

5G Monetization Strategies

Analyzing successful 5G standalone slice monetization models across the APAC and European Tier-1 carrier markets.

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EXECUTIVE SUMMARY

5G standalone network slicing creates a genuinely new monetization surface — but only for operators whose BSS can rate, bill, and govern slice-level service agreements dynamically. This case study examines slice monetization models deployed across APAC and European Tier-1 carriers and the BSS capabilities each required.

12

Carriers surveyed

4

Slice monetization models

28%

Avg. incremental ARPU



Four slice monetization models in production

Across the carriers surveyed, slice monetization strategies clustered into four recognizable models, each placing different demands on the underlying charging and SLA-management architecture.

- Enterprise dedicated slice: fixed monthly commitment with guaranteed SLA terms
- Dynamic on-demand slice: usage-based pricing activated per session or event
- Wholesale slice-as-a-service: reseller access to slice capacity for MVNOs
- Consumer premium slice: opt-in low-latency tier for gaming and streaming use cases



BSS capabilities each model required

Dynamic on-demand and consumer premium slice models placed the heaviest demand on real-time rating and SLA-breach detection, requiring sub-second visibility into slice performance tied directly to the billing engine.

COMMON REQUIREMENT

All four models required real-time SLA-breach detection tied to automated billing adjustment — without this, enterprise dedicated-slice customers disputed invoices at a materially higher rate.



Incremental revenue outcomes

Carriers with mature slice monetization BSS capability reported an average 28% incremental ARPU uplift from 5G standalone slice offerings within eighteen months of launch, concentrated in enterprise dedicated and wholesale slice-as-a-service models.

RESULT

28% average incremental ARPU uplift within 18 months, concentrated in enterprise dedicated and wholesale slice-as-a-service models.

Continue the conversation.

To discuss how the findings in “5G Monetization Strategies” apply to your network, request a full institutional briefing with our solutions architecture team.

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