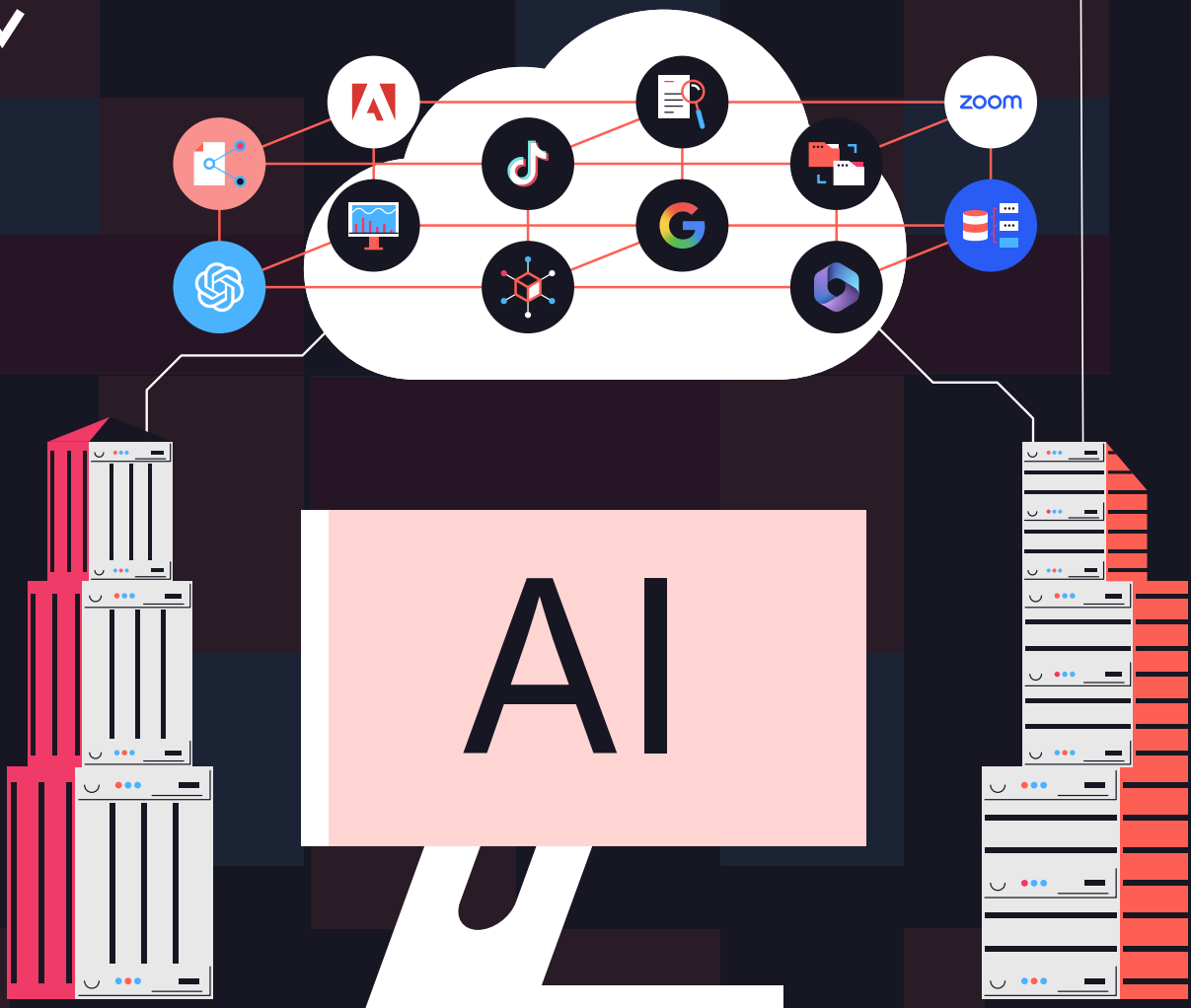




Graphiant Telecom Strategy: •

Enabling Sovereign Data
Infrastructure for the AI Age



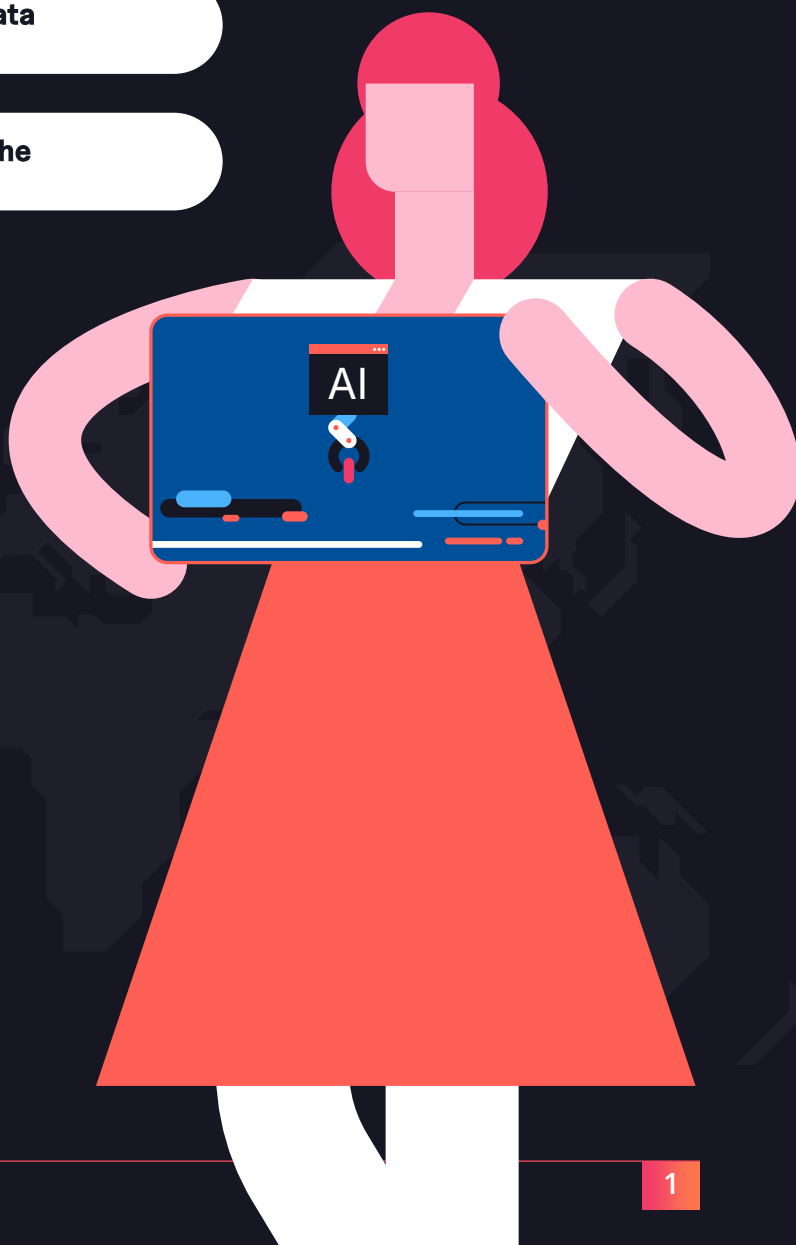
Unlocking New Telecom Growth

Graphiant gives telecom operators a new way to build and monetize networks. In an era marked by geopolitical pressures, rising costs, and the need for sovereign control, Graphiant provides a software-based approach to building sovereign data infrastructure.

With Graphiant, carriers can:

- 1 **Reduce costs through simplified operations**
- 2 **Enhance governance and security with built-in risk and compliance**
- 3 **Open new revenue streams via data exchanges and distributed AI**
- 4 **Future-proof their networks for the AI-driven digital economy**

This document outlines Graphiant's strategic vision for carriers, focusing on use cases, commercial models, and deployment strategies designed to deliver rapid ROI and long-term growth.



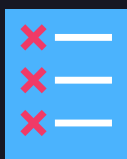
How Graphiant Solves Carriers' Biggest Problems

Carriers are facing challenges on multiple fronts:

- Rising operational and licensing costs in multi-cloud environments.
- Pressure from governments and enterprises to ensure sovereignty and compliance.
- Fragmented architectures that slow innovation.
- Need to monetize new digital services faster.

Graphiant addresses these problems with a **software-defined fabric** that simplifies networks, integrates clouds, and embeds security and compliance at the core.

