

# New Opportunities for Mobile Network Operators

## Supporting enterprises with their 5G strategy

Digital transformation initiatives are driving enterprises toward “mobile-first” strategies that create new demands for the security and management of mobile devices and introduce new requirements for self-service to ensure agility. This creates opportunities for operators to remove barriers and speed up enterprise digitization.

## Akamai value

Akamai Secure Internet Access services help MNOs and MSPs create services for new and existing customers, and differentiate service offers with better security, visibility, and performance for users of mobile devices.

### Upselling

Capitalize on the accelerated adoption of digital technologies and increasing reliance on mobile devices

#### Secure Internet Access Mobile

Empowers enterprises to accelerate their digital transformation while maximizing the employee experience and security on the move

### Cross-selling

Offer a new value proposition that extends SD-WAN into the mobile edge

#### Private Access Edge

Supports the implementation of a 5G SASE strategy by delivering secure, frictionless access to corporate resources, for humans and machines (IoT) at the mobile edge

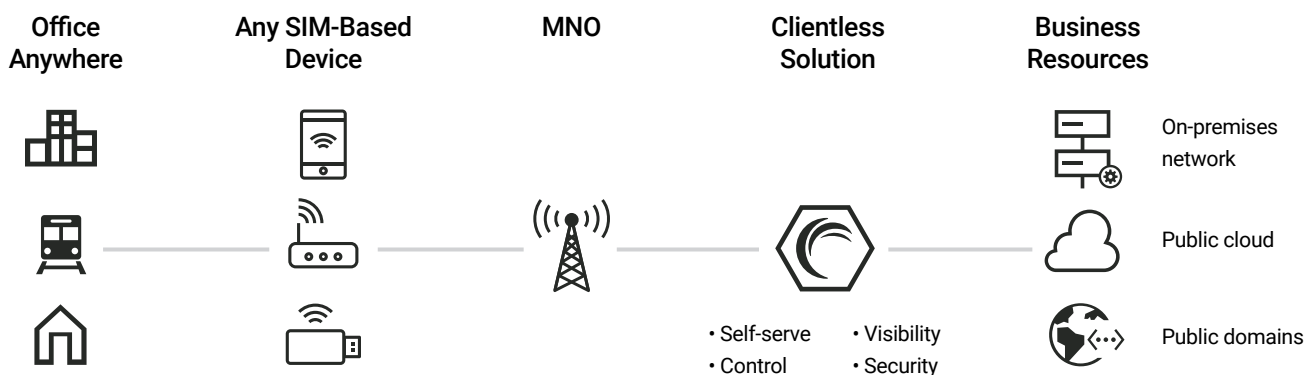
### Expansion

Grow your business into new customer segments and industry verticals that require secure IoT solutions

#### Private Access IoT

Equips businesses to securely connect, manage, and control communications between smart devices at the IoT edge and the application services they depend on to function

Deliver tools that support a secure working model when the office is anywhere the employee is



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