

Enterprise Executive Perspectives: What Users Need Most From NaaS Solution Providers



Global NaaS Event
By MEF



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What's on a CDIO's Mind?

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Chair and CEO – Live Earth

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Global Exec: Background Spanning Technology, Telecom, Media, and Finance

CTO Forum – Forum of 100+ Technology members - Advisory Board Member

Telecom

CIO - Verizon

Financial Services

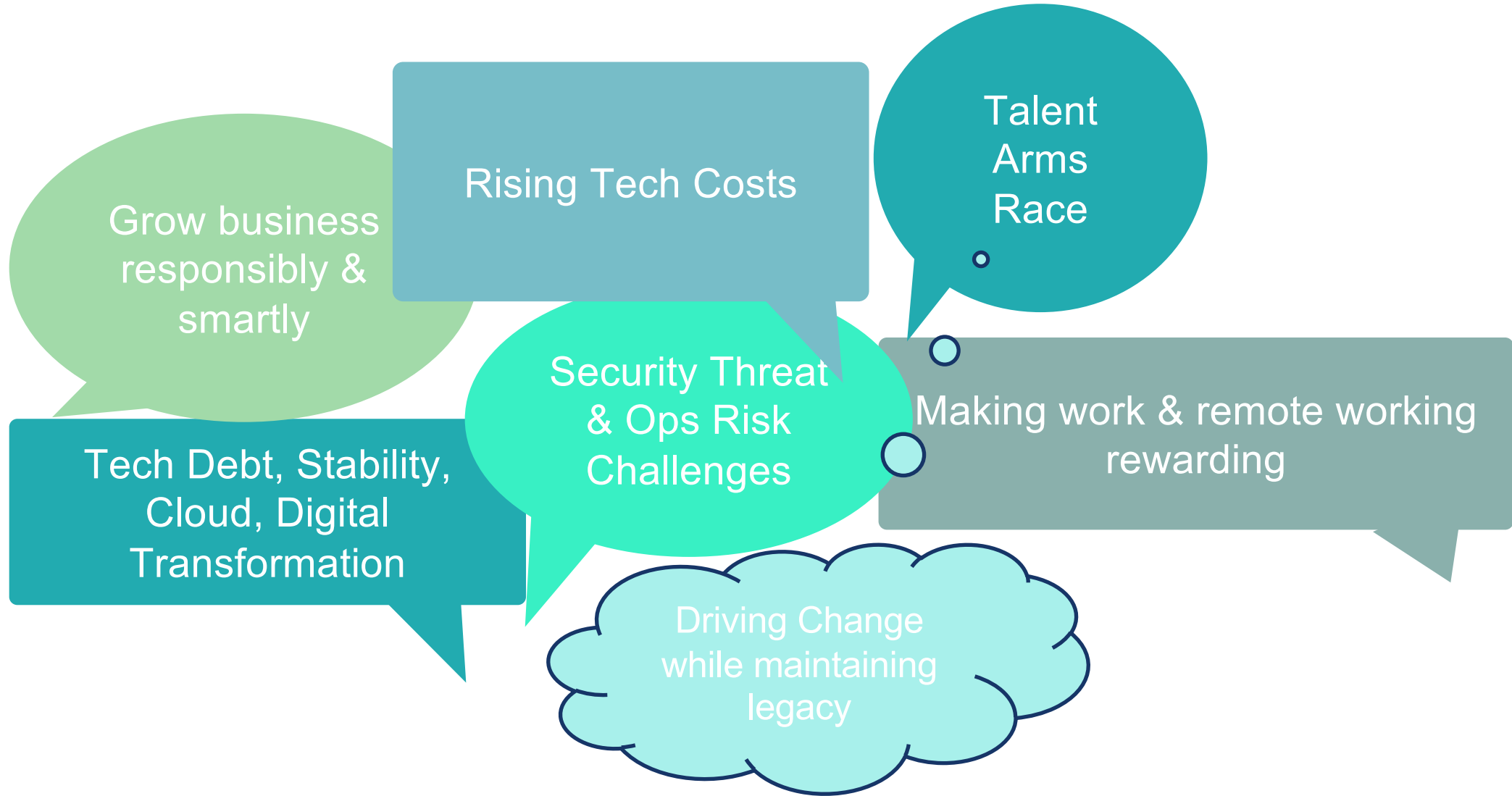
CTIO/CDO – Credit Suisse

VC/PE

Insight Partners, Apollo, Cerberus

TM Forum – Global body consists of 900+ members from Telecom, Tech, and Media - Board Member

