



Create New Mobile Operator Revenue Streams with Scalable, Repeatable Enterprise Mobile Networks



Differentiate your private mobile network offering with seamless connectivity

As a Mobile Network Operator or Mobile Service Provider, you're ready to establish a scalable, repeatable and in-demand Private Mobile Network (PMN) offering to capture a bigger share of the growing enterprise market.

To expand business relationships and establish new revenue streams with enterprise customers, you must deliver solutions that solve their unique connectivity challenges and networking needs — such as self-service control, integration with existing IT-systems and of course affordability.

Large enterprises are investing in next-generation connected assets to modernize their business operations, and require security policies, data compliance and self-service control to consistently extend beyond the factory floor to anywhere in their global operations.

Existing Private APN offerings have addressed some of these wide-area connectivity needs, but they don't extend existing enterprise IT systems over public cellular networks. As a result, enterprises invest billions in alternative non-cellular Wireless Wide Area Network technologies (e.g. DMR, TETRA, P25, ISM band mesh).

The solution is to establish a repeatable Enterprise Mobile Network solution that delivers the coverage of a public mobile network, with the control of a private mobile network. This network can be tailored to meet the mission critical demands of large enterprises from high-value industries, so you can rapidly scale out a multitude of customers while building new recurring revenue streams.

That is why mobile operators turn to Expeto. The Expeto platform provides a gateway for enterprises to directly view and control their assets. As connected asset volumes increase exponentially, offloading routine tasks reduces the overheads on your team's time, effort and resources.

Expeto's software-only platform is built with scalability at the forefront of its architecture to significantly reduce the cost, complexity and lengthy timelines required to deploy new customers. The inherent flexibility and versatility of Expeto's multi-tenant platform enables you to both drive new business and enhance existing relationships by being responsive to the changing needs of your enterprise customers. And ultimately, by going to market with the first truly scalable solution, powered by Expeto, you will establish yourself as an industry innovator with a defined strategy to expand lifetime value.

With Expeto, You've Got Connectivity Covered

- » **Create and capture new revenue growth.** Not only will you outperform limited PMN offerings serving siloed use cases, you'll expand your addressable market by winning wide area use case opportunities that have historically been beyond the reach of standard Private APN offerings.
- » **Foster scalability.** With a flexible and versatile multi-tenant Enterprise Mobile Solution solution, you can drive new business by supporting the unique and changing needs of businesses across industries.
- » **Build trusted relationships with enterprise customers.** By partnering with Expeto, you demonstrate to new and established customers that you understand their business modernization needs a new type of network and a new way of doing business built upon mutual respect and trust.
- » **Become an industry leader.** Create a breakout solution to lead the enterprise connectivity market and quickly move into high growth managed services at the edge.

Why Expeto?

Expeto's patented platform is the Enterprise Mobile Network that your enterprise customers require to move at the speed of business and drive their digital transformation journeys. With leadership from both the enterprise and telecommunications worlds, our team has built the public/private network bridge that enables you to deliver your mobile network and technology expertise in a simple, agile, controllable and scalable solution that translates telecommunication complexity into IT simplicity.

With Expeto, you can provide a cloud-native solution that enables your enterprise customers to operate their Enterprise Mobile Network with end-to-end data path and QoS control, and execute network management capabilities — like IP address segmentation, traffic prioritization by device, and SIM management — while you maintain full control and ownership of your core network. Equipped with the world's only solution scalable to meet the unique needs of large organizations, you can expand lifetime value, improve customer experience and secure your place in the burgeoning and increasingly competitive private networking market.

Mobile Operator Benefits

- » Drive new business opportunities in the Enterprise Segment
- » Monetize your substantial public mobile network infrastructure investments
- » Create pull-through revenue streams for your Edge Services (e.g. MEC)
- » Reduce time and money spent on customer support
- » Improve customer experience
- » Deploy on any private cloud or hyper-scaler

With Expeto, you can realize new value by delivering the Enterprise Mobile Network solution enterprises are demanding today.

- » **Fully monetize your public network** with a premium alternative to your Private APN offering for customers needing a wide area PMN they can view and control.
- » **Reduce the time to onboard** new customers with remote deployment of the platform's cloud native components to enterprise edge. Strategically deploy private radios only where your Wireless Wide Area Network (WWAN) provides insufficient coverage or latency.
- » **Enhance Managed Service Automation** by integrating Expeto into your IT Service Management and Operations Support Systems workflows.
- » **Enable network segmentation** in 3G, 4G and 5G.
- » **Achieve complete visibility** with actionable outcomes for your Enterprise customers
- » **Support innovation** by equipping your enterprise customers with the power of control they need for their next-generation connected assets
- » **Become the orchestrator** of cellular mobility-related applications on multi-cloud/edge environments.

The Expeto logo, featuring the word "expeto" in a lowercase, sans-serif font. The "x" is stylized with a dot above it. The logo is white and set against a dark blue background that features a faint, abstract pattern of lines and shapes resembling a network or circuitry.

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