



Pioneering 5G Integration in Emerging Markets: Lessons from the First 5G Network in Nigeria

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ABSTRACT

5G technology deployment in emerging markets represents a wide array of opportunities as well as challenges. This paper describes the ground-breaking work that went into conducting Nigeria's first 5G network trials in exposing how we managed, what impediments were encountered and our learnings. As the most populous nation in Africa and the continent's largest digital economy, 5G deployment is aimed at strengthening connectivity as well promoting technology innovation to enhance services across different sectors including healthcare, education & business etc. Key milestones include the release of 5G in major cities, compliance approvals and infrastructure development. Issues such as inadequacy of infrastructural resources, regulatory obstacles to reform processes, fiscal constraints on the remedies that can be employed and technological barriers which need scrapping in order for an effective solution to cultivate are countered with strategies around public-private partnerships (PPPs), incremental role out or pilot projects, sound regulations supporting mass market adoption and circulation policies translating local talent into explicitly designed solutions followed by promotional campaigns educating consumers. The first 5G network in Nigeria facilitated by MTN Nigeria has boosted economic development, advanced digital inclusion, and enhanced the consumer experience. This case study could be beneficial to other developing countries, focusing on strategic partnerships, flexible regulation, phased implementation, consumer interaction, and sustainability. Shared insights would facilitate the implementation of future 5G projects, enhancing economic development, technological advancement, and digital inclusion on a global scale.

Keywords: 5G Integration, Emerging Markets, Nigeria's 5G Network, Telecommunications Infrastructure, Digital Inclusion

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Introduction

The implementation of 5G technology is a key milestone in the field of telecommunications, and it has the potential to revolutionise areas such as communication, business, and everyday life across the world. The impact of fifth-generation wireless networks (also known as 5G) has the potential to be significant in developing countries like Nigeria, where it has the potential to improve the quality of life, boost technological capabilities, and drive economic growth. In this paper, the difficulties, approaches, and insights gained from the introduction of Nigeria's first 5G network are analysed, with a particular emphasis placed on the ramifications of this launch for other markets that are comparable.

Background

According to the World Bank (2023), Nigeria is the most populated country on the African continent and has the largest economy in Africa. As a result, the country presents a unique set of challenges and opportunities in the field of telecommunications. Because of the country's young population and its rapid population growth, the country's population is becoming increasingly dependent on digital services, which necessitates internet connectivity that is both dependable and fast (National Bureau of Statistics, 2023).

Goals

The primary goals of the 5G project in Nigeria were to:

- Enhance connectivity and internet speeds.

- Foster technological innovation.
- Improve the quality of services across various sectors such as healthcare, education, and business.

Timeline

The project was initiated in early 2022, with key milestones including:

- Initial planning and stakeholder consultations.
- Regulatory approvals and spectrum allocation.
- Infrastructure development and pilot testing.
- Commercial launch and ongoing expansion.

Key Milestones

- 2021: 5G trials conducted successfully.
- Early 2022: Project initiation and planning.
- Mid-2022: Regulatory approvals obtained.
- Late 2022: Pilot testing in major cities, achieving a maximum download speed of up to 2Gbps with latency < 10ms.
- Sept 2022: 5G commercial launch in Lagos.
- March 2023: Expansion of Ericsson's footprint in Lagos.
- 2024: Expansion to additional cities, regions, across Nigeria.
- Future Aim: First to Roll out 1,000 5G sites across all E// OPCO in Africa

Challenges in 5G Deployment

- **Infrastructure Deficits:** To accommodate 5G telecoms, the existing telecommunications infrastructure in Nigeria requires significant changes. The transition to 5G was made more difficult by the fact that many rural areas lacked even the most fundamental level of 4G access (Telecoms Infrastructure Report, 2023).
- **Regulatory Hurdles:** To successfully navigate the intricate regulatory landscape in Nigeria, it was necessary to engage in extensive collaboration with various government bodies to obtain the necessary approvals and spectrum allocations (NCC, 2023).
- **Financial Constraints:** The high cost of deploying 5G technology, including infrastructure investments and spectrum acquisition, posed a significant barrier (ITU, 2023).
- **Technological Barriers:** Ensuring compatibility with existing 4G networks and overcoming technical issues related to frequency bands and signal propagation was essential (GSMA, 2023).
- **Consumer Readiness:** Educating the public and ensuring the affordability of 5G-enabled devices were crucial to achieving widespread adoption (PwC, 2023).
- **Transmission Limitation:** 5G deployments require high-capacity transmission links of up to 10Gbps. In addition to that, upgrading transmission links posed a significant challenge.
- **5G Mobile Phone Manufacturer Certification:** Limited support for 5G bands (e.g., N78) in available devices. Additionally, Delays in certification and testing for major brands like Apple and Samsung.
- **Affordability:** High cost of 5G-enabled devices, customer premises equipment (CPE), and data subscriptions limited revenue from the initial rollout. Only a small proportion of Nigeria's smartphones are 5G-enabled, making operators cautious about aggressive rollouts.
- **Power Supply:** Nigeria still suffers from epileptic, or lack of power supply and this hindered consistent network performance.

