics of their customers.



Business Intelligence

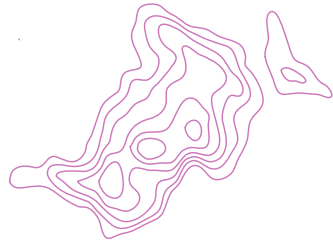
Location analytics support sales analytics in many ways from retail analysis, to customer 360 analysis to service qualification analysis. ArcGIS offers hundreds of ready-to-use spatial analytics tools to geographically analyse customer data and qualify customers faster. ArcGIS offers business intelligence apps for data scientists, to analysts, to management teams.



CUSTOMER SERVICE

What's just as important as download speeds for today's telecom organisations? The answer is customer experience. Esri's ArcGIS technology can play an important role in helping a telecom organisation improve its customer experience by refining its operations and maintenance. ArcGIS solutions can support faster disaster response, reduce network downtime, and support location-based customer sentiment analysis.

Improve customer service throughout the customer journey



Communication and Engagement

ArcGIS allows CSPs to share service information, coverage availability, and outage time to restoration through visual, easy-to-use maps. This can make it easy for customers to report locations of service issues and coverage holes while allowing management teams to visualise customer sentiments.



Geo-Enabled Customer Care

ArcGIS improves customer experience with geo-enabled customer care. Easily visualise service availability, real-time customer locations, and network outages on web based maps that integrate with customer experience management systems (CEMS).



Customer 360 View

Location based customer sentiment reporting and a 360 view of the customer can give customer service insight into the customer. Enrich your customer 360 database with demographics and location intelligence while leveraging GeoAI to help predict likelihood of customer churn.





NETWORK OPERATIONS and MAINTENANCE

Optimising network operations and maintenance is not only optimising communication networks but also the people, processes, and systems that maintain and manage telecom networks. Esri's ArcGIS technology can help telecom organisations and CSPs optimise their resources using location intelligence and GIS technology. ArcGIS unifies OSS/BSS through a common understanding of location and maps, while enhancing situational awareness through real-time netops and field operations.



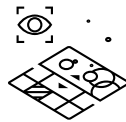
"Cost efficiency, increased productivity and reliability are fundamental to our key business objectives. ArcGIS is more than just a map, it's a solution."

Bill Fenner
GIS & Infrastructure Manager
Sky UK



OSS/BSS Integration

With all of the location information within telecommunications, a geospatial platform can integrate OSS and BSS with a common set of maps and geospatial tools. ArcGIS is open and extensible allowing you to integrate all of your systems with your GIS, improving network operations and spatial awareness.



Real-time Situational Awareness

ArcGIS allows you to configure real-time network operation views through web-based dashboards, analyse network capacity using location analytics, and provide restoration times to your customers through outage viewer maps.



Resource and Network Optimisation

To reduce costs you need optimise network assets, people, and processes. ArcGIS maximises network resources through network suitability analysis for new wireless or fixed line service planning. Save time and costs by optimising field technician territories using location analytics, and improving customer satisfaction with mobile apps for field technicians.



INFORMATION TECHNOLOGY *and* NEW SERVICES

Keeping up with competition and customer expectations means Communication Service Providers (CSPs) are having to digitally transform to become the telecom of the future. CSPs are turning to location and GIS to help them transform faster while giving them a competitive edge by leveraging location services and maps in new Internet of Things (IoT) products and services for smart X. ArcGIS provides a geospatial platform approach to a complete GIS for IT. ArcGIS enables innovative products and services through emerging technologies while supporting traditional lines of business as an enterprise system. Esri's location services and maps make IoT come to life.

Prepare for software-defined networks & offer innovative services



Authoritative Geospatial Data Management

Business intelligence analytics and smarter OSS/BSS are becoming critical needs for CSPs. The common denominator across the business is location and maps, and ArcGIS spatially enables other systems and brings business data together through an open web services architecture that is cloud ready.



Interoperable and Extensible Platform

While the requirements for GIS across the organization are growing, many GIS solutions are silo'd architectures. ArcGIS is the only complete GIS platform that brings location information, maps, and location analytics to anyone in the organization through an open, containerised, microservices architecture with APIs and SDKs to integrate and extend ArcGIS.



Innovative Digital Services and Offerings

The emergence of everything IoT is creating new opportunities for CSPs. New digital products and services for consumers, commercial, and cities can be enhanced with the power of location and maps. ArcGIS offers an open and strong developer framework to build location services into your products and services, giving you a competitive edge.



Reliance Jio Infocomm Limited

Jio uses location intelligence to tune workflows for all phases of network implementation and marketing. With GIS, decision-makers at Jio use it to model and test the best sites to locate towers for optimum coverage. Jio operators use that same technology to coordinate materials for just-in-time deliveries and to dispatch crews for network construction when and where they are needed. This tight integration of tasks helped Jio quickly build its network and expand its customer base.

"We start with nothing more than a standard map. It gets enriched by adding how many customers we can reach, how many towers we need to build and connect, how much cable we need, and so forth, always keeping the where dimension in the picture."

Milind Deshpande
Senior Vice President
Jio



To streamline internal communications, HTC decided to take information that once resided in multiple systems and make it accessible in one place, the ArcGIS platform. With access to critical information in one location, employees started to directly pull what they needed. In addition, information was spatially enabled, enhancing visualisation in ways not possible with tabular data.

"Esri's mapping capabilities allow us to take the wealth of data and combine it and connect it with the mapping capabilities to really paint the full picture of everything that needs to be considered. And that allows us to make more informed decisions, take a more strategic approach, and ultimately define what's going to be the best route."

Jessica Strickland
Senior Marketing Coordinator
HTC





Esri, the global market leader in geographic information system (GIS) software, offers the most powerful mapping and spatial analytics technology available.

Since 1969, Esri has helped customers unlock the full potential of data to improve operational and business results. Today, Esri software is deployed in more than 350,000 organizations including the world's largest cities, most national governments, 75 percent of Fortune 500 companies, and over 1 in 5 FTSE 100 companies using Esri technology, and more than 4,000 UK colleges and universities. Esri engineers the most advanced solutions for digital transformation, the Internet of Things (IoT), and location analytics to inform the most authoritative maps in the world.

Visit us at esriuk.com.



For more information, visit esriuk.com/telecommunications

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