

INFOCOM WORD 2023

TELCOS => TECHOS



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The telecommunications industry has a significant positive impact on a country's economic growth, particularly when advanced technologies are involved.

- Telcos are **at the core of countries' digital ecosystem** development.
- GSMA mobile industry contribution 2014-2030 makes up nearly **5% of global GDP** overall
- Last mile provision access to **internet** is consider by United Nations as a **basic human right** enabling individuals to exercise their right to freedom of opinion and expression.
- With the emergence of cloud computing technologies, AI, and IoT, telcos play a crucial role by extending the cloud to the edge and providing **ubiquitous computing**
- These technologies offer **new and improved use cases** like connected vehicles, smart cities, and Industry 4.0
- Telcos help **empower an AI-enabled world.**

THE TELCO TO TECO JOURNEY HAS STARTED



Business Model Re-Invention

- The search for new value
- Ecosystem led growth
- Become a platform player



Customer Re-Imagination

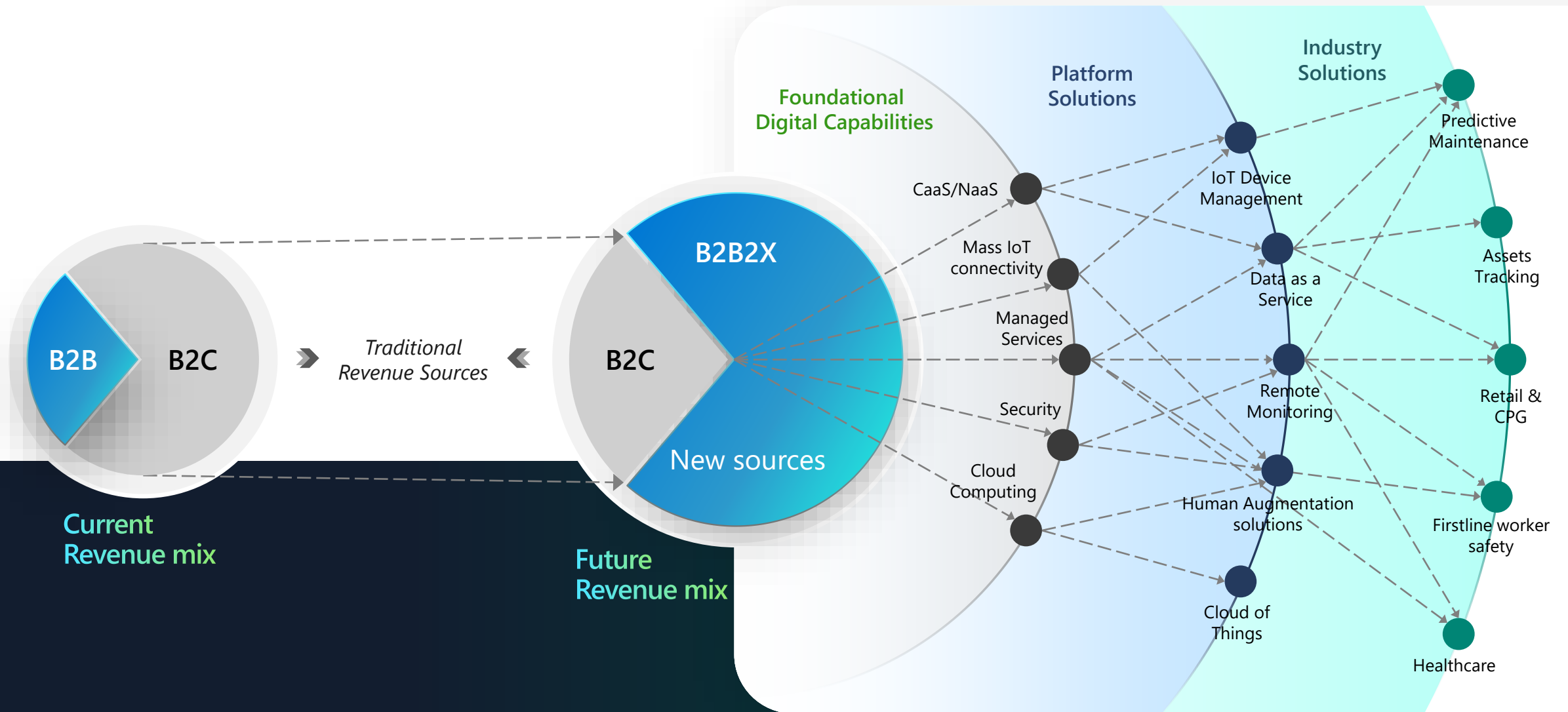
- Home as a new control point
- SMB one stop shop
- Enterprise vertical solutions
- Life and office re-imagined
- Sovereignty growth plans