Strategies for Overcoming Challenges

- **Public-Private Partnerships (PPPs):** Collaborations between the Nigerian government and private telecom companies were pivotal in financing and accelerating the deployment of 5G infrastructure (MTN Nigeria, 2023). Furthermore, Deployment of innovative solutions such as small cells and edge computing to enhance network capacity.
- **Incremental Rollout:** Focusing initial efforts on urban centres with high demand and gradually expanding to rural areas helped manage costs and technical challenges (Ericsson, 2023).
- **Regulatory Support:** Engaging with regulators to streamline the approval process and create a conducive environment for investment was crucial (NCC, 2023).
- **Local Talent Development:** Investing in training and development programs for local engineers and technicians ensured the availability of a skilled workforce needed for the deployment and maintenance of 5G networks (Huawei, 2023).
- **Consumer Education Campaigns:** Raising awareness about the benefits of 5G and providing incentives for early adopters helped drive consumer interest and acceptance (Deloitte, 2023).

Case Study: Nigeria's First 5G Network

1. **Project Overview:** The first 5G network in Nigeria was launched by MTN Nigeria in September 2022. The initial phase covered major cities, including Lagos, Abuja, and Port Harcourt (MTN Nigeria, 2023).
2. **Implementation Process:**
 - **Infrastructure Upgrade:** Existing cell sites were upgraded with 5G equipment, and new base stations were installed in strategic locations (Ericsson, 2023).
 - **Spectrum Acquisition:** MTN secured the necessary 5G spectrum through government auctions (NCC, 2023).
 - **Pilot Testing:** Initial testing was conducted to ensure network stability and performance before the commercial rollout (MTN Nigeria, 2023).
3. **Outcomes and Impact:**
 - **Economic Growth:** The introduction of 5G has stimulated economic activities, particularly in tech startups and industries relying on IoT and high-speed internet (PwC, 2023).
 - **Digital Inclusion:** While the initial impact was felt primarily in urban areas, plans are underway to extend 5G coverage to rural regions, promoting digital inclusion (ITU, 2023).
 - **Consumer Experience:** Users reported significantly faster internet speeds and improved connectivity, enhancing their digital experiences in areas such as online education, telemedicine, and entertainment (Deloitte, 2023).
4. **Impact of 5G in other sectors**

Local Businesses

- Enhanced connectivity has enabled businesses to leverage digital tools and platforms.
- Increased efficiency and innovation, particularly in sectors like fintech and e-commerce.

Education

- Improved access to online educational resources and remote learning opportunities.
- Greater connectivity in rural areas, bridging the educational divide.

Healthcare

- Telemedicine and remote diagnostics have become more feasible, improving healthcare access.
- Enhanced data collection and analysis capabilities for public health initiatives.

Economy

- Boosted economic growth through improved business operations and new digital ventures.
- Creation of jobs in technology, infrastructure, and service sectors.

5. Insights and Recommendations

Tailored Strategies

- Customized approaches are essential to address the unique challenges of each emerging market.
- Leveraging local knowledge and expertise can significantly enhance project success.

Stakeholder Collaboration

- Strong partnerships between government, private sector, and communities are crucial.
- Transparent communication and shared goals foster a cooperative environment.

Continuous Innovation

- Ongoing investment in research and development to keep pace with technological advancements.
- Adoption of flexible and scalable solutions to accommodate future growth.

Lessons Learned

1. **Importance of Strategic Partnerships:** Collaboration between government, private sector, and international partners was essential in overcoming financial and technical challenges (MTN Nigeria, 2023).
2. **Regulatory Flexibility:** Adaptive and supportive regulatory frameworks can significantly expedite the deployment process (NCC, 2023).
3. **Incremental Deployment:** Starting with urban centres and expanding gradually allows for manageable investment and technical adjustments (Ericsson, 2023).
4. **Consumer Engagement:** Early and continuous consumer engagement ensures market readiness and helps address potential concerns and misconceptions about new technology (Deloitte, 2023).
5. **Sustainability Focus:** Ensuring that 5G deployment is economically and environmentally sustainable is crucial for long-term success (GSMA, 2023).

Conclusion

The launch of Nigeria's first 5G network provides valuable insights into the complexities and opportunities of integrating advanced telecommunications in emerging markets. By leveraging strategic partnerships, supportive regulatory frameworks, and focusing on incremental deployment, Nigeria has set a precedent for other emerging economies to follow. The lessons learned from this experience can guide future 5G projects, promoting economic growth, technological advancement, and digital inclusion across the globe.

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