

**"NGN technologies: a leverage for services and business evolution  
(Boris Moltchanov and Fulvio Perardi – Telecom Italia)**

Telecom Italia S.p.A. is biggest national Italian FMC TLC operator and one of the biggest players in the World TLC arena with long experienced evolution history and strong expertise in broadband and mobile networks. Currently the company's subsidiaries are located mainly in Europe (German and Holland) and in South/Central Americas (Argentina, Brazil and Cuba).

However Telecom Italia experience is also outside subsidiaries. Through its international operations division T.I. SPARKLE (TIS) Telecom Italia Group is also involved in a number of consulting projects activities around the world as Vietnam, Taiwan, Russia, Indonesia, Malaysia, Venezuela, Chili, Peru, Bolivia.

EU and CIS Telco may leverage the experience of Telecom Italia to their advantages, in both the broadband and the mobile technologies aiming to new business models and to new value chains. Indeed Telecom Italia, undergone its own way of NGN evolution and SDP introduction, finally offers its upgraded network and services to 8 MNVOs and myriad of its own and 3<sup>rd</sup> parties customers. Telecom Italia is also actively involved into tens of standardization bodies and industrial initiatives, mainly with its R&D center accounting hundreds of employees and scientists that performs disruptive scouting and research of the new technologies ranging though the day after tomorrow, LTE towards 4G beyond (5G) networks and running a number of "blue-sky" programs.

This presentation after a brief overview of the most relevant TLC challenges and world best practices about NGN, will present the business opportunities allowed by NGN technology with an emphasize on the European environment, applicable to the CIS realm. We will mention also the starting up consultancy with iKS-CONSULTING (Russia).

Our consulting experience is the concrete field-test in which we can verify world-wide the applicability and the economic convenience of NGN technology, the feasibility of new Services scenario, the principal steps for business and organisation transformations and, of course, all the problems related to this tranformation..