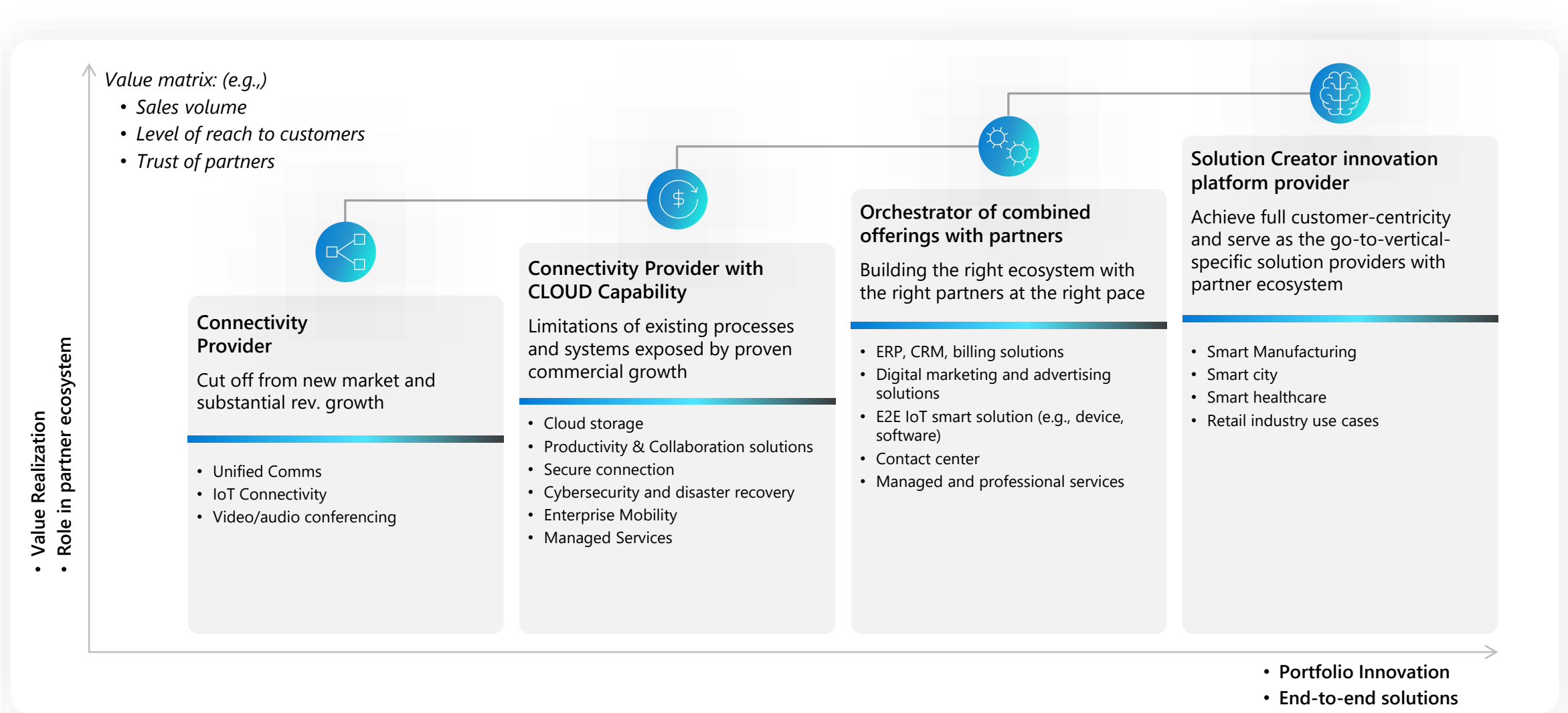
Telco to Techo Re-revolution

- Technology is fast emerging as a source of advantage
- Agility as a key differentiator
- Everything becomes software – a software defined world
- Becoming a data-driven organization is a foundational step

TELCOS ARE SEEKING NEW REVENUE STREAMS



TELCOS 3 PHASES TO BECOME TECHOS



HYBRID WORK REQUIRES FIXED/MOBILE NETWORK + COLLABORATION TOOLS

In partnership with  Microsoft



Call
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**Power your business with
these productivity tools
from Microsoft 365**

 **vodafone
business**

#WorkSafe
Terms and conditions apply.

Πρόγραμμα "Ψηφιακά Εργαλεία ΜΜΕ"

τα εργαλεία παραγωγικότητας

- Microsoft 365
- M365 Professional Services



 Microsoft 365  **vodafone
business**

TRAINING + SPECIALIZATIONS IS THE NEW "CURRENCY"

COSMOTE: Four Microsoft specializations for the development and implementation of advanced cloud solutions



- 1. Calling for Microsoft Teams**
- 2. Infra & Database Migration to Microsoft Azure**
- 3. Identity & Access Management**
- 4. Cloud Security**



The TelCo - Microsoft ICT Integrator Partner holding the highest number of specializations in Central and Eastern Europe, the Middle East and Africa



COMMUNICATION TO POSITION IN THE MARKET

etisalat by e2

Migrate to the cloud with **Microsoft Azure**

This advertisement features a person in a blue suit holding a glowing cloud icon with a circular arrow, symbolizing migration. The background is dark with binary code and a faint cloud icon.

etisalat by e2

