What Strategic Benefits Can Open Standards Provide to the Connected Home?

Michael Philpott (Moderator)
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Can Open Standards Give ISPs Strategic Benefits in the Connected Home?

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Operators need to stretch beyond pure speed to differentiate their services

Can’t be delivered WITHOUT controlling the CONNECTED HOME

Average country broadband speed versus monthly ARPU

- Average download speed (Mbps)
- Average monthly ARPU ($)

+530%
+1%
Investment will reduce costs, increasing customer experience and drive new revenue.
New connected home support services have the potential to bring significant new revenue

Greater IoT take up will drive the need for new consumer support services

Greater IoT take up will drive the need for new consumer support services. Such services could represent far bigger telco opportunities than many digital media services.

**Source:** Ovum

*Based on estimated revenues from selected operators

**Based on initial success KPIs from selected operators
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Come See Us At the Interop Pavilion!
The Future of the Broadband Forum

**Technology**

- **Champion** the unification of Open Standards and Open-Source
  - Open Broadband Labs, brownfield vs. greenfield deployments

- **Catalyze** Connected Home
  - Drive USP, Mesh Wi-Fi, G.Hn, etc.

- **Foster** the CloudCO
  - Interfaces, reference implementations, interoperability

- **Usher** in Access | Next
  - Faster PON, faster Gfast, reverse power, etc.

- **Nurture** 5G

**Engagement**

- **Education & demonstration**
  - Expand BASe series and executive seminars

- **Councils**
  - Marketing
  - Next gen fiber, copper, connected home
  - Security

- **Plugfests & interoperability certification**
  - New labs in Europe and other regions
  - New technologies

- **Cultivate new members**
  - Cable
  - Marketing
  - Connected home
  - Regulatory
  - Security
June 2-4, 2020
Den Haag, The Netherlands

THE DATE HAS BEEN SET!

An event by tech innovators for tech leaders!

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