

Building Private LTE Solutions for Critical Communications Infrastructure

How Vertix Consulting Helped a National
Spectrum Holder Transform to Support
Innovative Private Broadband Solutions



THE CHALLENGE

A major national US spectrum holder was advancing its spectrum and professional services offering to support the modernization of Critical Communications Infrastructure (CCI). This required a commercial and operational transformation, along with a PMO model to support P-LTE pilots for commercial opportunities with prospective customers. Additionally, the client needed to promote private broadband education for the Utilities industry to drive awareness and adoption of new technology and use cases.



THE SOLUTION

Vertex stood up a PMO function to manage all commercial opportunities and P-LTE pilots, including managing the first P-LTE pilot project for a major investor owned utility (IOU).

Simultaneously, Vertex managed all readiness planning activities to prepare the company for commercial operations. Working with executive leadership, Vertex was responsible for identifying readiness objectives, driving cross-functional collaboration, facilitating issue resolution, and conducting recurring meetings to discuss worklane status and progress.

Vertex also supported the client with the development of a Utility industry alliance to assist its members in planning, designing, and deploying private broadband solutions.

Our work included the following activities:

- Standing up a PMO function to support commercial project opportunities
 - Defined the operating model
 - Implemented a standard project lifecycle management approach
 - Standardized documents, tools, and artifacts
 - Defined and implemented a communications strategy
 - Trained client's PMO staff and cross-functional stakeholders
- Project-managing first P-LTE pilot
 - Supported scope of work development
 - Managed project delivery
 - Oversaw spectrum readiness activities
 - Coordinated integration and testing activities



- Managing commercial operation readiness planning
 - Defined goals and objectives
 - Developed strategic readiness roadmap and worklane plans
 - Kicked off the execution of readiness plans with executive leadership
 - Facilitated the development of the future state of the organization and its functions
- Supporting the development of an industry alliance
 - Facilitated year-1 plan development (covering activities and events, incorporation, and membership growth)
 - Documented the alliance's agenda and objectives
 - Jointly defined alliance structure
 - Defined working group charters and governance
 - Planned launch event.

THE RESULTS

Through effective engagement and collaboration with executive leadership, our client restructured the organization in alignment with their new business model, enabling it to properly support its new products and services offering.

A new PMO model facilitated the first P-LTE pilot with a major IOU successfully supporting new use cases for electrical utilities, and laid the foundation for the project management of future P-LTE projects.

Our client was successful in building an industry broadband alliance dedicated to championing the advancement and development of private broadband networks for America's critical infrastructure industries, with founding members including major IOUs, telecom and utility technology vendors / OEMs, and professional services vendors.





About Vertex Consulting

We are a highly specialized consulting firm that provides pragmatic and actionable insights on the most critical issues faced by providers and consumers of telecom, media services, and technology.

At Vertex, we pursue our collective passion for helping carriers, OEMs, tower companies, MSOs, network services vendors, equipment suppliers, and telecom and technology consumers resolve their most complex strategy, sourcing, and deployment challenges. From helping a carrier deploy a 5G network to negotiating an IoT services contract for a client in the manufacturing sector, we cover the entire TMT value chain.

Our focus and simplified model enables us to deliver an alternative vision for our clients: producing client-centered solutions in a way that only experienced and proven professionals can.

For more information on Vertex and its services portfolio please visit www.vertexconsulting.com & follow us on twitter @vertexconsult.