Smart, scalable & affordable business solutions

This advertisement features a person in a blue suit holding a glowing cloud icon with a circular arrow, symbolizing smart and scalable solutions. The background is dark with binary code and a faint cloud icon.

etisalat by e2

Get Microsoft Azure with **24/7 support**

[Learn more](#)

Microsoft Azure

This advertisement features a dark background with falling rain and glowing cloud icons. It includes the Microsoft Azure logo and a red 'Learn more' button.

Awareness

etisalat by e2

Microsoft Azure
Affordable, scalable cloud solutions for business

This advertisement features a person in a blue suit pointing at a digital interface with various icons like a laptop, smartphone, and cloud. The background is dark with binary code and a faint cloud icon.

etisalat by e2

24/7 support from setup to service

Monthly bundled packages

This advertisement features a dark background with falling rain and glowing cloud icons. It includes the Microsoft Azure logo and a red 'Learn more' button.

etisalat by e2

Get Microsoft Azure cloud solutions **starting at AED 500/month**

[Learn more](#)

Microsoft Azure

This advertisement features a dark background with falling rain and glowing cloud icons. It includes the Microsoft Azure logo and a red 'Learn more' button.

Consideration

LAUNCHING THE NEW ERA IN CONVERGENT COMMS



MTN | Microsoft Partner

Less paperwork, more collaboration

#BusinessDoneBetter with **MTN** Business Operator Connect

T&Cs apply

Giving a voice to your teams.

Streamline business communication
with Microsoft Operator Connect.



