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# ENTERPRISE CLOUD NETWORK AUTOMATION

MEF Accelerator Project „Flat Hammer"

# Project Participants Representatives

**Frank Huang**

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CSO & Co-founder
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CTO & Co-founder
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# Introduction

# Enterprise Customer Problem – Why?

Enterprises need secure, reliable networking to connect their globally distributed users & sites to the distributed applications and resources they need to conduct business.

Currently they:

- **Lack of readily available global network coverage** from a Single Provider

- **Lack of a „Single-pane-of-glass"** to negotiate & manage their Networks

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# Video Statement

**Dr. Bertold Frech**

VP International Strategy,
Marketing & Steering
Deutsche Telekom
Global Carrier

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# The Solution

# Enterprise B2B Provider's Solution – What?

- **Extend Network coverage** using services and infrastructure of a broad range of co-located / inter-connected 3rd Party Providers

- **Offer Self Service (APIs & Portals)** that makes buying of e2e connectivity as easy as buying a multi-hop flights on a one-stop travel website.

# Project Outline – How?

It demonstrates how

- to **extend Enterprise B2B Provider's network coverage beyond traditional telco ecosystem**

- by **introducing Inter-Party Automation** we can

  - offer intuitive **cloud-like experience** to the Enterprise Customers for ordering & operating E2E network services

  - **match Enterprise Networking needs** to the available 3rd Party services and infrastructure

  - onboard, negotiate and **manage services with various 3rd Party** service and infrastructure Providers

