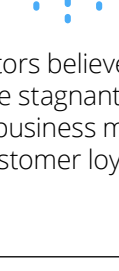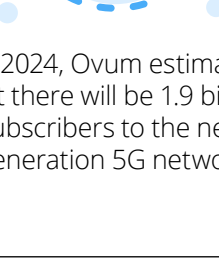# Converged policy is critical to 5G monetization

Over the last year, there was a notable uptick in demand for converged policy solutions as the industry ushered in 5G. A cloud native converged policy provides a way for operators to monetize 5G more immediately.

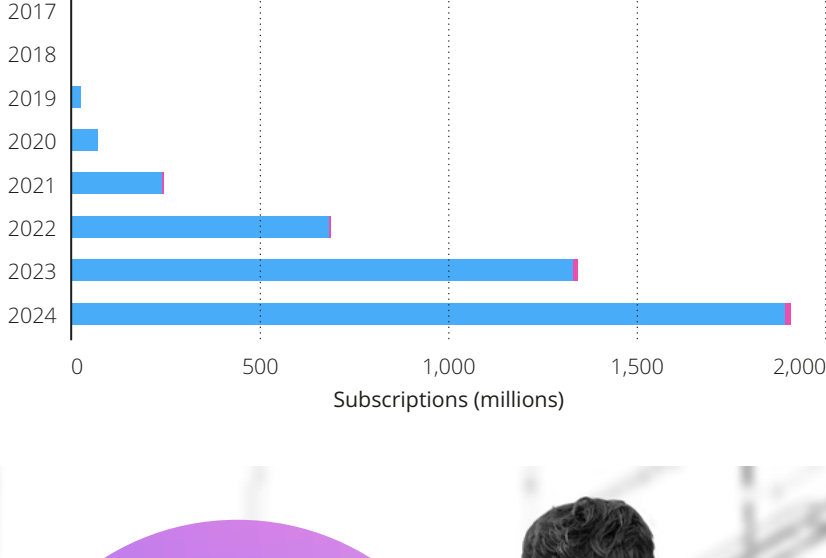## — 5G presents operators with — new opportunities

Operators believe 5G will revitalize stagnant revenue streams, business models, and customer loyalty

By 2024, Ovum estimates that there will be 1.9 billion subscribers to the next generation 5G network

Omdia 5G subscription forecast, 2017-24

● Mobile ● Fixed

	Subscriptions (millions)
2017	
2018	
2019	
2020	
2021	
2022	
2023	
2024	

0   500   1,000   1,500   2,000

5G will have more demanding operational and service delivery requirements, and these requirements are driving a fundamental change to operators' core network architecture
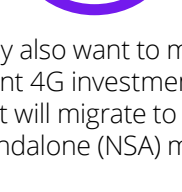
→ Takeaway:
An independent, converged policy will play a critical part in monetizing 5G services.

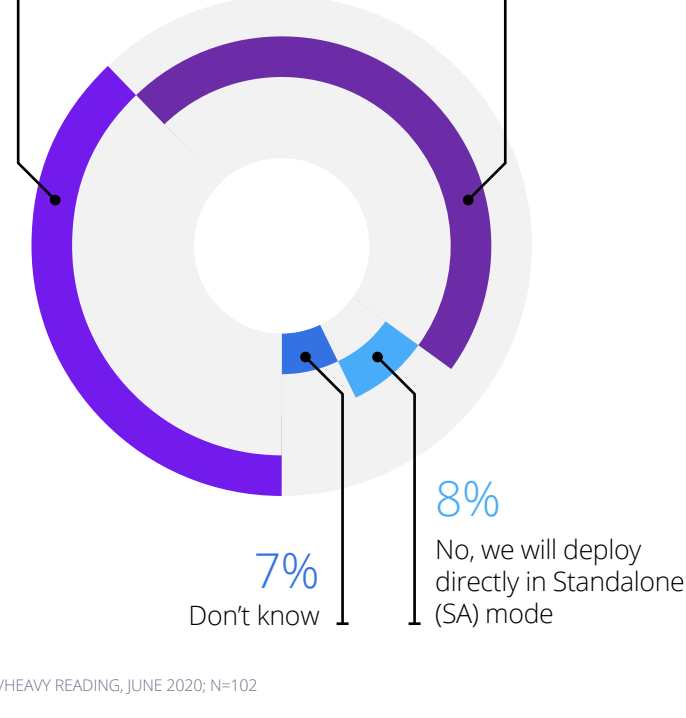## — Future-proof policy framework investment —

5G introduces several innovations to support new services, including upgrading the legacy mobile core to a services-based architecture (SBA) 5G core.

