

Telco ROI & business case

A framework for evaluating OCRA against your network baseline

Cost assumptions from the supplied presentation

OPEX: around 30%	The presentation cites Korean-operator cost analysis. The simplified comparison moves from a cost index of 10 to 7 through remote management and fewer field visits.
CAPEX: approximately 10%	An illustrative coverage scenario uses 90 equipped sites instead of 100. Site count is a planning scenario, not a deployment guarantee.
LTE quality: up to 8% exposure	The deck attributes up to 8% quality degradation to incorrect antenna alignment, citing a Sunsight white paper. It does not establish an OCRA-specific 8% recovery guarantee.
Spectrum value	The deck uses a roughly \$600M spectrum-license context and a 20% misalignment scenario. This is an illustration of investment exposure, not \$600M of savings from OCRA.

Build a site-specific model

1. Record the current annual visit count, travel time, labour cost and access delays.
2. Identify which alignment visits can actually be replaced by remote control.
3. Include system, integration, data-link and maintenance costs.
4. Compare coverage, throughput, drops and interference before and after alignment.
5. Review results over comparable traffic and weather conditions.

Useful calculations

Annual net benefit = avoided visit costs + validated operational benefit - additional annual operating costs.

Simple payback = implementation cost / annual net benefit, where annual net benefit is positive.

Safety and future coverage

Remote alignment reduces exposure to climbing during routine adjustments. It does not remove the need for physical installation, repair or all site visits. Up-tilt to +35 degrees supports exploration of UAM and future network coverage; 6G / NTN revenue depends on deployment readiness.

Actual savings depend on the baseline and scope. Agree PoC acceptance criteria before rollout.