

# MODERNIZE YOUR NETWORK WITH DELL TECHNOLOGIES CONSULTING SERVICES

## ESSENTIALS

- Compete against disruptive competition
- Improve customer experiences
- Decrease capital and operational expenditures
- Increase agility to develop and deploy new services
- Prepare for the next wave of innovative opportunities with 5G
- Meet regulatory compliances

### Business Challenge

The telecommunication industry is undergoing a massive transformation to address the needs of the new digital world. The emergence of the digital economy fueled by the adoption of cloud, mobile, smart devices and IOT is fundamentally changing the industry's capabilities and operating model. On one hand, service providers are challenged with increased demand for bandwidth, new service and improved customer experience, on the other, they are challenged by cloud-powered disruptive competition with new business models. Adding to these trends are Over-The-Top (OTT) services from the likes of Facebook, Amazon, Google, etc., which are beginning to erode the profits of traditional telecommunications service providers (TSP).

To stem the tide and remain relevant, TSPs are compelled to adopt cloud-based, agile and innovative service delivery models to meet growing customer expectations. They must change the way new solutions are developed and brought to market to stay competitive and be prepared for new digital opportunities and 5G—and that requires examining the setup of their existing network infrastructure.

### Modernize Your Network to Meet Today's Growing Demands and Prepare for 5G

Dell Technologies has developed a comprehensive portfolio of solutions and services to help you on your transformation journey. We will help you develop a strategy for the future, accelerate the adoption of your NFV or SD-WAN cloud infrastructure, and develop an agile service delivery model through automation and operational (people, process) changes.

Dell Technologies Consulting Services has a collaborative approach to projects that can be summarized as a 'do with' rather than 'do to' approach. As a first step we will collaborate with you to align your goals with business objectives. Working together, we will develop a business case/strategy to help senior management make informed transformation decisions. Based on your goals and objectives we will develop a detailed roadmap to achieve your "TO-BE state". We follow that up with a pilot or production implementation and integration of the solutions in your environment to achieve your desired transformation goals.

### Create Your Strategy

Our [advisory services](#) for Telco cloud and next-generation access are intended to help you develop a strategy, business case and an actionable roadmap for your transformation project, including 5G. We will work with you to prioritize use cases and establish transformation priorities to meet your business objectives. We start by assessing your current state, identifying desired future state, and reviewing any constraints for the transformation.

## BUSINESS BENEFITS

### Speed to Market

- Leverage the agility and flexibility of software driven NFV- and SD-WAN technologies to accelerate the launch of new services and compete effectively with emerging and OTT services

### Reduce OPEX

- Control the operational costs associated with managing siloed legacy network infrastructures by migrating to shared, open cloud platforms with common management and orchestration

### Maximize CAPEX

- Reduce the large cost of deploying proprietary purpose-built network infrastructure, by adopting software defined NFV- and SD-WAN platforms that are based on industry standard x86 infrastructure stack

Our consultants will also help you understand architecture and technology choices available so you can make informed decisions. We then help you build a comprehensive business case that includes documenting clear business benefits of moving towards an NFV or SD-WAN infrastructure, and the total cost of ownership/return on investment financial model.

Preparation	On-site workshop	Follow up
<ul style="list-style-type: none"> <li>• Customer Completes Questionnaire</li> <li>• 30-50 Core questions across 7 key areas</li> </ul>	<ul style="list-style-type: none"> <li>• Confirm business objectives</li> <li>• Review NFV/SD-WAN technologies choices and benefits</li> <li>• Review use cases/ applications</li> <li>• “AS-IS” “TO-BE” Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Develop final summary report</li> <li>• Key considerations and observations</li> <li>• Strategic and executable roadmap and timeline</li> <li>• TCO/ROI, Business benefits</li> </ul>

**Table 1. Elements of the advisory services**

### Realize Your Vision

Our [implementation services](#) for Telco cloud and next-generation access are designed to reduce time to value for deploying an NFV or SD-WAN infrastructure in support of your future state, while reducing risk. Whether you deploy a custom solution or purchase a Dell EMC Service Provider Ready Solution we know you want to be up and running as quickly as possible. Our implementation services are available for the following:

**Telco Cloud**—pre-validated systems to facilitate adoption and improve time to service:

- Dell EMC Ready Solution for VMware NFV Platform
- Dell EMC Ready Architecture for Red Hat OpenStack Platform

**Next Generation Access**— Dell EMC Networking Virtual Edge Platforms (VEP) are purpose-built open uCPE platforms to host VNFs (virtual networking functions), which are ideal access platforms for SD-WAN and are fully integrated with leading SD-WAN software from Versa, VeloCloud, Adva and several others:

As part of implementation services, we will validate the design, perform installation and configuration of the underlying hardware infrastructure, the NFV or SD-WAN software solution stack, complete system integration and conduct burn-in testing so the chosen stack will be ready for broader integration into your environment. At the end of the service, you will have a complete end-to-end NFV or SD-WAN stack, ready to deploy VNF workloads.

## Realize the Value

Dell Technologies Consulting Services also offers [custom integration and operational services](#) designed to help you integrate your new NFVi or SD-WAN solution, including integrating with your existing systems (OSS/BSS), orchestration tools and VNF manager, for example. We can help operationalize and automate your NFVi or SD-WAN deployment by providing custom VNF onboarding and end-to-end management and orchestration services. Our build-operate-transfer services also includes on-site residency, out-tasking or managed services to assist with day two operations of the solution.

## Dell EMC Service Provider Ready Solutions

**Dell EMC Ready Solution for VMware NFV Platform** includes open standards-based Dell EMC cloud infrastructure hardware (compute, networking) and a choice of a Virtual Infrastructure Manager (vCloud Director or VMware Integrated OpenStack) with vSAN. The solution is pre-validated with VMware vCloud NFV Platform.

**The Dell EMC Ready Architecture for Red Hat OpenStack Platform** includes open standards-based Dell EMC cloud infrastructure hardware (compute, networking) and Red Hat OpenStack Platform. The solution is pre-validated with Red Hat OpenStack Platform software and includes the Kernel-based Virtual Machine (KVM) hypervisor, Open vSwitch (OVS) and Neutron plugins as well as Cinder, Glance, and Swift OpenStack storage modules.

**The Dell EMC SD-WAN Edge** powered by VMware is a validated and bundled solution that offers a better-together experience of award-winning SD-WAN software on the Dell EMC VEP. This solution is unique to Dell Technologies, available as subscription with a single support number to call for both hardware and software.

## Summary of Benefits

Dell Technologies Consulting Services experts are here to help you realize your vision, no matter where you are in your transformation journey.



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