Current CDIO Challenges as Technology Trends Shift



Major technology trends that are shaping digital transformation

Advanced-Data Analytics

- *Gen AI, Inference Chipsets*
- *AI/ML, Natural Language Processing*
- *Data as an Asset, Machine Vision*

Cloud

- *Cloud Computing*
- *Agile, DevSecOps*

Next Generation Computing

- *Quantum Computing, Ambient Computing*
- *Metaverse*

Platform Business Models

- *API-enabled ecosystems*
- *Open Banking, Blurring of industry boundaries*

Distributed Ledger Technology

- *Blockchain, DAOs*
- *Web 3.0*

Cybersecurity

- *Zero-trust security*
- *Advanced Identity Management*

Future of Connectivity

- *5G*
- *Internet of Things (IoT)*

Future of Process Automation

- *4D Printing, Digital Twin*
- *Industrial Internet of Things (IIoT)*

Key PILLARS of a Data & Tech Strategy

Must Be Customer Centric, Innovative, Efficient, Resilient, and Nimble

PILLAR 1	PILLAR 2	PILLAR 3	PILLAR 4	PILLAR 5
<p>Business Aligned Value Creation</p>	<p>Fit-for-Future Architecture & Data</p>	<p>Activate Strategic Partnerships</p>	<p>ROI-driven delivery models</p>	<p>Talent, culture & ways of working</p>
<p>A. Alignment with top business priorities to ensure value creation</p>	<p>A. Reuse of code, platforms, ecosystems, widely used API and Microservices</p>	<p>A. Accelerate business priority with strong firm-wide collaboration, driving partners, regulators, and investors</p>	<p>A. Prioritize and invest in high-yielding ROI initiatives</p>	<p>A. Start-up culture with global collaboration, diversity, and inclusion at the core</p>
<p>B. Innovate and co-create in partnership with business to address client needs</p>	<p>B. Prioritize optimizing the entire value chain</p>	<p>B. Effective Build vs. Buy externally vs. Reuse internally decisions</p>	<p>B. Execute consistent and frictionless delivery approaches with empowerment and accountability</p>	<p>B. Agile engineering approach with ‘automate everything mindset’.</p>
<p>C. Customer centric holistic delivery model and mindset</p>	<p>C. Relentless focus on architecture simplification and underlying data</p>	<p>C. Experiment and Ideate with thought leaders</p>	<p>C. Lightweight oversight of delivery with end-to-end ROI understanding and</p>	<p>C. Invest in people to build modern technologists and leaders that translate</p>

Challenges in Executing the Strategy

- Launching Digital Platforms needs deep business & client understanding, besides extensive change management
- F2B Data Architectures are very complex, and most infrastructure is old and laden with technical debt
- Build vs. Buy is a significant cultural shift and needs sustained investments and partnerships
- ROI is never clearly understood before the start of a project, and instrumentation and capture of benefits are not deeply rooted in the minds of business
- Creating full-stack teams and a culture of innovation is challenging in large organizations and needs tremendous energy, enthusiasm, and patience
- Now imagine introducing GenAI in this ecosystem...

The emergence of GenAI is changing the landscape

- Every company is considering adapting GenAI; some are in POC mode, and a few have applications in production
- The emergence of data as a protected asset is growing, and companies are hesitant to move it out of their security perimeter
- Emergence of large-scale implementations using VPC
- For applications hosted in clouds, an inference may need to happen at the edge for mission-critical apps
- The cost of inference is very high, and the price of training models is also high
- Supply chain challenges creating chip shortfall
- Talent Shortages and Massive Challenges with Enterprise Change Management
- We also need to consider compliance, legal, and ethical frameworks

What does this mean for companies focused on offering NaaS?

- Can Network partner with inference chip manufacturers to embed AI inference at the network edge?
- If data is within the security perimeter, how can Network and Hyperscalers partner in new ways?
- Can the cloud become an extension of Edge for GenAI?
- How can the Network play a creative role in enabling new GenAI-enabled HW?
- Can NaaS be used to enable multimodal LLM?

Thank you!



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