

Smart Networks Wireless

The Company

From the early 2000, the customer has been serving business community throughout West Africa as a leading ICT provider. It currently serves organisations both locally and internationally.

It has extensive fibre and radio coverage across Nigeria and they are a company with an aggressive growth strategy. They reached out GDS wanting to take advantage of a new LTE license which they had acquired and to roll out and quickly start delivering services in three new Nigerian cities.

The Problem

Having acquired an LTE license and spectrum, along with the wireless and mobile infrastructure from a defunct mobile company their challenge was to define the technical resources and talents required to bring these resources to life. All business cases benefit from getting started quickly and generating revenues by creating valuable products and services for the corporate customers.

In order to transform and create a viable network they recognised the importance (and long-term implications) of the critical technical and commercial decisions they needed to make. They had limited time to select the vendors, to recruit a technical team or to train a management team to operate this new network.

Because they had forecast these decisions would impact their business for the next decade or more they chose to go with GDS as a neutral party for consultancy, one with strong capabilities in managing and operating wireless infrastructures.

The Solution

GDS, the consultancy arm PCCW Global were assigned to run the RFI RFP and RFQ process.

PCCW Global completed a 360° review of their existing assets and then mapped their technical requirements into a coherent business plan. GDS developed and strategized the launch phases for the new products, the network architecture required to deliver the services and the capacity required to ensure they were capable delighting their customers.

The Result

Immediately they were able to see a double-digit reduction in the initial network investment and quickly saw these benefits reflected in an increase in the overall project cash flow.

From scoping out a statement of works, creating a brief, through to first round contract negotiations PCCW Global and the expert GDS team were on hand to help them achieve their goals by delivering digital solutions simpler, better and faster.

**PCCW Global
assists West
African ICT
provider to
develop and
rollout LTE
services across
three Nigerian
cities.**