AI is everywhere

CNN BUSINESS

Real estate agents say they can't imagine working without ChatGPT now

By Samantha Murphy Kelly, CNN Business
Updated 4:06 PM EST, Sat January 20, 2023

NEWS

AI's Transformative Impact on Scientific Research

Krishi Chowdhary · Journalist
Updated: August 3, 2023 | 7:33 AM



FORBES > INNOVATION

Why AI's Creative Intelligence Will Change Advertising In 2024

Forbes Technology Council
Ian Liddicoat Forbes Councils Member
Forbes Technology Council COUNCIL POST | Membership (Fee-Based)

Forbes

FORBES > MONEY > MARKETS

AI Productivity Gains Are Not Limited To Big Tech

REUTERS World Business Markets Sustainability Legal Breakingviews Technology Investigations

Disrupted

Bar exam score shows AI can keep up with 'human lawyers,' researchers say

By Karen Sloan
March 15, 2023 11:17 AM PDT · Updated 5 months ago

make it SUCCESS MONEY WORK LIFE VIDEO

NEXT GEN INVESTING

A.I. is making some common side hustles more lucrative—these can pay up to \$100 per hour

Published Sat, Jul 29 2023 9:00 AM EDT · Updated Mon, Jul 31 2023 12:31 PM EDT

TECHNOLOGY

BankThink AI could make underwriting a collaboration between bank and borrower

By Jeremiah Buckley August 04, 2023, 10:00 a.m. EDT 3 Min Read



Azure Gen AI for Telecommunication Industry

CUSTOMER



Sentiment Analysis

Virtual Assistant

Predictive and Personalized Marketing

Advanced Human-Like
Virtual Agent

Customized Hyper-
Personalize Offers

NETWORK



Network
Optimization

Network Operation

Network Analytics

Network Slicing

Network Planning

Resource Allocation

Network Security

Intelligent
Infrastructure

OPERATIONS



Developer Velocity

Predictive
Maintenance

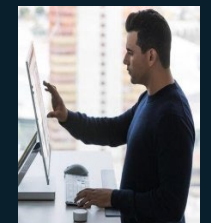
Fraud Detection

Quality of Service

Conversation Data
modelling

Smart Billing

PRODUCTIVITY



Business process
automation

Knowledge
management

Content Creation

Field tech assistant

HR, Finance
Automation

Sales lead & script
generation

Work Management
(Customized and Assistant to Email & Writing,
meeting summary etc.)

THE FUTURE IS AI

- mAlgov: the 1st AI chatbot for the Greek Public Sector, based on Microsoft's Azure OpenAI technology!
- Created to simplify and accelerate the interaction of Greek citizens with 5000 processes managed by the Greek Public Administration.
- Received 30000 questions within 24 hours!
- We are honored to be Greece's literal Copilot on this journey along with our Partners:



mAlgov **BETA**

Ρωτήστε τον ψηφιακό βοηθό του gov.gr

Χαίρετε, πώς μπορώ να σας εξυπηρετήσω;

Πώς βγάλω νέα ταυτότητα;

Για να εκδώσετε νέα ταυτότητα, θα πρέπει να προσέλθετε στην αστυνομική αρχή του τόπου μόνιμης ή προσωρινής σας κατοικίας. Πρέπει να κλείσετε ηλεκτρονικό ραντεβού μέσω της πλατφόρμας του Υπουργείου Ψηφιακής Διακυβέρνησης, χρησιμοποιώντας τους προσωπικούς σας κωδικούς πρόσβασης στο Taxisnet. Στο ραντεβού θα πρέπει να είστε εσείς παρόντες και να προσκομίσετε τα απαραίτητα δικαιολογητικά.
Περισσότερες πληροφορίες μπορείτε να βρείτε στον παρακάτω σύνδεσμο.

Το Δημόσιο στην εποχή της Τεχνητής Νοημοσύνης

Ο νέος ψηφιακός βοηθός είναι εδώ
για την καλύτερη εξυπηρέτηση των πολιτών

“Longevity in this business is being able to **reinvent** yourself or **invent** the future.”

•----- Satya Nadella -----•

