SDx, AI and the future of business-driven connectivity

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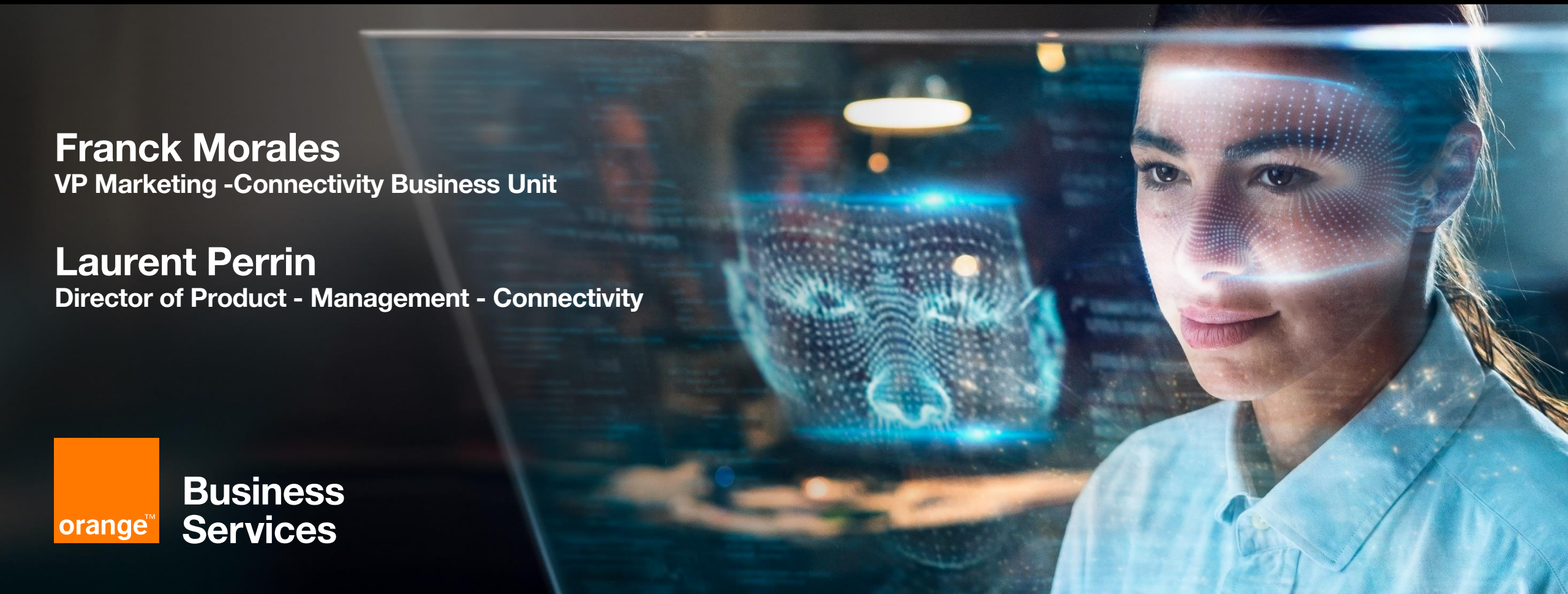

Franck Morales
VP Marketing -Connectivity Business Unit

Laurent Perrin
Director of Product - Management - Connectivity

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30%

data created will be real-time by nature

95%

will be real-time IoT data

Source: IDC Data Age 2025

Enterprises ambitions on digital business is not a one way journey

46%

Our digital business ambition is optimization

54%

Our digital business ambition is transformation

Source (Gartner Barcelona-Nov.2018)

You need a vision on where you are going…

By 2020, your company will either lead a digital business industry vision you have created or be part of one created by someone else

if you are still in business…

Source (Gartner Barcelona-Nov.2018)

Mega trends and opportunities

IOT ▶ Disrupt your business partner relationships

Real time ▶ Gain control and agility for your business process

AI ▶ Anticipate, Innovate, Complement human expertise

What do I do with all of this ?

