- David Waite, inCode Consulting (Division of Ericsson); dwaite@incodeconsulting.com -

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Panelist's 5G Summary Perspectives

5G is a new generation of high-capacity wireless technology intended to serve fixed broadband and high-throughput mobile broadband use cases. With peak speeds exceeding 1 Gbps and latencies on the order of 1 ms, 5G will complement rather than replace previous generations of wireless technology with fiber-speed performance. The panelist has evaluated 5G economics for both residential and enterprise use cases. These assessments have concluded that 5G can be a cost-effective broadband alternative for operators to satisfy growing bandwidth demand among residential and business users.

Recent 5G engagements include:

- 5G residential fixed wireless access (FWA) investment case for Tier-1 MNO
- Enterprise 5G strategy and economics for Tier-1 MNO
- Hybrid 28 GHz/3.5 GHz investment case for an international operator
- 3.5 GHz rural fixed access deployment for a Tier 1 MNO
- IoT, eMBB, and FWA strategy and investment case for an overseas operator

Panelist's Bio

David Waite is a Managing Director at inCode Consulting, a division of Ericsson, where he leads the Strategy and Economics practice. He has over fifteen years of management consulting and corporate strategy experience with companies and clients across the information, communications, and technology segments. Over the past several years, David has delivered multiple 5G strategy and economics projects for Tier 1, 2, and 3 operators in North America and abroad.

Before joining inCode, David was a Director at Altman Vilandrie & Co., where he delivered growth strategy, due-diligence, and go-to-market strategies for clients throughout the communications ecosystem. Earlier at A.T. Kearney, David led consulting engagements as a Manager within the Financial Management practice. He also has held senior-level corporate strategy roles at two leading mobile infrastructure companies where he defined market entry and growth strategies to address emerging mobile internet opportunities. David holds an MBA from the MIT Sloan School of Management, an MS in Engineering from Dartmouth College, and a BS in Engineering from the University of New Hampshire.

Panelist's Conferences

4G Wireless Evolution Conference, Presenter: *Economics of LTE*

ATIS and 3GPP LTE, Presenter and Moderator: *The Business Case for LTE*

Digital Hollywood, Moderator: *Personalized Media – Mobile*

Emerging Mobile Markets, Moderator: *Supersession: Operators and Experts*

NXTcomm, Moderator: *Capitalizing on Existing Networks*

NXTcomm, Panelist: *The Unified Communications Summit*

Spring VON, Moderator: *Mobile Unified Communication*

Panelist's Publications

Telephony Magazine, Author: *The Business Case for LTE*

Telephony Magazine, Interview: *SMBs/go-to-market*

VON Magazine, Interview: *Report: Internet Traffic Flows Beyond U.S. Shores*