MIGO AXIS

INCEPT INNOVATE INTEGRATE

EXECUTIVE STRATEGIC WHITEPAPER // FINANCIAL ARCHITECTURE MEMO

Telco EBITDA Defense: Quantitative OpEx Rationalization & Legacy Core Retirement

Mathematical Value Creation Bridges, Strangler-Fig Decoupling, and Fiduciary Capital Allocation

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TARGET AUDIENCE: Telecom Group CEOs, Chief Financial Officers, Heads of Corporate Strategy & M&A Principals

LEAD PRACTICE: Capital Advisory & Enterprise EBITDA Strategy

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1. The Boardroom Dilemma: Structural Margin Compression

AUDITED VALUE REALIZATION WATERFALL

+$145M EBITDA Expansion | -22% Run-Rate OpEx

By decoupling monolithic BSS/OSS stacks and retiring legacy maintenance contracts, a 42M-subscriber regional operator achieved +$145M in net EBITDA expansion over 24 months with a 14-month payback horizon.

Telecommunications boards face intense macroeconomic headwinds: capital expenditure on 5G infrastructure remains high, while average revenue per user (ARPU) stagnates across consumer segments. To protect enterprise valuation and maintain dividend yield, leadership must address the single largest drag on corporate profitability: legacy operational expenditure (Run-Rate OpEx).

2. The $145M EBITDA Value Creation Bridge

MiGo Axis models value creation through three mathematically grounded operational levers, moving beyond high-level strategy into verifiable EBITDA expansion:

Value Creation Lever	Financial Mechanism	Audited Impact	Timeline
Lever 1: Operational Run-Rate OpEx	Level 4 Autonomous NOC closed loops & automated triage	$62M Net OpEx Reduction	Months 1–12
Lever 2: Vendor CapEx Rationalization	TM Forum ODA decoupling & multi-vendor API standardization	$48M CapEx Savings	Months 6–18
Lever 3: B2B Enterprise Provisioning	Automated dedicated circuit activation (<24h vs 19 days)	$35M Revenue Uplift	Months 12–24
TOTAL AUDITED VALUE BRIDGE	Aggregated 3-Year Enterprise EBITDA Creation	+$145M Cumulative EBITDA	24-Month Program

3. Strangler-Fig Core Modernization: Eliminating 'Big Bang' Risk

Traditional systems integrators propose high-risk, multi-hundred-million-dollar 'big bang' replacements of core billing engines. These programs routinely overrun by 300% and risk catastrophic billing outages. MiGo Axis enforces the Strangler-Fig Architecture Pattern: wrapping legacy cores in standardized TM Forum Open APIs (TMF620/622/641), diverting digital enterprise traffic to cloud-native microservices, and progressively suffocating the legacy core over 18 months with zero customer disruption.

4. Fiduciary Contracting: Deliverable-Linked Risk Sharing

Unlike conventional consulting firms that bill by the hour regardless of business outcomes, MiGo Axis structures commercial advisory agreements tied to validated EBITDA milestones. If the architecture does not achieve the target OpEx run-rate reduction, advisory fees are adjusted accordingly, establishing true fiduciary alignment between advisors and the board.