Solving our customers' key data challenges so they can thrive in new business ecosystems

Collect

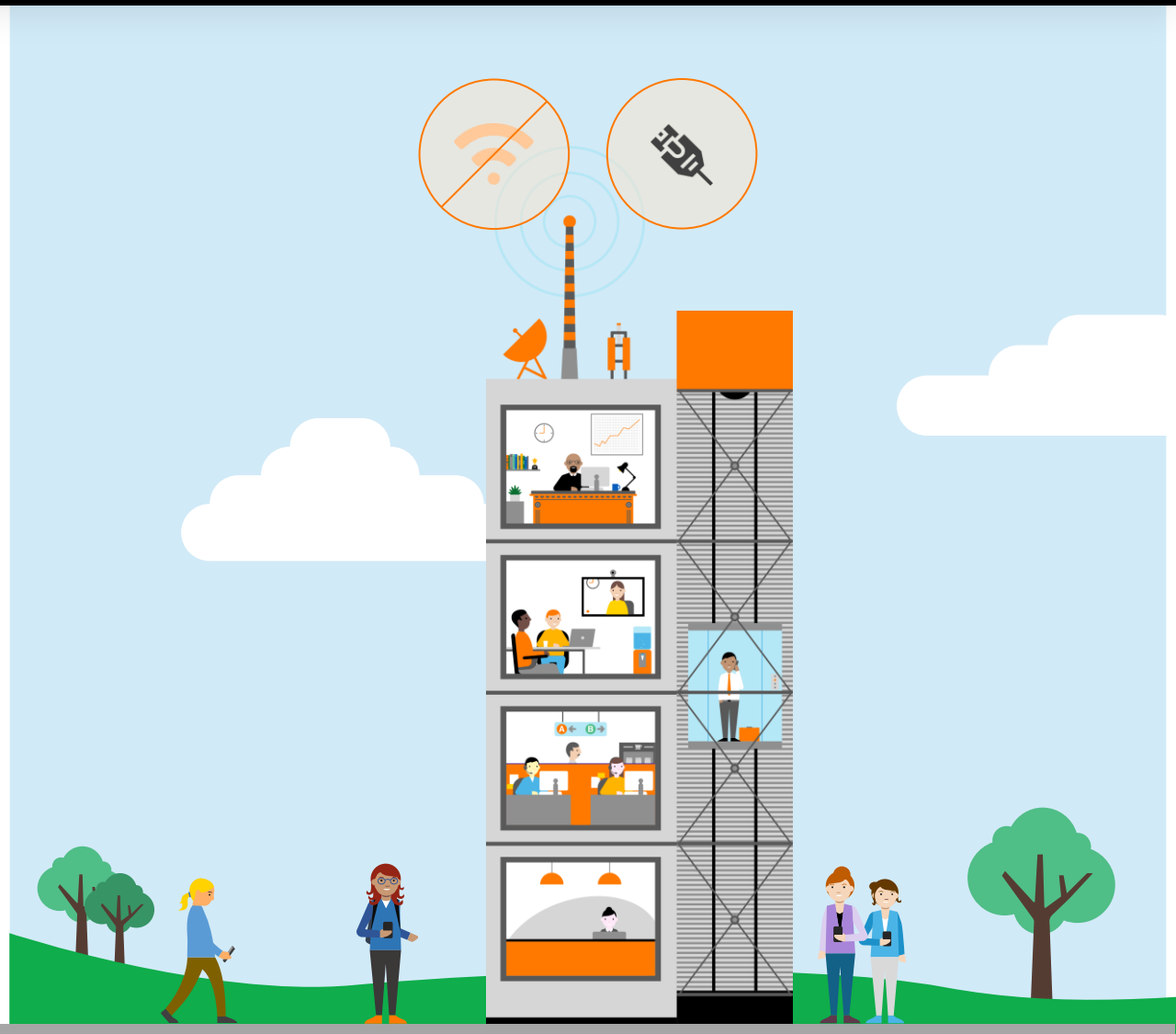
- SD LAN
- 5G and WIFI 6
- Segmentation
- Advanced analytics

