

INTELLIGENT ENTERPRISE UNLEASHED

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#TechVision2018

TECHNOLOGY TRENDS SHAPING THE COMMUNICATIONS INDUSTRY

FRICTIONLESS BUSINESSES

Video Transcript

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How can we partner at scale? In a world full of so much disruption, it is really, really difficult for organizations to really, really, honestly be innovative all the time and for an organization that's large, operating in many countries, these organizations aren't necessarily rewarded on being innovative in the way that they fail yet we know that in order to be innovative, we have to have a culture which allows us to fail, to learn, to try again and to continue to repeat that process. This partnering at scale enables that DNA to be consumed by these bigger companies, by partnering with some of the startups. Partnering with some of the more established scale ups who weren't even name ten years ago but are now household names.

When we think about a frictionless business, we need to be able to think about how we can partner and how we can leverage the different DNA of those organizations to allow the bigger telcos with more traditional business models to really embrace innovation and help them move forward. The telcos who are really leading the way in this are really thinking about how they can set up incubators allowing small companies to come in and to work with them. Those small companies benefit from the experience that they are exposed to as well as the sponsorship and funding and so, it becomes a very symbiotic relationship. This is the way that we will see organizations really help to continue to drive innovation in a way that is in keeping with their overall enterprise goals.

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