Asia/Pacific Communications Service Provider Business Transformation Strategies

Today's communication service providers (SPs) are facing a double-edged sword in the form of a fast-changing and an increasingly unfamiliar market environment. To overcome the challenges born out of rapidly evolving enterprise and consumer demands, coupled with thinning margins from traditional telco services, the communication SPs must transform their business models, product and service offerings, and engagement strategies. IDC's *Asia/Pacific Communications Service Provider Business Transformation Strategies* looks at the current telecom landscape and how communication SPs and technology vendors can leverage their core assets to transform their business and stay ahead of the competition.

MARKETS AND SUBJECTS ANALYZED

- Competitive telecom landscape in Asia/Pacific for enterprise services
- Business strategies for next-generation networks (5G/SD-WAN/SDN/NFV)
- Communication SP digital transformation — inside and outside
- Managed network and security services (from a comms SP viewpoint)
- Strategies for 5G, edge, and IoT
- Future workplace and collaboration; UC&C and CPaaS
- Enterprise services forecast for 5G — FWA, multi-access edge compute, network slicing, and mobile private networks

CORE RESEARCH

- IDC MarketScape: Asia/Pacific Comms SP Secure Virtual Network Services, 2024
- IDC FutureScape: Future of Connectedness 2025 Predictions — Asia/Pacific (Excluding Japan) Implications
- Communication SP DX Strategies: DX Inside — Communication SPs Walking the Talk
- What Enterprises Want — Preferences and Behavior — SD-WAN/SASE/SDN/NFV
- What Enterprises Want — Preferences and Behavior — UC/UCaaS/CPaaS
- Comms SP Satellite and 5G Monetization Strategies

In addition to the insight provided in this service, IDC may conduct research on specific topics or emerging market segments via research offerings that require additional IDC funding and client investment. To learn more about the analysts and published research, please visit: Asia/Pacific Communications Service Provider Business Transformation Strategies.

KEY QUESTIONS ANSWERED

1. What is the current state of the telecom market in Asia/Pacific including the competitive landscape and market potential?
2. What are the new business models and industry best practices that the comms SPs as well as technology providers can explore?
3. How to leverage software-defined networking to differentiate in a crowded marketplace?
4. What do enterprises want from communication service providers — enterprise behavior, preferences, and partner selection criteria?
5. What are enterprise expectations from 5G and opportunity in FWA, multi-access edge compute, network slicing, and mobile private networks?
6. What are the technology and strategies for collaboration offerings in the new digital age?
7. What latest trends and technologies are impacting market dynamics and creating new opportunities in the managed services space for communication SPs?
8. What are the opportunities for comms SPs in the multicloud space?

COMPANIES ANALYZED

This service reviews the strategies, market positioning, and future direction of several providers in the Asia/Pacific communications services market, including:

Alcatel-Lucent, Amazon Web Services, AT&T, Avaya, BT, Cisco, CITIC Telecom CPC, Equinix, Global Cloud Xchange, IBM, Juniper, NCS, NEC, NTT Communications, Orange, Singtel, Tata Communications, Telekom Malaysia, Telstra, Verizon, and Vodafone.