Scalable IoT deployment

Facilitate Real time interactions

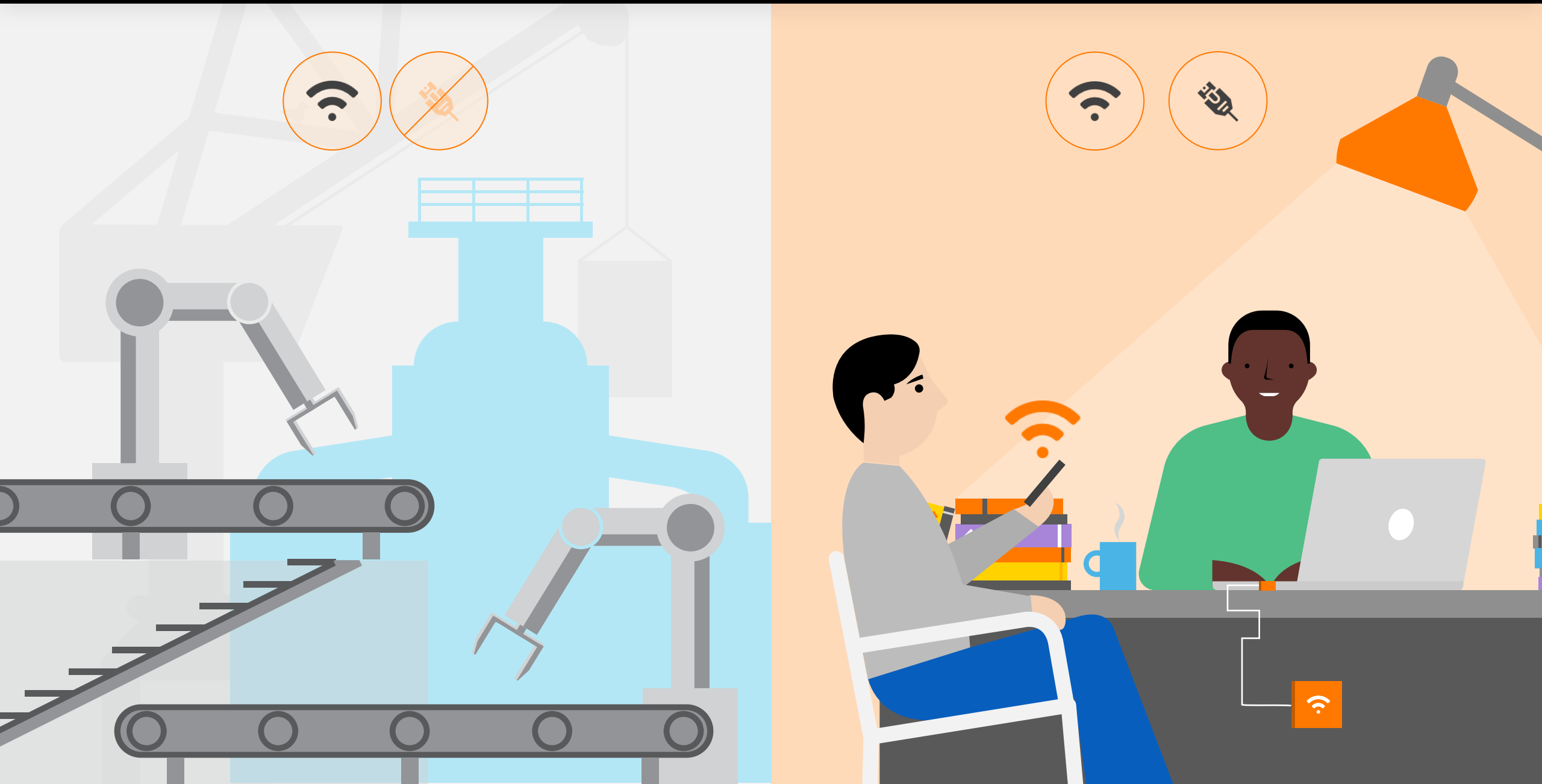
Full Control

