

In an interview with tele.net, Sanjay Bakaya, Regional Vice President, India and South Asia, Mavenir shares his views on key trends in the telecom space and how Mavenir is leveraging the new opportunities in India...

### **What are some of the key trends shaping the Indian telecom sector?**

India is currently the world's second-largest telecom market with a subscriber base of 1.20 billion and has registered strong growth in the past decade and half. The Indian mobile economy is growing rapidly and will contribute substantially to India's gross domestic product (GDP). The Indian telecom sector is undergoing a key transformation in the form of readiness for 5G network to provide a platform for IoT and high-speed internet under the vision of Digital India. The second big transformation will be related to changes in network infrastructure for making a seamless pathway to adapt to needs of upcoming technologies like network slicing, edge computing capabilities to enhance customer experience. Rebuilding the enterprise market segment to capture new markets like rural areas which have remained untouched due to lack of digitalisation is another key trend.

### **How has been Mavenir's experience in the Indian market?**

With the change in network economics the operators in India have taken a shift towards software based technology over virtualisation platform which provides automated, faster to deploy, less expensive technology options along with reduction in capex and opex.

Mavenir with its comprehensive portfolio of virtualised network elements and cloud-centric approach, including 5GC, Open RAN, vEPC, vIMS, RCS business messaging, security etc helps operators today to align to the need of changing environment by adapting software based products and significantly work on reducing the capex and opex involved in managing traditional purpose build platforms through adoption of NFV and SDN based technologies.

### **How have telcos network requirements changed with the advent of 4G? How will these evolve as telcos gear up for 5G?**

With introduction to 4G LTE, the telecom operators have realised the need of cloud centric approach to quickly adapt to market changing requirement and to offer services rapidly. The operators have taken a leap to migrate the network infrastructure towards cloud centric deployment models which helped them to align themselves to upcoming 5G network requirement demanding network slicing and stateless architecture. By building a stronger network infrastructure supporting future network requirements the operators have started realising the benefits of reduction in capex and opex along with shorter delivery time to new market opportunities.

### **What are your views on industry's readiness to embrace 5G? How is Mavenir planning to contribute to the ecosystem?**

With the shift in technology requirements, industry has aligned towards readiness of existing infrastructure with the requirement of 5G network. Operators have started to explore cloud centric products with flexibility of integration to NFV and SDN based technologies. The biggest challenges for the industry is high capex requirement for preparing for 5G ecosystem since the radio density coverage needs to be expanded to provide faster speeds, shorter delays and increased connectivity. Mavenir's contribution to ecosystem has been immense in driving software based cloud centric product with can help the customers to reap the benefits of virtualisation in reduction of capex and opex along with shorter time to market for new business opportunities.

### **Going forward, what will be Mavenir India's key focus areas?**

India's telecom market has seen a drastic shift under the vision of Digital India which aims to provide high-speed data connectivity for ease of communication spreading across all regions. Indian telecom operators are expanding their network infrastructure to meet the needs of end consumers related to high speed data along with struggling to generate revenues due to stiff competition. Mavenir cloud-based core network architecture is targeted to transform mobile networks through a highly scalable and nimble virtualised evolved packet core (EPC) that can adapt to a range of emerging 4G LTE deployment use cases. Moreover, its visionary nature allows it to be natively extensible to emerging 5G standards. The resultant approach eliminates the expensive hardware, long upgrade cycles, over-provisioning, and years-in-advance budgeting that traditionally characterise mobile communications service providers (CSPs) networks. Mavenir has a strong belief that Rich Communication Suite (RCS) will bring about a drastic change in enterprise market segment and will open new channels of revenue streams for operators and channel partners.

[About Us](#)

[We are Hiring](#)

[Contact Us](#)

[Subscribe](#)

[Privacy Policy](#)

[Advertise](#)

[Terms & Conditions](#)

---

Copyright © 2010, tele.net.in All Rights Reserved