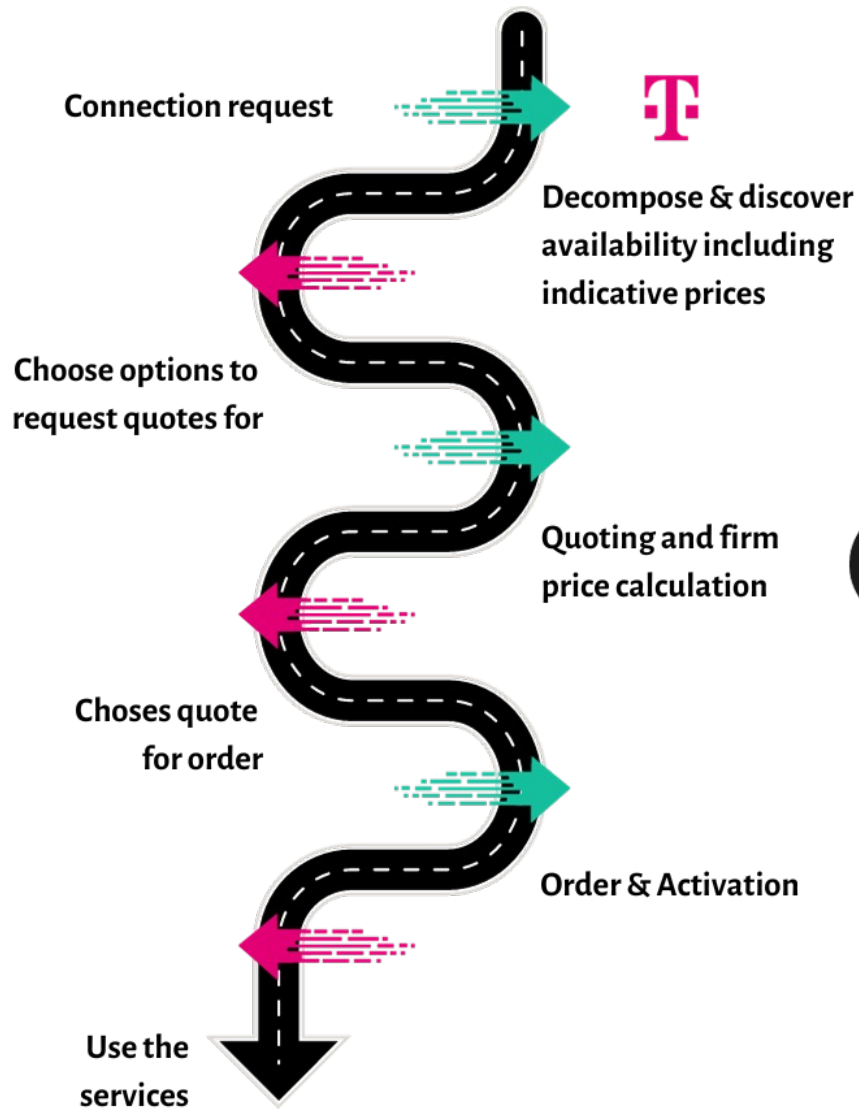# MEF GNE "Flat Hammer" Accelerator overview
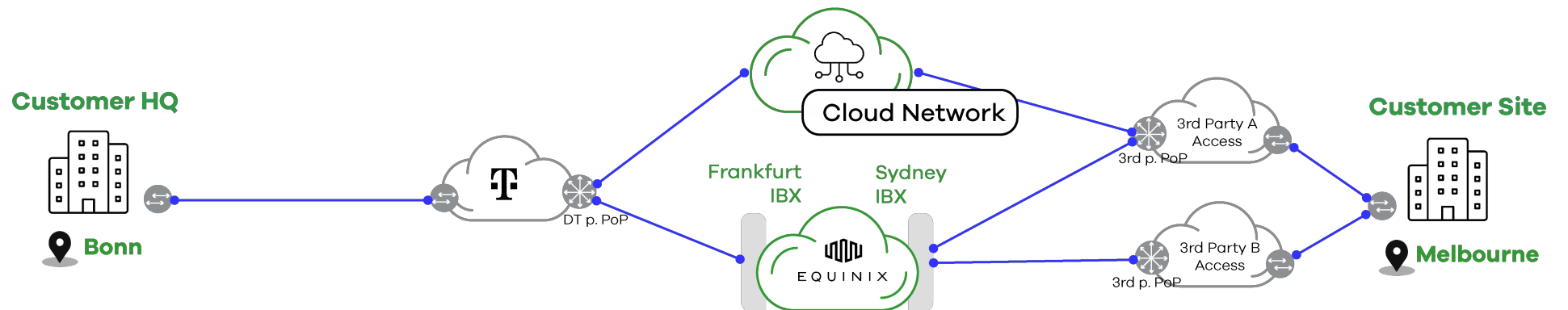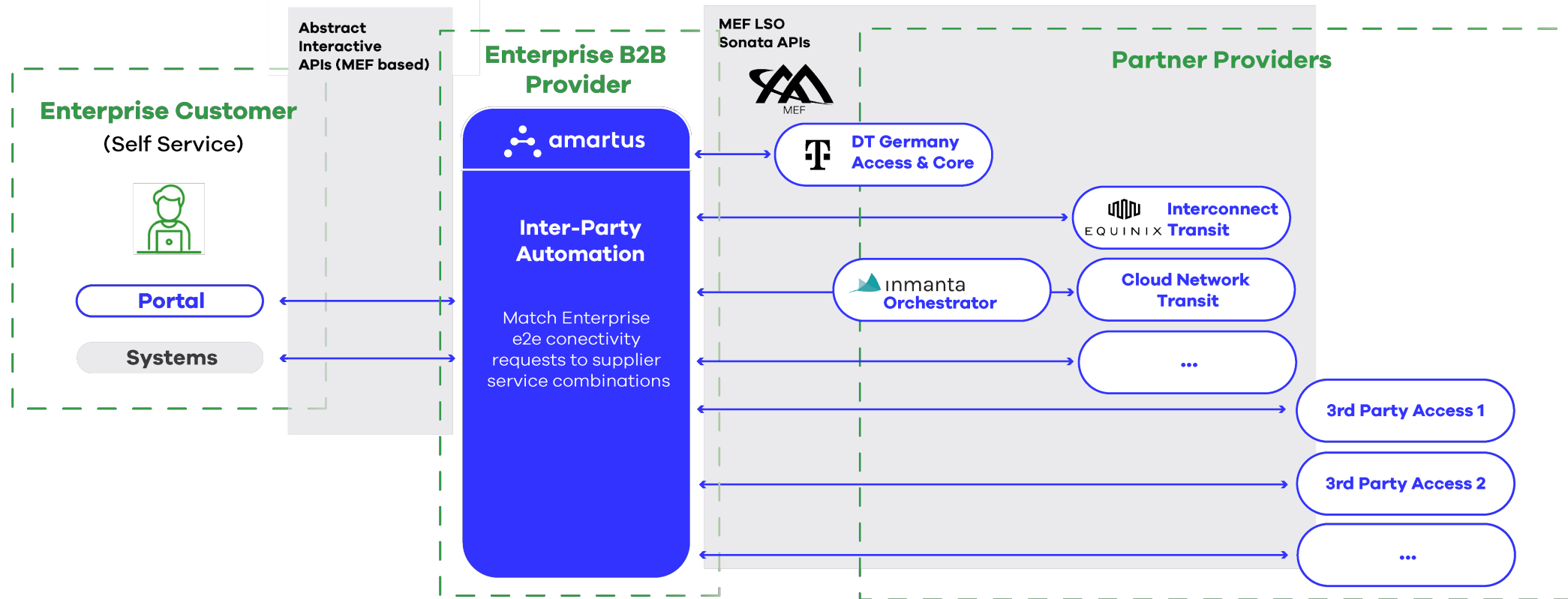
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# Demo-video

**Burkhard Alfert**

Senior Architect
Deutsche Telekom
Group Technology

# The Value Proposition

## Enterprise Customer

- **Cloud-like experience** to buy & manage their network from 1 Provider
- **Operational efficiency** by managing the entire Network using **Self-Service Portal & APIs**

## Enterprise B2B Provider

- **New revenue stream from global offerings** by extending network coverage via 3rd Party Providers
- **Operational efficiency** through automation & standardization
- **Low-cost way to extend & scale** from 1 to many Customers

## Partner Providers

- **New revenue stream** by collaborating with other service providers
- **Operational efficiency** from automation

# Panel Q&A