Our value for carriers is simple: **Graphiant is the best way to build sovereign data infrastructure that reduces costs, unlocks new business models, and is built for the distributed AI world.**



Why Carriers Choose Graphiant

01

Sovereignty as a Core Value

- Governments and enterprises demand sovereign infrastructure.
- Graphiant allows carriers to deploy infrastructure regionally, ensuring data residency and compliance with local regulations.
- This creates differentiation against hyperscalers and foreign competitors.

02

Simplification and Cost Reduction

- Software-driven deployment eliminates tool bloat and reduces operational complexity.
- Carriers gain full visibility, real-time telemetry, and unified governance.
- Cloud onboarding is programmatic and seamless, lowering multi-cloud costs.

03

New Revenue Opportunities

- Enable **data exchanges** (formerly B2B extranets) for enterprises to transact securely.
- Support **distributed AI** by providing networks capable of handling cross-cloud, real-time data flows.
- Tokenized network credits allow carriers to sell flexible, scalable services globally.

Core Use Cases for Carriers

Graphiant's telecom strategy revolves around five primary use cases, each tied to unique carrier capabilities:



Sovereign Core Fabric

- Deploy a software data plane in the carrier's core.
- Simplify network operations while enabling sovereignty and compliance.



Cloud Connectivity

- Seamlessly integrate all enterprise multi-cloud environments.
- Outperform costly alternatives like Proximo, Alkira, Aviatrix.



Data Assurance

- Built-in visibility, security, and compliance.
- Reduce reliance on multiple third-party tools.



