



Convergence

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Disclaimer: Everything presented here is the opinion of the author and not that of his employer

What is the situation today

- Non-India:
 - Over-flooding of data in several countries
 - Operator slowly becoming a bit-pipe provider
- India:
 - Low ARPU (as given in open literature)
 - Low data usage
 - Operator needs new revenue source

Lesson: Too much and uncontrolled is not good for health

What to do

1. Find ways to control the Internet
 - Dream & cannot be done
2. Make new services / service delivery platform
 - Might work but at the end customer will decide
3. Accept and adjust
 - Way ahead

Point: Provision new services / service platform and give customers freedom

What ever you do

- New services and freedom will require:
 - Security
 - Identity management
 - Location management / information
 - Mobility
 - Service continuity
 - etc.

Take: Security, identity and location

So what

- Provision platform (network, services, terminal) that gives customers full freedom
- Operators earn from:
 - Platform and own services
 - Secure and trusted infrastructure
 - Understanding of customers
- Start developing solutions

GISFI: Make this happen by working on security, identity aspects and location

For GISFI

- Start a study on how security, identity and location thing will work together
- 3GPP has recently started activity on security and identity aspect as single-sign-on
- Take usual steps of clarifying Indian needs / requirements, studying what is out there – gap, and developing solutions

Make it happen