moonshot catalyst

SmartHive xG: Horizon

The AI Challenge: Leverage GenAI to drive a 30% increase in EBITDA and operational efficiency.

> "The initial phase of the project—an AI-native, ODA-compliant smart city blueprint, currently in progress in southern Africa and Sri Lanka—demonstrates significant potential for global smart city applications. This initiative can be customized to fit the unique contexts of any country or city.
>
> By fostering business growth, industry partners can scale their operations effectively, leading to increased revenue and market expansion.
>
> Additionally, the project promotes sustainable practices, encouraging CSPs and partners to adopt eco-friendly business models aligned with global sustainability goals (SDGs: 3, 4, 7, 9, 11, and 17). This approach not only supports the overall economy but also contributes to sustainable development worldwide."

Chamil Goonathilaka
Engineer Digital Transformation Projects
Sri Lanka Telecom PLC

SLTMOBITEL
The Connection

The solution:

Smart Hive XG is an initiative focused on driving revenue growth beyond connectivity for CSPs, aiming to monetize the investments made in 5G infrastructure through an ecosystem approach.

Addressing the challenge:

During Phase I, the team developed a Smart City Platform Business Blueprint to help CSPs grow their revenues by 20% by introducing cost-effective Smart City vertical partner solutions. Smart Hive XG Horizon seeks to:

- Optimize the operational costs to CSPs of managing an ecosystem by enabling innovative AI capabilities
- Address challenges related to skills and talent management
- Produce an ODA-compliant, AI-native blueprint architecture that facilitates the deployment of vertical partner solutions

This will foster sustainable revenue growth for CSPs while leveraging AI tools to improve operational efficiency, resulting in overall EBITDA growth.

Business impact:

Allows CSPs to achieve a **30%** increase in EBITDA by generating over **20%** revenue growth while reducing the growth of operational costs.

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