

Navigating the Transformation of Legacy Telecoms

Embracing Digital Transformation
with Strategic Support Solutions

While the tech startups of Silicon Valley are built upon principles of agility and cutting-edge technology adoption, long-standing companies in the telecommunications industry don't enjoy the same luxuries. These long-standing, global enterprises have business practices and infrastructures that often seem immovable and unchangeable.

Yet the challenges of today's world are demanding drastic change. Legacy telcos are faced with eroded value pools, slimmer profit margins, and unpredictable industry disruptions, further increasing the pressure to adapt—or be left behind. In such a cutthroat climate, only those who reimagine their businesses (and their budgets) will come out ahead.

“It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change.”

— CHARLES DARWIN

MANAGING THE CHALLENGES OF LEGACY SYSTEMS

Many Telco leaders see legacy systems as one of the biggest obstacles in the journey to becoming a modern Technology Company (Techco). These systems can make it difficult to integrate new strategies, optimize resources, and operate on tight budgets. Yet restructuring these legacy systems can feel like an insurmountable task.

Legacy systems come with mismatched IT systems and complex support needs. IT teams may spend an inordinate amount of time negotiating with vendors for updates and fixes of these IT systems, rather than dedicating their time to business-critical opportunities. Teams might also rely on separate software and application stacks if they don't have a comprehensive, streamlined support system in place.

To navigate these challenges, Telcos need an experienced partner who can guide them through the transition to the cloud. They need a vendor that offers practical support, rather than leaving Telcos to deal with the upheaval on their own.

UNLOCKING IT BUDGETS FOR TELCO TRANSFORMATION: STRATEGIES AND BENEFITS

The journey to the cloud can be confusing, costly, and complicated. But Telcos can accelerate the process by liberating the IT budget and freeing up more resources for digital transformation.

So how can Telcos reduce financial burdens and optimize budgets?

One of the most critical steps is reimagining the software support relationship. The cost of custom software stacks like SAP or Oracle can be an incredible financial burden. Support costs for these systems usually surpass software license fees themselves. But third-party support partners can allow Telcos to break free from vendor-imposed constraints, delivering immediate cost-savings and a liberated IT budget. In fact, third-party software contracts can save Telcos 60% or more.

Third-party support also offers unparalleled value, offering personalized advice that allows telcos to optimize systems, improve cost-effectiveness, and free up resources for technological innovation.



60%

SAVINGS
FOR
TELCOS

UNLOCKING TELCO POTENTIAL WITH THIRD-PARTY SUPPORT

Telco Technology companies (Techos) are known for their ability to innovate, disrupt, and take action. Similarly, Telcos that make the switch to third-party support demonstrate their ability to adapt and shake up the status quo. Those who embrace the change won't face any inherent business risk—their systems will remain supported, secure, and maintained at a fraction of the cost of vendor support.

Spinnaker Support further reduces the risk by offering the Ultimate Support Guarantee: If we can't manage the Oracle and SAP support and maintenance, we will pay for you to move back to the latest version of vendor support.

For Telcos making steps toward a Techco future, third-party vendor support offers a strategic alliance that will help telecommunications companies thrive in a digital age. Together, we can maintain the essence of your legacy, while embracing the best of the future.

Contact Spinnaker Support today to learn how we can increase your competitive advantage and liberate your IT budget, allowing you to quickly accelerate digital transformation and the future of telecommunications.

For more information about Third-Party Support,
please contact us at spinnakersupport.com

ABOUT US

Today's leaders are navigating an increasingly uncertain and ever-changing world. They can't be held back by restrictive, ineffective, or complicated software systems as they move their organizations forward. Spinnaker optimizes software ecosystems through services designed for sustainable transformation, maximizing software investments and freeing up the capital and resources leaders need to navigate the future with certainty.