01
Why?
Today's Manual Enterprise Network Delivery

Enterprise Customer

RFP

"I want a secure, reliable network to connect our distributed people, customers, partners & locations to the clouds, applications & resources they need to conduct business?"

Managed Network Services Provider

❌ **Manual RFP handling –** high cost & effort, doesn't scale

❌ **Limited or no network Self-Service** – mostly Day 2

Supplier Capabilities, (internal/external)

1000s SKUs & Capabilities

- **Overlay SD-WAN / SASE** - multiple vendors / providers

- **Underlay Connectivity –** multiple wholesale partners (last-mile, inter-connect, transit, satcom, edge)

- **Managed / Prof. Service –wrap** offerings

❌ **Significant barriers to realizing NaaS**

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What?
Tomorrow's Automated NaaS Delivery

Naas Customer

Self-Service APIs & Portal

"I want a secure, reliable network…

+

.. the ability to make changes as needed & view my network status any time"

NaaS Provider

✓ **Automate requirements capture & handling** – slash cost / effort & scale

✓ **Provide comprehensive Day 0 – 2 self-service**

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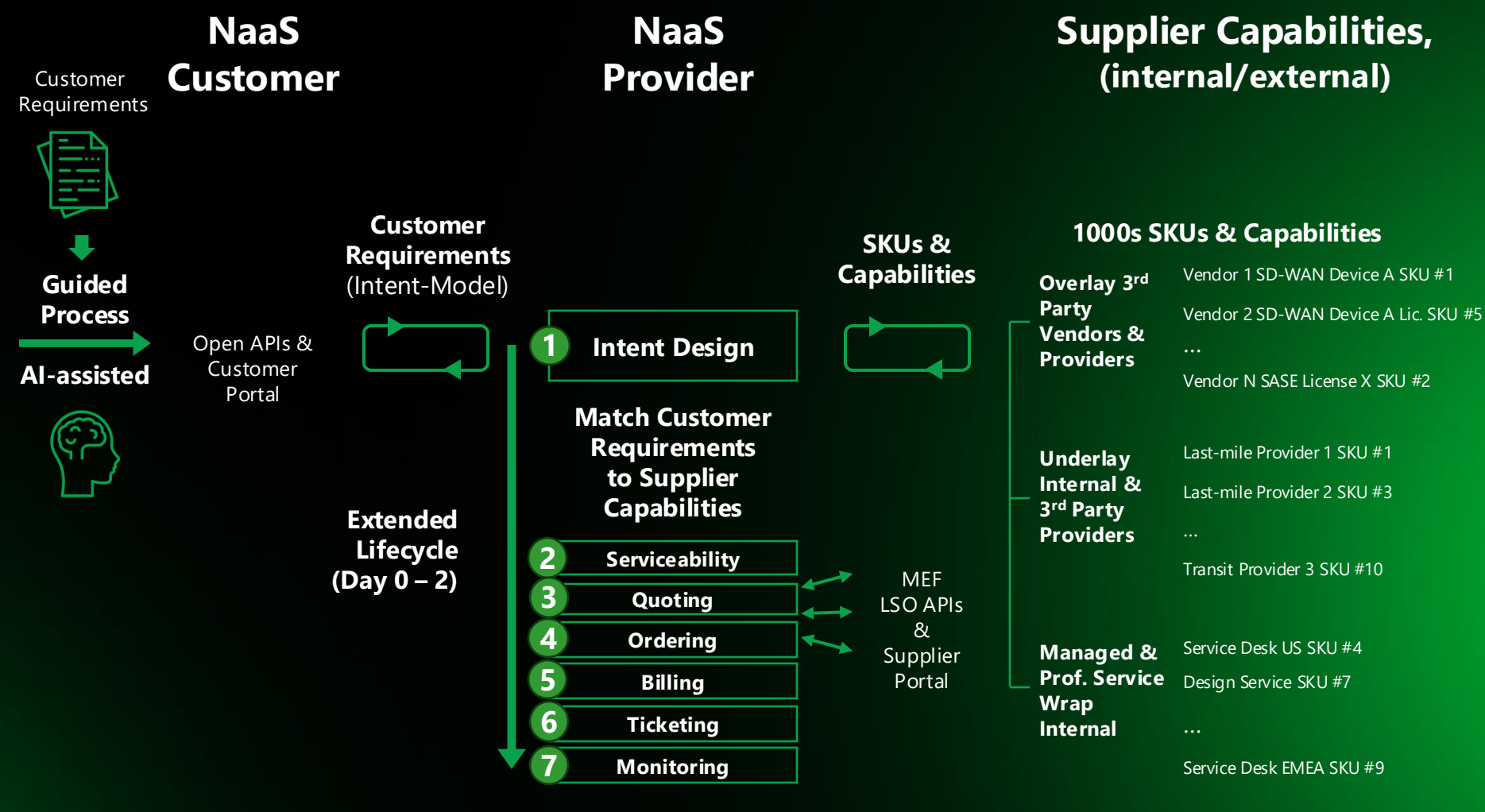
- **Managed / Prof. Service –wrap** offerings