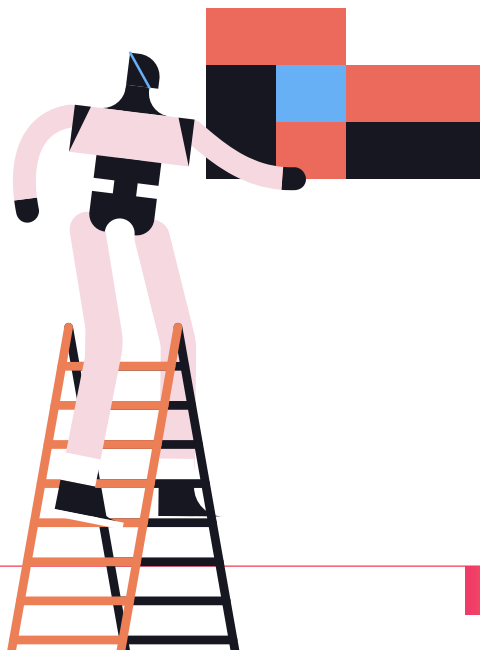
Data Exchange Enablement

- Simplify B2B connectivity by framing it as data exchange.
- Enterprises gain easier, more secure collaboration capabilities.



Distributed AI Enablement

- Support AI models across geographies with low latency and compliance.
- Run AI workloads in sovereign environments as required by regulation.



Fast, Flexible Deployment

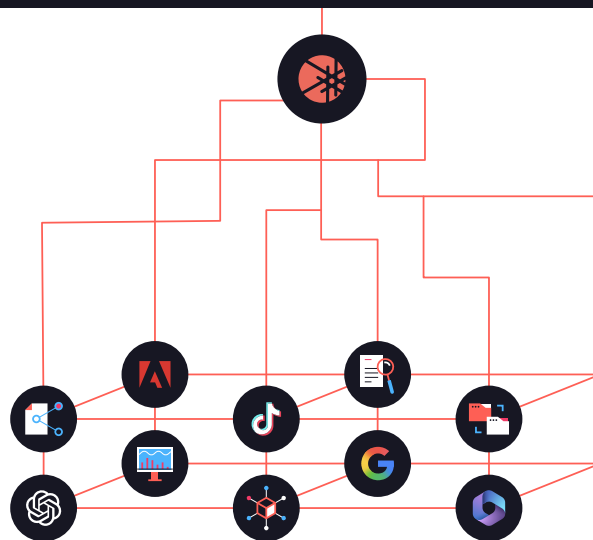
Rather than starting with architecture, Graphiant focuses on use cases and business outcomes.

Technical details (metadata, protocols, headers) are public and available for engineering review but secondary to business impact.

Deployment model:

- **Core Network Fabric:** sovereign, software-deployed.
- **Cloud Gateways:** seamless multi-cloud integration.
- **Edge Capabilities:** distributed presence to support AI and data exchanges.

This approach ensures carriers see immediate business outcomes, not abstract architecture diagrams.



ROI-Driven, Carrier First Commercial Model

Graphiant's commercial approach is designed to align with carrier economics:

01

Capacity-Based Licensing

- No device-by-device or feature-based licensing.
- One SKU: buy credits/tokens that represent bandwidth capacity.

02

Tokenization Model

- Credits function like tokenized network units.
- Flexible across geographies—Asia Pacific, Europe, Americas.
- Carriers can resell services with consistent global economics.

03

Low Entry Cost

- Attractive price point makes carrier adoption low-risk.
- ROI achieved with as few as **37 retail customers or 2 mid-sized customers.**

04

Scalable Growth

- Long-term revenue grows organically as carrier customers consume more services.
- Carriers benefit from margin expansion without upfront burden.

Commercial Model

What Sets Graphiant Apart

SUPERIOR PRODUCT

Operational simplicity and sovereignty as differentiators.

USE-CASE FOCUSED

Unlike competitors who lead with architecture, Graphiant emphasizes business outcomes.

CARRIER EMPOWERMENT

Tokenized model enables carriers to act like hyperscalers, monetizing capacity globally.

FIRST-MOVER ADVANTAGE

Early adopters capture market share and establish sovereignty-based services before competitors.

Your Next Step

Telecom providers face a choice:

- ✗ Maintain legacy models with rising costs and limited differentiation.
- ✓ Or partner with Graphiant to deliver sovereign data infrastructure, open new revenue streams, and lead in the AI age.

Graphiant's ask to carriers is clear:

- ✓ Decide quickly to secure first-mover advantage.
- ✓ Deploy Graphiant's sovereign fabric to unlock rapid ROI.
- ✓ Capture new markets by offering data exchanges and distributed AI services.
- ✓ Delay risks competitors taking the lead and capturing margin-rich opportunities

Conclusion

Graphiant provides carriers with a path to **lower costs, sovereign control, and new revenue streams**, all while simplifying operations and enabling distributed AI.

By moving fast, carriers can transform their role from connectivity providers to **sovereign digital infrastructure leaders**—capturing long-term value in a rapidly changing telecom landscape.



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