

Carrier & Wholesale Unit



stc's Carrier & Wholesale Business Unit (C&W) is the Kingdom's wholesale partner of choice, delivering best-in-class, end-to-end solutions and services to its customers and partners in Saudi Arabia and across the globe. It is differentiated through its high-quality and efficient technology offerings and its commitment to continuous innovation and improvement.

C&W has transformed into an agile technology unit and adopted new ways of working. The Unit's dedication to staying ahead in the rapidly evolving digital landscape showcases its proactive approach to embracing digital advancements and incorporating them into its operational framework.

Fully aligned with stc's DARE 2.0 strategy, C&W's strategic focus is designed to drive growth and contribute to achieving the stc's strategic objectives. This alignment ensures C&W plays an essential role in driving stc's digital transformation and customer journey, while staying at the forefront of technological innovation within the telecommunications and digital infrastructure industries.

The Unit prioritizes the implementation of leading next-generation technology and digital offerings to explore new revenue streams from unconventional and innovative initiatives. It focuses on expansion to bolster profitability, diversify stc's business and strengthen the Kingdom's position as a regional digital hub.

With the launch of center3 operations, 2023 was a landmark year for C&W. Creating immense new value for stc, its customers and the Kingdom, the new subsidiary provides data center hosting and subsea connectivity in the Kingdom and beyond. This milestone moment for the Kingdom's technology sector is set to forge a new digital path for Saudi Arabia and the region.

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Representing a leap forward in establishing Saudi Arabia's ambitions as the preeminent digital hub at the crossroads of 3 continents, this visionary venture transcends geographic boundaries, connecting Europe, Asia, and Africa through Saudi Arabia's strategic location.

Its robust network acts as a magnet, attracting leading players including hyperscalers, gaming and content providers, cloud giants and international carriers. For them, center3 unlocks a gateway to seamlessly serve regional customers with unparalleled speed and scalability, empowering them to reach new digital heights.

Strategic partnerships and progress

In 2023, C&W marked a year of significant achievements, establishing itself as a frontrunner in the global communications and digital infrastructure sector. The Unit's accomplishments are characterized by strategic partnerships and technological advancements, aimed at enhancing customer experiences and fostering sustainable digital environments.

One of the key achievements was the signing of an agreement with Qwilt for an open caching solution, a move designed to significantly boost the quality of streaming experiences across the Middle East. This partnership demonstrates stc's commitment to leveraging cutting-edge technology to enhance digital media consumption.

Increasing its global footprint, C&W signed a Memorandum of Understanding (MoU) with China Mobile International (CMI). This collaboration aims to extend their connection blueprint reach and provide comprehensive global IoT connectivity in the MENA region, showcasing stc's dedication to expanding its services and strengthening international ties.

In a strategic partnership with the Royal Commission for AlUla (RCU), C&W committed to building and preparing a digital infrastructure in AlUla. The goal is to transform AlUla into a smart, sustainable city offering unique digital experiences for both visitors and residents, marking a significant step in stc's pursuit of creating smart urban environments.

An important development in enhancing customer roaming experience was the launch of LTE and VoLTE services in partnership with Verizon, the largest telecom provider in the US. This collaboration underscores stc's focus on improving connectivity for its customers, especially in the US, a top tourist destination for them.

C&W also signed a partnership agreement with ROSHN Group, a leading national real estate developer, and an MoU with the National Housing Company. These partnerships are centered on developing neutral-host digital infrastructures for real estate projects, emphasizing stc's role in shaping the digital landscape of the real estate sector.

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Lastly, stc and SKYFive Arabia signed an agreement to introduce broadband inflight connectivity in the MENA region. This initiative positions stc at the forefront of enhancing connectivity experiences, even at high altitudes, furthering its reputation as an innovator in telecommunications.

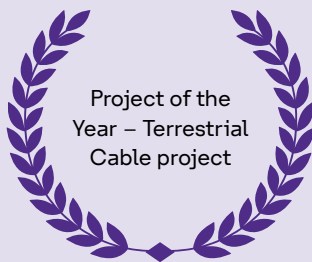
Collectively, these achievements in 2023 reinforce stc's position as a leader in global innovation and excellence. By constantly pushing the boundaries of technology and prioritizing customer needs, stc sets a benchmark for excellence and shapes the future of connectivity in the region.

Carrier & Wholesale Unit continued

Awards and recognitions

C&W received compliance certification (with a score of 98%) from the ITW Global Leaders' Forum (GLF) Code of Conduct, demonstrating stc's commitment to combatting fraud in the international carrier industry.

In addition, C&W won 6 awards during 2023:



Awarded by
Global Carrier Awards 2023



Awarded by
Global Carrier Awards 2023



Awarded by
2023 Glotel Awards



Awarded by
2023 Telecom Review Awards



Awarded by
2023 Bronze Stevie Award



Awarded by
2023 Bronze Stevie Award

Carrier & Wholesale in 2024

Looking forward, C&W will accelerate growth and embrace transformation to create value and contribute to the goals of stc's DARE 2.0 strategy. It is focused on reinventing customer experiences, not just digitizing journeys but unlocking the full potential of digital and analytics to become an agile technology juggernaut, redefining operations and pioneering new ways of working.

It will drive diversification and maximize shareholder returns through strategic investments, such as Fibre to the X (FTTX) and in-building solutions (IBS), while innovating to fuel progress as it delves into new digital frontiers, leveraging data centers and submarine cables to explore cutting-edge opportunities, including NIP and Mega.

C&W will continue to be a catalyst of progress for stc, steering digital transformation and securing its place at the forefront of the technological landscape for years to come.