

DOMAIN: NETWORK

TECHNOLOGY SERVICES:

TEST AS A SERVICE -> CONVERGED CORE NETWORK

CLIENT:

Leading Test and Measurement Vendor

CHALLENGE:

Strategy to win market share from NEM and service providers OPEX budget for various equipment, network, and service testing project opportunities

SOLUTION:

Developed and executed end to end strategy as a value-added service (VAS) partner to secure both wireless 4G/5G lab and production (live) network testing projects

OUTCOME:

Increased market share, profitability, and laid the foundation to secure not only OPEX but also CAPEX budget for future customer procurement requirements