LAN the last decade



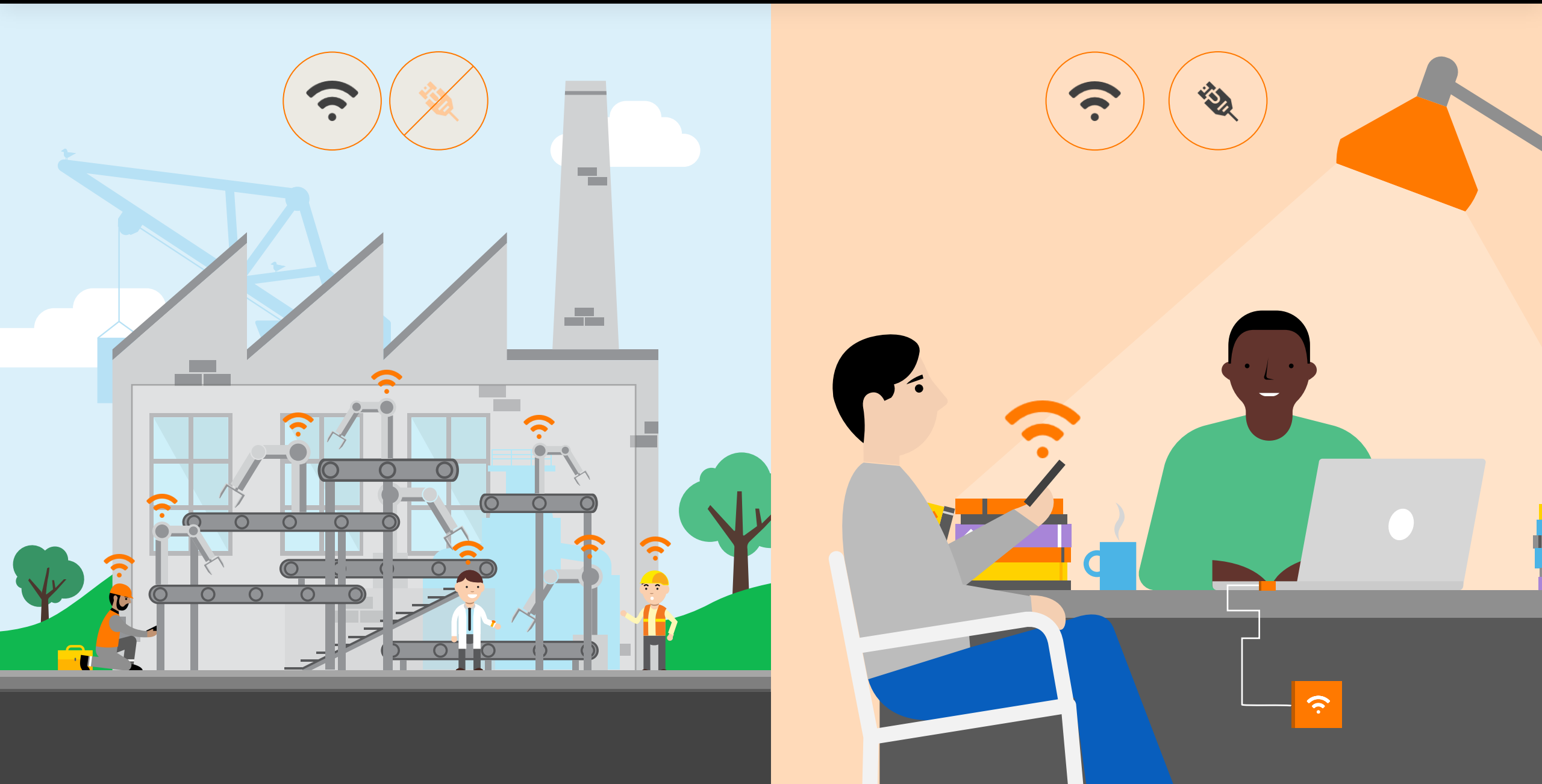
WiFi evolution

Extended eco systems