But they also want to maximize current 4G investments, so most will migrate to 5G in non-standalone (NSA) mode first

Will you initially deploy 5G New Radio (5G NR) in non-standalone (NSA) mode using LTE EPC?
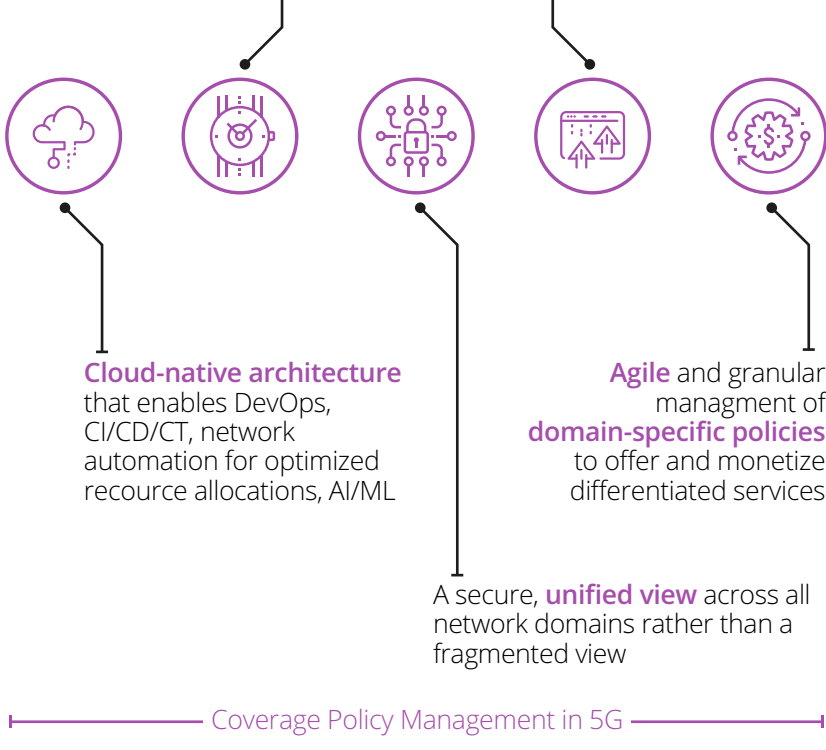
38% Definitely

47% Likely

7% Don't know

8% No, we will deploy directly in Standalone (SA) mode

SOURCE: OMDIA/HEAVY READING, JUNE 2020; N=102

→ Takeaway:
A cloud-native independent converged policy solution will help operators avoid multiple platform migrations and move their policy solution to SBA when they choose.

A successful policy in 5G will have these capabilities:

Seamless interworking between 4G and 5G to allow operators to migrate from one access generation to the next in their desired timeframe

Support for **edge compute routing and integration with data analytics** for intelligent policy decisions made in real time

Cloud-native architecture that enables DevOps, CI/CD/CT, network automation for optimized recource allocations, AI/ML

Agile and granular management of **domain-specific policies** to offer and monetize differentiated services

A secure, **unified view** across all network domains rather than a fragmented view

— Coverage Policy Management in 5G —

→ Takeaway:
Support for cloud-native networking will allow operators to create new revenue streams using policy control to create service differentiation and faster time to market in 5G.

— Oracle's role as a key partner for — policy management in 5G

With its Independent Cloud Native Core Converged Policy solution, Oracle Communications can help operators improve service TTM and prepare for the impact 5G will have on service monetization.

By integrating cloud-native principles, this policy solution has built-in support for CI/CD and DevOps workflows, VM-based and container-based network functions, increased automation, and analytics.

Oracle's solution is an independent converged solution, which integrates easily with operators' incumbent charging and BRM solutions. This helps protect current 4G investments during migration to 5G.

Summary:
Oracle Communications is positioned to be an essential policy management partner for operators that want to monetize 5G services quickly

To learn more about these solutions, **click here →**