✓ **Standardize & Automate entire NaaS supply-chain**

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How?

Open Standard, Decentralized supply-chain Automation

NaaS Customer

Customer Requirements

Guided Process

AI-assisted

Open APIs & Customer Portal

Customer Requirements (Intent-Model)

Extended Lifecycle (Day 0 – 2)

NaaS Provider

1 Intent Design

Match Customer Requirements to Supplier Capabilities

2 Serviceability
3 Quoting
4 Ordering
5 Billing
6 Ticketing
7 Monitoring

MEF LSO APIs & Supplier Portal

SKUs & Capabilities

Supplier Capabilities, (internal/external)

1000s SKUs & Capabilities

Overlay 3rd Party Vendors & Providers

Vendor 1 SD-WAN Device A SKU #1

Vendor 2 SD-WAN Device A Lic. SKU #5

...

Vendor N SASE License X SKU #2

Underlay Internal & 3rd Party Providers

Last-mile Provider 1 SKU #1

Last-mile Provider 2 SKU #3

...

Transit Provider 3 SKU #10

Managed & Prof. Service Wrap Internal

Service Desk US SKU #4

Design Service SKU #7

...

Service Desk EMEA SKU #9

Use of intent design + standard process, APIs, products & services across the entire supply-chain

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Real World NaaS Automation Examples

Global SATCOM Provider

- **Unified Self-Service APIs & Portal**
- Enterprise & Wholesale
- CX, mid & top tier customers
- Cut costs, lower tier customers
- MEF LSO Cantata & Sonata
- Perf. Management, Order Management & Trouble Ticketing
- TM Forum back-office systems

MENA Tier 1 NaaS & Wholesale Provider

- **NaaS w/ Self-Service APIs & Portal**
- Enterprise & Wholesale
- MEF 3.0 CE, DWDM & IP services
- MEF LSO Cantata & Sonata
- Integrate multiple NatCos / OpCos
- Serviceability, Quoting, Ordering & Trouble Ticketing
- TM Forum back-office systems

European Tier 1 Naas Provider

- **NaaS services combining:**
  - **Overlay SD-WAN / SASE**
  - **Underlay Connectivity, last-mile access, cloud connect etc.**
  - **Managed / Prof. Service wrap**
- Intent Design – match customer requirements to supplier capabilities
- Pre-ordering and ordering.
- TM Forum back-office systems

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Summary

**NaaS
Automation
Recommendations**

Begin with the end in mind =>

- Open standards, decentralized architecture to avoid lock-in

- Intent Based / AI assisted Design – to reduce complexity for customers

- Comprehensive Self-service (APIs & Portals)

- Open standard for all interactions with Customers & Suppliers

- Full life-cycle Day 0-2 automation

Follow phased approach, pick conquerable, commercially viable use-cases & build towards target.

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Global NaaS Event
By MEF

Thank you!