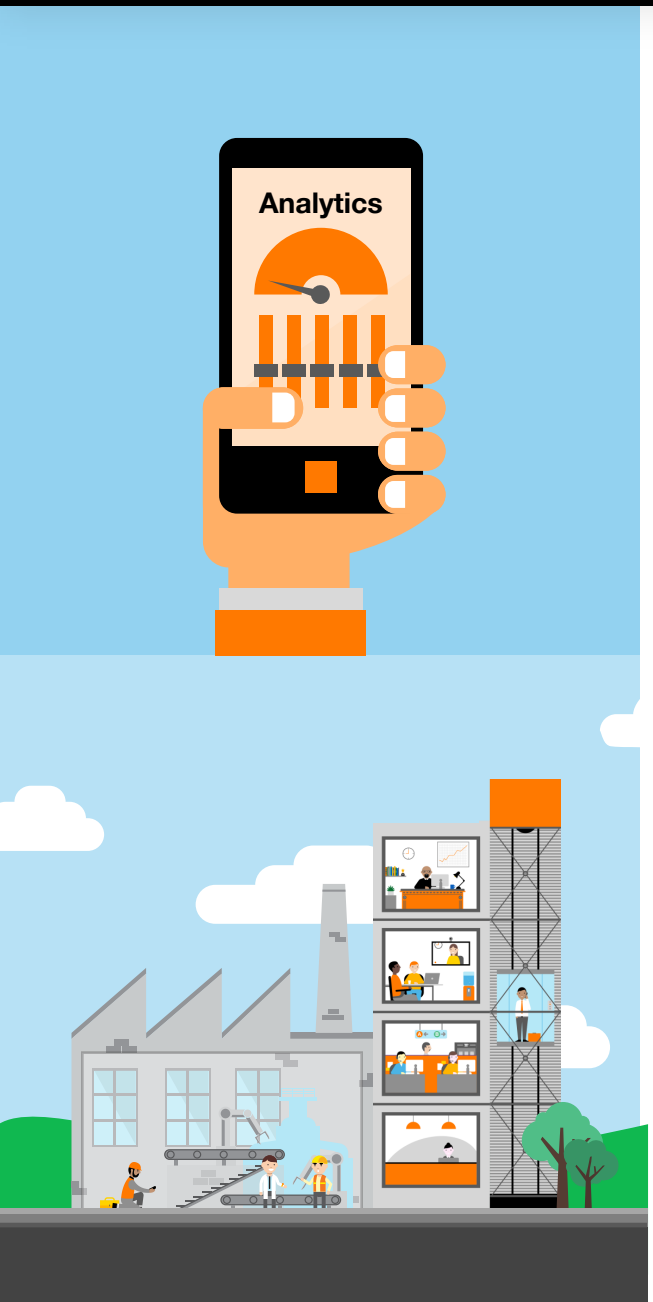


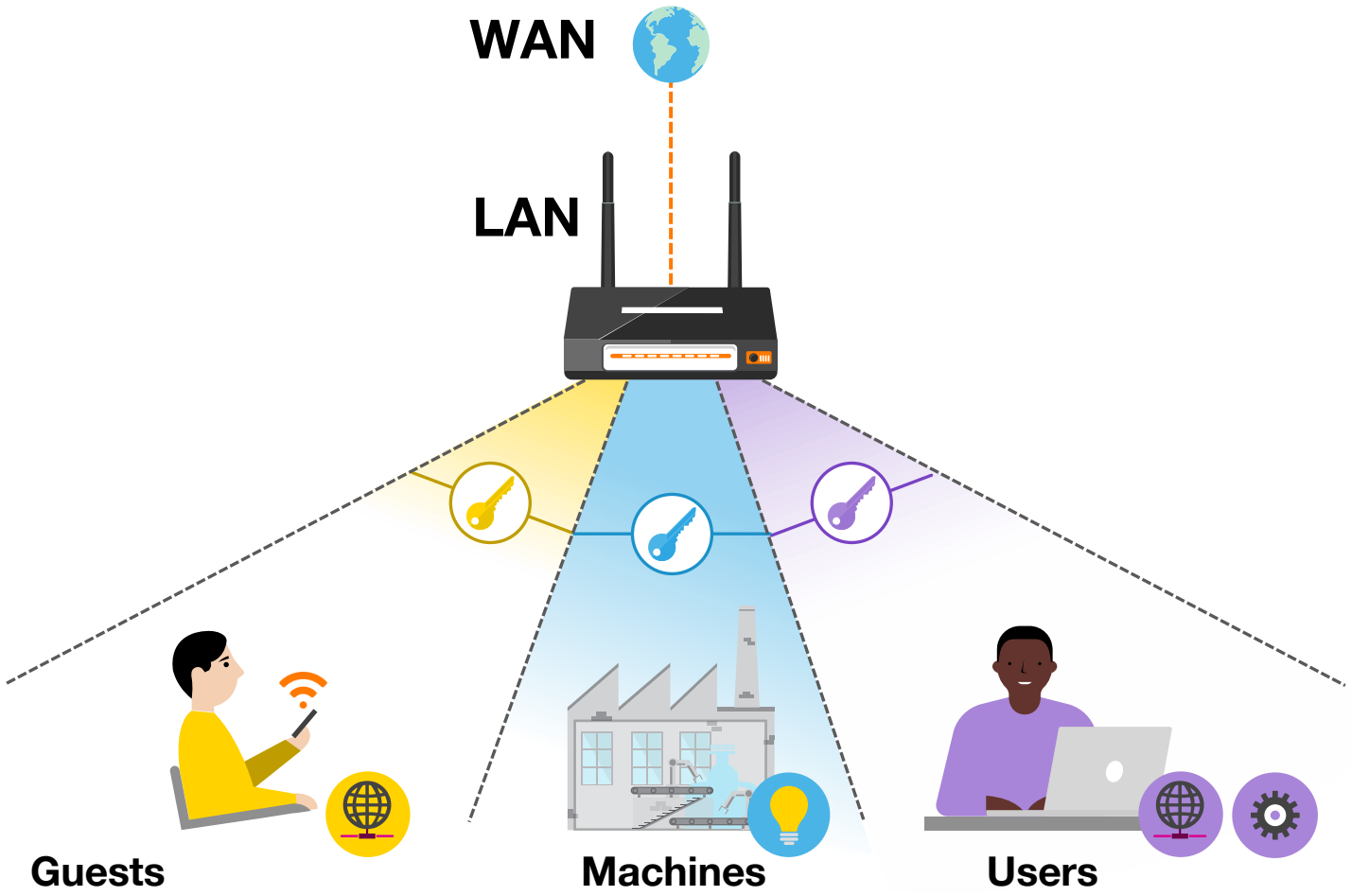
Extended eco systems

The rise of IOT

