

The strongest near-term opportunity, CSPs can readily leverage existing services and expertise for 5G FWA.

73% of SMBs rate 5G FWA appealing

70% of medium-sized business are willing to pay 10% more to get 5G FWA

40% open to receiving 5G FWA from a tech giant

or better internet speed as wired options

- Fast, reliable gigabit-capable connectivity for SMBs
- Very low latency for mission critical applications
- An alternative or backup to fixed broadband
- Easy self-installation of FWA gateways
- One provider, one bill, for both mobile and fixed services
- Connectivity for remote campus locations

- Boost ARPU with service beyond mobility
- Bundle fixed and wireless services
- Connect new accounts quickly where 5G RAN exists
- Immediate connectivity while dedicated fixed circuits are being built
- Conserve radio resources' mobile hot spots

- High speed, low latency 5G networks
- 5G sub-6 GHz for broadband speeds (1 Gbps peak)
- 5G mmWave for multi-Gigabit broadband
- 4G for competitive broadband services
- High gain indoor and outdoor FWA CPE
- Installation and network optimization tools

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