

Gibtelecom

TRANSFORMATIVE OPPORTUNITIES for B2B operators



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THE NEED FOR B2B TRANSFORMATION

- ▶ Legacy telecom products have shrinking margins and rising costs.
- ▶ Enterprise demand cloud, security, IoT and automation
- ▶ Telcos face competition from cloud providers & IT service firms
- ▶ Transitioning to tech-driven services unlocks new revenue streams



THE MARKET OPPORTUNITY

- ▶ B2B technology services are a multi-billion dollar growth sector.
- ▶ Enterprises are investing in cloud, security, AI and IoT
- ▶ Telecom operators can move beyond connectivity to full-service technology partners
- ▶ Industry-specific digital solutions (manufacturing, healthcare, finance) are in demand.



KEY TECHNOLOGY SOLUTIONS

CLOUD AND EDGE COMPUTING

Scalable infrastructure & real-time data processing.



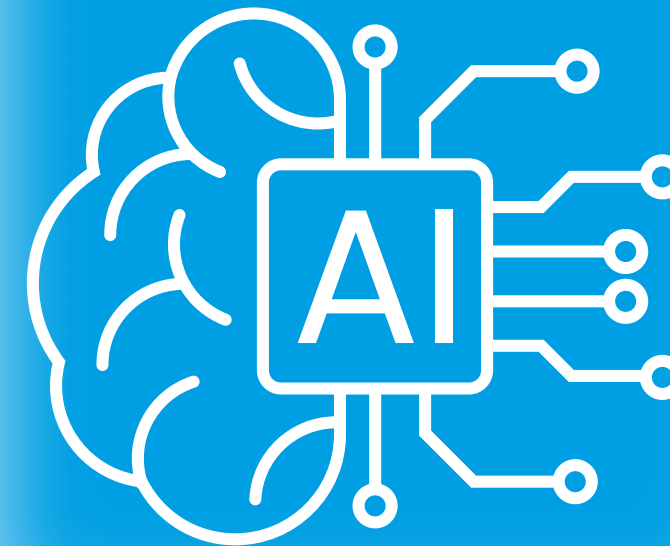
IOT AND 5G

Automation, smart industries, private networks.



AI AND CYBERSECURITY

Predictive analytics, automation, and threat detection.



INDUSTRY SPECIFIC SOLUTIONS

Custom offerings for verticals like healthcare and finance.



BUSINESS MODELS AND MONETISATION



Service bundling

Connectivity
+
Cloud
+
Security



Flexible pricing

Subscription
or
Usage-based
and
Scalable



Partnerships

Collaboration with
Cloud, SaaS
and IT firms and
strong ecosystem



Tailored

Industry specific
solutions such as
health, finance,
manufacturing etc

IMPLEMENTATION ROAD MAP



SHORT TERM (0-24 MONTHS)

- Assess current capabilities and identify quick-win solutions.
- Develop partnerships with cloud and security providers.
- Pilot new B2B solutions and gather customer insights.



LONG TERM (2 YEARS +)

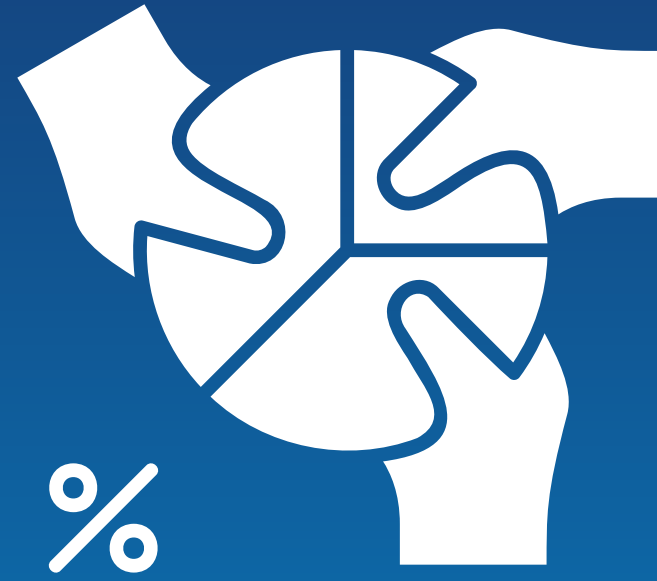
- Build API-driven platforms for scalable B2B services.
- Expand managed services and industry-specific solutions.
- Invest in next-gen networks (5G, edge, AI).

CHALLENGES AND RISKS



Organisational change

Shifting from
Telco
to
Techco
mindset



Market competition

Differentiating
from hyperscalers
like AWS and
Google



CAPEX vs OPEX

Managing
investment in
new platforms
and networks



Security & Compliance

Meeting
data protection
and security
standards

GIBTELECOM'S JOURNEY FROM TRADITIONAL TELCO...



Telephony



Broadband



Mobile

...TO TECHCO WITH LARGE PORTFOLIO



Cloud solutions



Co-location



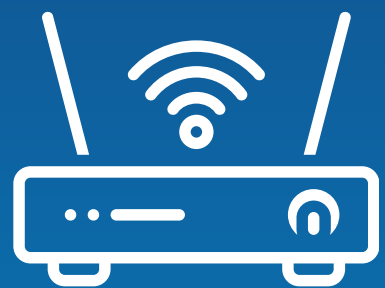
Global network



Managed
infrastructure



Managed
security



Enterprise
broadband



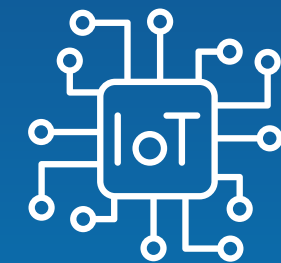
Hosted
telephony



Call centre
solutions



SMS
solutions



IoT and M2M
solutions



Office 365
backup



Data
storage



Call
recording



Indoor mobile
solutions



Connectivity
solutions

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HELP YOUR BUSINESS **STAND ABOVE THE REST**

Fully **managed solutions**
so you can focus on what
you do best ...



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NOT JUST CONNECTIVITY ... BUT IT SOLUTIONS



Backup-as-a-Service for Office 365 for secure data storage in locally-based data centres



Fully managed infrastructure deployments across the globe



Cyber security risk assessment and cyber consultancy services

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A CUSTOMER SUCCESS STORY



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Time to market is key



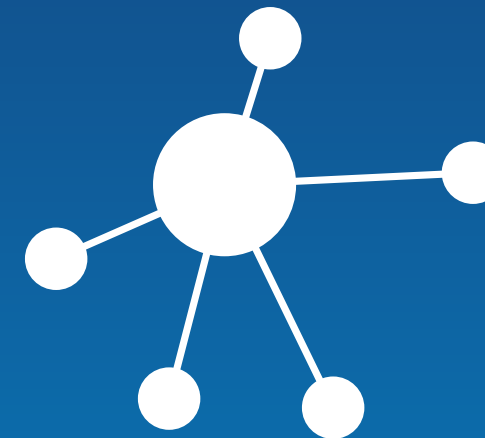
COMMERCIAL
PROPOSAL



SOURCING
EQUIPMENT



DEPLOYMENT &
CONFIGURATION



END 2 END
CONNECTIVITY



ENVIRONMENT
DELIVERY

As little as 6-8 weeks

CONCLUSION & CALL TO ACTION

- ▶ Operators must move beyond traditional telecom services into integrated technology solutions.
- ▶ Develop strategic partnerships, enhance digital capabilities, and embrace enterprise-first business models.
- ▶ Assess your current position, invest in technology, and leverage new business models to stay competitive.

Thank you for listening