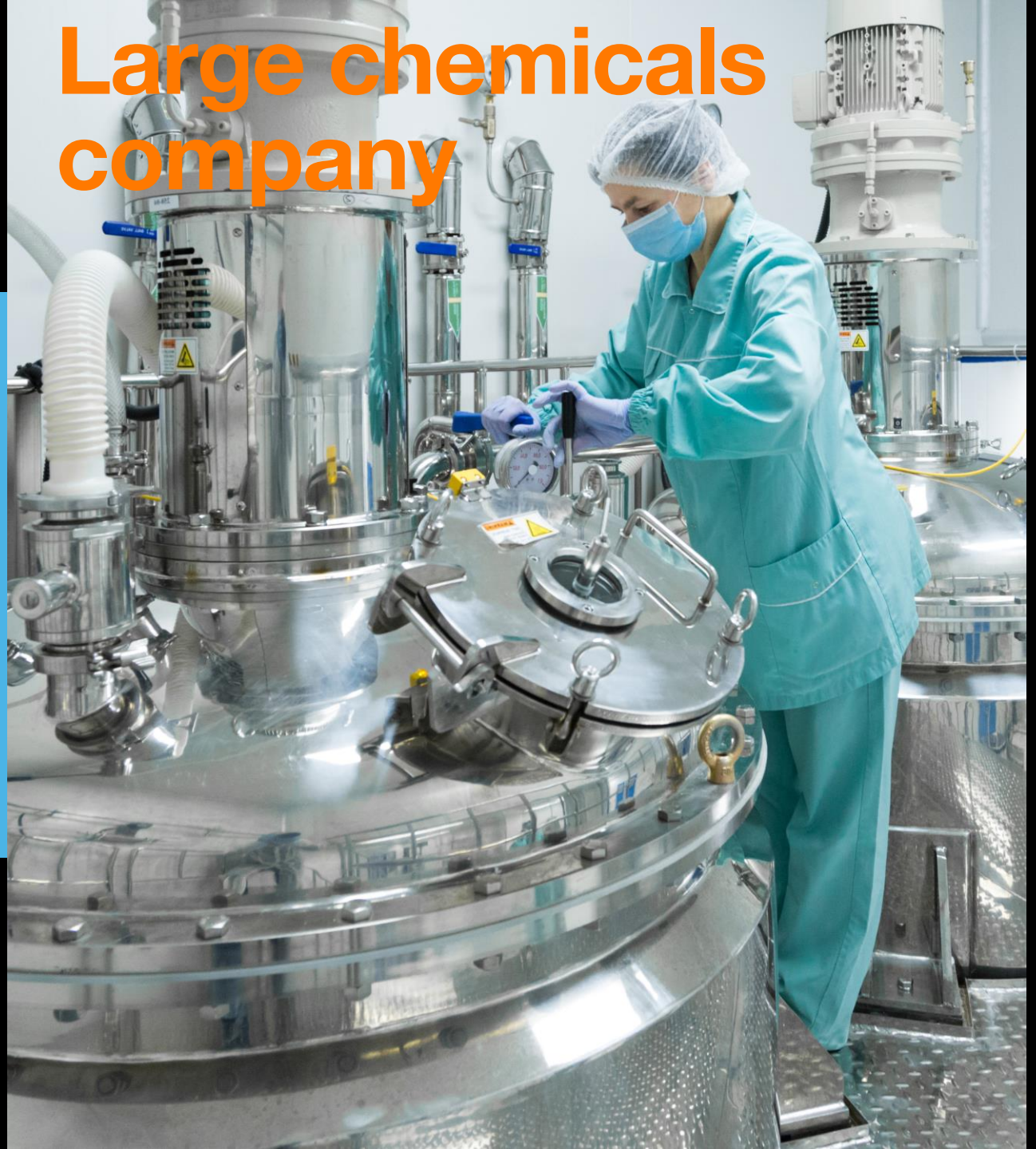


The new simplified software defined automation era





