The Virtual Networks Group

Private networks, slicing and meeting the needs of industrial users

27th April 2021

This SIG is championed by **Julie Bradford** of **Real Wireless, Mark England** of **Cambridge Consultants,**
Andrew Palmer of **CGI** and **Justin Paul** of **Ericsson Digital Services**

AGENDA

14:00	CW and UK5G welcome by **Simon Mead, CEO, CW (Cambridge Wireless)**
14:05	Introduction to topic by **Mark England, Virtual Networks SIG Champion** and **Associate Director, Cambridge Consultants**
14:10	**Session chaired by SIG champion, Mark England** **'Cellular 2.0 – a million private networks'** **Nanda Menon, CEO of Athonet UK and Director of Corporate Development for Athonet Group** Private networks represent a completely new way of delivering cellular services to a completely new class of customer and use-cases – Cellular 2.0. Based on a decade of real MPN deployment experience, we show how to deliver and manage a fleet of private networks for real use cases without compromising on quality of service and user experience.
14:25	**'Network slicing: myth or reality? Practical industrial deployment examples'** **Ignacio Mas, Senior Expert and Head of Technology Innovation in OSS, Ericsson** Network slicing has been used by the industry as the poster child of 5G innovation capabilities but there have so far been few deployments with real use cases. In this talk I plan to give a quick overview of the promises of Network Slicing and then look at real use cases for industrial deployments.
14:40	**'Private networks, enterprise slicing & meeting the needs of critical comms'** **Tadhg Kenny, Senior Vice President, Marketing, PR, Strategic Partnerships, Druid Software** Could 5G be the open door to increased revenue? Is it possible to create a scaled-down private network that doesn't compromise user experience? Through the exploration of many of our use cases and references in various industry segments we will show why we think the answer is yes to the questions framing this virtual discussion.
14:55	**'Private Networks: we made these mistakes so you don't have to'** **Graham Wilde, Head of 5G Business Development, CK Hutchison Innovation Opportunities and Development** The uncensored story of six years of running private networks, and what we learned along the way
15:10	Panel session with all speakers chaired by **SIG champion, Mark England**
15:40	**End of session followed by networking**
16:00	**Event closes**

With the permission of the speakers, presentations will be loaded to the CW website the week following the event

Profile of organisers

Cambridge Wireless (CW)

CW is the leading international community for companies involved in the research, development and application of wireless and mobile, internet, semiconductor and software technologies. With over 400 members from major network operators and device manufacturers to innovative start-ups and universities, CW stimulates debate and collaboration, harnesses and shares knowledge, and helps to build connections between academia and industry. CW's 19 Special Interest Groups (SIGs) provide its members with a dynamic forum where they can network with their peers, track the latest technology trends and business developments and position their organisations in key market sectors. CW also organises major conferences and start-up competitions along with other high-quality industry networking events and dinners. With headquarters at the heart of Cambridge, UK, CW partners with other

international industry clusters and organisations to extend its reach and remain at the forefront of global developments and business opportunities. **www.cambridgewireless.co.uk**

UK5G

UK5G is the new national innovation network dedicated to the promotion of research, collaboration and the commercial application of 5G in the UK. UK5G is a 'network of networks' to facilitate and encourage the engagement and coordination of organisations working on 5G activities across the UK. It will enhance links between ongoing research and development and other activities being undertaken by organisations across telecoms and other sectors, as well as the testbeds and trials that will be funded through the UK Government's 5G Testbeds and Trials Programme. It will facilitate the joining up of businesses, large and small, academic institutions and the public sector throughout the UK. UK5G is independent and impartial. A senior national advisory board will advise the Government's 5G Testbeds and Trials Programme, providing expert feedback from industry, identifying their priorities and advising on future areas of focus. UK5G will be a focal point for international engagement into the UK's 5G eco-system - encouraging international participation and investment. **uk5g.org**

Profile of SIG Champions

Julie Bradford, Managing Consultant, Real Wireless
Julie has worked in the wireless industry for over 15 years. At Real Wireless, she is a thought leader in 5G business case analysis including understanding 5G use cases, quantifying (in financial terms) the operational and socio-economic benefits of 5G services and understanding network dimensioning and cost implications under 5G virtualised networks. She has most recently led Real Wireless' techno-economic analysis on the EC Horizon 2020 5G-MoNArch project. Inspired by the project's smart sea port testbed constructed by HPA, Nokia and DT in the Port of Hamburg, this analysis included quantifying the operational benefits of 5G to port authorities and other port users and the cost implications of delivering these industrial grade wireless services from existing mobile infrastructure via network slicing supported via the virtualised 5G-MoNArch network architecture. Previously, Julie was Communications Engineer at QinetiQ UK, consultant at PA Consulting UK, and Senior Systems Engineer for Airvana UK. **real-wireless.com**

