For CSPs, the B2B edge opportunity is split between two main types of edge locations.

These are the on-premises “enterprise edge” and the “network edge.” They either contain premises owned by a CSP (e.g. a CSP data centre) or infrastructure operated by one (e.g. network CPE at a customer site).

For partners, it is important to consider the enterprise teams’ main priorities, which are different to that of networks and IT teams. These focus on being first-to-market and growing revenues from B2B services.

Partners need to consider CSP enterprise services teams will focus on being first-to-market and growing B2B service revenues, priorities different from those of the network and IT teams.


Each use case has a different ecosystem and requires partners at every stage of the value chain.

There are 3 key business models for CSPs to take edge-enabled use cases to market.

For CSPs, the B2B edge opportunity is split between two main types of edge locations.

For partners, it is important to consider the enterprise teams’ main priorities, which are different to that of networks and IT teams. These focus on being first-to-market and growing revenues from B2B services.

Partners need to consider CSP enterprise services teams will focus on being first-to-market and growing B2B service revenues, priorities different from those of the network and IT teams.


Each use case has a different ecosystem and requires partners at every stage of the value chain.

There are 3 key business models for CSPs to take edge-enabled use cases to market.