Large chemicals company



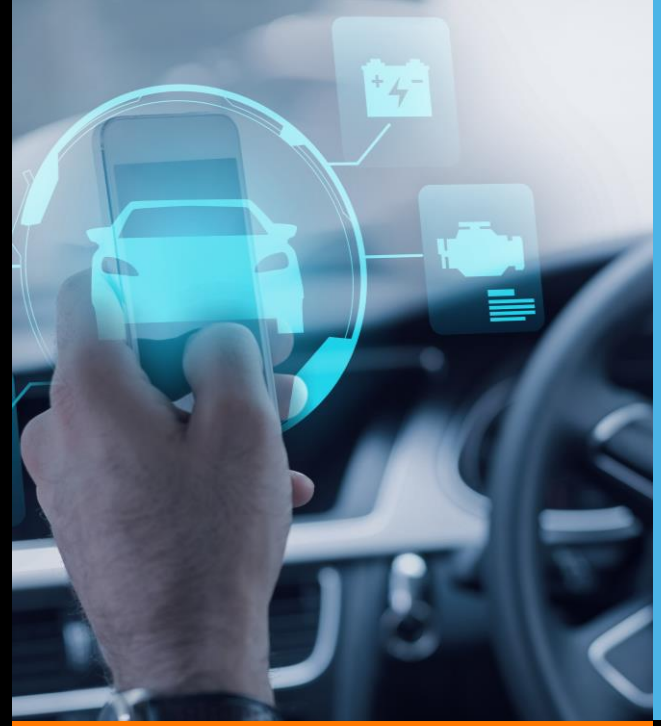
Optimized lifecycle costs and simplified transition