Mark England, Associate Director, Cambridge Consultants
Mark England has spent three decades architecting, designing, and implementing a wide variety of wired and wireless communications products, services, systems and protocols; from short range point to point systems to those which operate on a global scale. Mark joined Cambridge Consultants in 2000, and for the past 20+ years he has been providing leading edge design, development and consultancy services to wide range of clients. **www.cambridgeconsultants.com**

Andrew Palmer, Consulting Director, CGI
Andrew has more than 30 years of experience in IT, Telecoms and TV and Media, having worked in various roles for IBM, AT&T, Ericsson, Motorola and Arris. Andrew's present role is to leverage existing CGI capabilities that match the needs of our clients in the Telecoms sector, as well as building new capabilities that will support the emerging and changing needs of our client base. Andrew has proven experience in developing and delivering complex SI and Services solutions that meet both business and technology needs. Andrew has co-authored "UK Telecoms For Dummies", an essential guide to the complicated UK Telecoms sector as well as articles for publications such as the Cambridge Wireless Journal including "How do we build the new world of 5g?". He frequently speaks at conferences and provides media commentary on industry topics like 5G, IoT and Smart Cities, as well as being a member of the Digital Policy Alliance's Smart Society Working Group, techUK Spectrum Policy Forum and the Cambridge Wireless Virtual Networks Special Interest Group. **cgi-group.co.uk**

Justin Paul, Senior Marketing Manager, Ericsson Digital Services
Justin has over twenty years' experience in technology marketing in the telecoms and software industries. Prior to joining Ericsson Digital Services he worked for Zeetta Networks, Huawei Technologies in NFV/SDN Marketing and Amdocs where he led the launch of their NFV Portfolio which now forms a major part of the ONAP (Open Network Automation Platform). During his career he has been responsible for the launch and go-to-market for a number of leading-edge technologies including 3G, IPTV, LTE, NFV and 5G. A TED-trained conference speaker he has presented at a number of major international conferences including Layer 123 SDN and Openflow Congress, LTE Asia and SCTE. A CIM qualified marketeer he runs a Bristol-based Digital Marketing knowledge-sharing group. **www.ericsson.com**

Tadhg Kenny, Druid Software
Tadhg joined Druid in mid-2013 bringing with him over 20 years of international sales & marketing experience in various commercial roles. He has helped many start-ups with their Go-to-Market strategies in B2B & B2C environments. He has been instrumental in developing markets for Druids private networks in the US and EMEA. He works closely with Druids small cell partners and 3rd party application providers to help their channels deliver the latest mission critical use cases over their private networks. Tadhg's latest projects include some of the Industry's first 5G & 4G solutions for Energy Providers, Healthcare and Industry 4.0 Applications. After being shortlisted in 2017, he was a member of the team that won the Small Cell Forum Award in 2019, and again in 2020 for Software & Services for Management, Automation and Orchestration and Excellence in Enterprise Deployments. **www.druidsoftware.com**

Ignacio Mas, Ericsson
Doctor Ignacio Más acts as Senior Expert and Head of Technology Strategy in OSS in Ericsson Business Unit Digital Systems. Previously he was one of the top System Architects in Ericsson Group Function Technology holding the tittle of Senior Expert in Programmable Network Architecture. Ignacio is an Ericsson representative in the LFN Board of Directors as well as in the TMF collaboration subcommittee. He obtained a PhD in Telecommunications from the Royal Institute of Technology, (KTH, Sweden). In his current role as Senior Expert in OSS he oversees the overall evolution of network management and control (OSS) towards a model-based horizontal management paradigm, including the open source and standardization strategy in the OSS portfolio. **www.ericsson.com**

Nanda Menon, Athonet UK and Athonet Group
Nanda is Director of Corporate Development at Athonet Srl and CEO of Athonet UK Limited. He joined Athonet in 2015 and is responsible for Athonet's global relationships with leading mobile operators, hyperscalers and system integrators as well as having specific responsibility for the UK market. He has over 30 years' experience working with the mobile industry since first advising clients such as BT and AT&T on their international expansion in the early 1990s. He holds an M.Eng (Mech) from Kings College London and also qualified as a Chartered Accountant at Arthur Andersen, London. **www.athonet.com**

Graham Wilde, CKH Innovations Opportunities Development
In 1987 Graham Wilde left Oxford University with a full head of hair and a degree in Psychology. His first job was to play the drums on a tour for Curtis Mayfield. Some months later, having drunk his wages, he took the first serious job he was offered, with Logica Consultancy. After 34 years in telecoms, working with CIT Research, Nortel, NTT, UK Broadband, Three UK, and now the Hutchison Group, he has lost most of his hair. Along the way, he has worked on the creation of China Unicom, J:Com in Japan, the Tokyo Olympics, launched an FWA broadband service in London, and led the team that built some of the world's first private LTE networks. His hobbies include concealing his gambling habits from his family. Being raised in Wolverhampton, he is a keen supporter of Wolverhampton Wanderers. **www.ckhiod.com**