

# Beyond connectivity

The next growth engine for Telco B2B

Enterprise clients aren't buying connectivity anymore. They're buying business outcomes; cloud, AI, security, workplace and platform-led services that accelerate digital transformation.

The question isn't how to sell more connectivity.

It's how to create new enterprise growth.

## Today's Telco B2B reality



## Challenges



## The result?

Many telecom providers struggle to compete for higher-value enterprise opportunities.

## Accelerating the Telco-to-TechCo transformation

An HCLTech framework to transform connectivity providers into enterprise growth partners