Best in class user experience for UC usage

Fully secured Industry 4.0 ready Collect network

Transport

- Virtualization, Automation
- Application aware routing
- SD-WAN
- AI Ops
- 5G



Proactive Optimization Application

Flexible Business models

Business Performance

PSA GROUPE

Reduce the time to market to enable massive IOT deployments

Increase flexibility for the factories during development phases

Be an enabler to autonomous vehicle testing programs on R&D sites

Store and process

Best of breed performance ▶ Next Gen Hubs

Simplified Application deployment ▶ Orchestration

Future Proof Edge Cloud Model ▶ Edge Computing

“NextGenHub” =
The gateway to enable your multi-cloud strategy

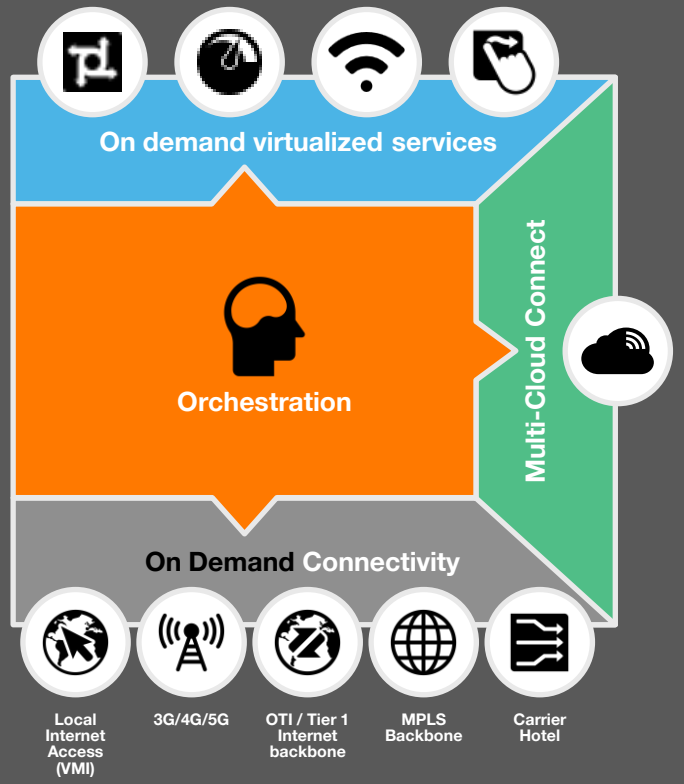
Extended worldwide **coverage**

40 Partners CSP
Soon: Alicloud, IBM, Webex

Orchestration = Flexibility, Agility

SD-WAN, WanOp & Security
like @edge solutions…

End to End performance =
from branch to cloud



Major European industrial player

Multi-Cloud connections in neutral Data-Center Int'l interconnections

Enterprise services on-boarding and future ones (not known)

Branch office connections to head quarter and cloud services

End to end Orchestration

- End to End monitoring management
- End to End segmentation
- AI powered infrastructure
- API Ready model

Best in class user experience

Fully secured business workflows

Seamless Integration in your business workflows

Flexible model to support business seasonality & low cost airlines requirements

Optimized balance between edge capabilities at airport and cloud applications

End to End digital journey through APIs

Key Takeaway

- Introduce SD LAN while deploying or in anticipation of IoT projects
- Drive your WAN transformation through business drivers and especially “your application strategy”
- Once your Multi-Cloud strategy is defined insert it into your WAN transformation journey
- Ensuring End to End orchestration is key

Come and see us:

Demo booths:

orange™ Business Services — Flexible SD-WAN Journey

Partner Talks:

zscaler — 16:30 Balcony room

aruba, a Hewlett Packard Enterprise company — 16:55 Balcony room

cisco — 18:20 Balcony room

Thank you…
we’re listening

Companies thrive on innovation.
We work to shape yours.