



**Agile network, agile business**  
**Transform your network for success**

# The only constant is change

The business landscape has changed dramatically over the past few years. Hybrid work is now the norm, competitive pressures have intensified in most industries, and expectations in terms of customer experience have rapidly evolved in both the consumer and B2B spaces.

Organisations are transforming to adapt to this new reality with agility and stay ahead of the competition. Your network is an important foundation: it needs to be powerful and flexible enough, secure, and at the same time, network costs must be reduced. This ebook will help you define the right network transformation approach for your organisation.

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**Businesses have been forced to adapt to more distributed operations, highlighting the importance of a robust strategy that embraces a wireless and cloud-enabled connectivity architecture<sup>1</sup>**

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# Why does network transformation matter?

When done right, network transformation results in greater agility, reduced costs, secured access to the cloud, better CX and EX.

## Cost reduction



- Reduced network OPEX, for example through reduced maintenance and licensing, and CAPEX
- Reduced hidden costs via centralised procurement and billing and a reduction of suppliers
- Right-sizing office connectivity needs and costs as hybrid working grows: over 56% of APAC employees say they want a flexible/hybrid work model moving forward<sup>2</sup>

## Agility



- A modern, SD-WAN network will allow you to meet your business needs today and tomorrow, supporting traffic growth and evolving UX and CX requirements over time
- SD-WAN provides flexibility in supporting a wide range of applications and user requiring different network service levels
- SD-WAN allows faster delivery of new applications and faster WAN branch deployments

## Greater resilience and security



- Network transformation improves resilience and reduces outage risks
- Connecting via the Internet can lower costs but introduces new security risks to workers and infrastructure; a coordinated underlay, overlay and security roadmap is critical to secure data crossing public networks and protect against interception and eavesdropping

**51** Organisations in APAC are victims of ransomware attacks 51 times per week on average<sup>3</sup>



# What might your transformed network look like?

Your network transformation journey and end state should be defined by your organisation's unique requirements and business goals. You might want to drive greater productivity from less spend or enable hybrid working, or look at simplifying your network operations and supplier management. Your network is the core foundation to achieving your stated business goals and outcomes. Here are some characteristics of a modern, transformed network:

- **Mixed access:** balancing costs and the various bandwidth and latency requirements of your applications
- **Hybrid cloud:** you need to assess where to best host your applications. Depending on your objectives, you might consider deploying your most sensitive workloads in an on-premises data center and less critical resources on a third-party public cloud provider via local internet connectivity
- **Zero trust security and SASE:** for next generation cybersecurity to protect your end-users, data and infrastructure
- **Deep visibility** into your network traffic allows to make continuous improvements in security and network optimization
- **Automation:** allows fast and error-free network changes
- **AIOps** using artificial intelligence (AI) and machine learning (ML) helps detect and resolve IT-related service issues earlier, before operations and customers are impacted. 71% of APAC companies view AI as vital to their future<sup>4</sup>

A successful network transformation relies on clear desired outcomes. Do you need a network that delivers a digital workplace? Are you trying to achieve greater efficiency and productivity with smart manufacturing? Do you want your network to power augmented customer experience (CX)? Your business strategy must influence your network transformation and guide the technologies that are right for you.



# Assess your transformation needs

Consider the following to shape your network transformation requirements:

## Internet connectivity



- Consider what is the right internet connectivity for your business: broadband, direct internet access (DIA), mobile – what's best suited to support your applications in terms of bandwidth and latency?
- Get the right partner: do they have SLAs in place to measure success?
- Think about how you will procure and manage Internet access in different countries

## Network agility – SD-WAN



Consider deploying SD-WAN if:

- You want to ensure resilience and performance while keeping control of costs over the internet.
- You want to balance traffic across multiple links, prioritise traffic and select the best routes to cloud for sensitive traffic.

## Cloud connectivity



- What does your cloud environment comprise?
- How do you ensure you have an optimized cloud that delivers the right end-user experience?
- You might have cloud edges near your workplace, but what if you don't?
- What are your edge needs?

## Security



- Is your network secure enough? Do you need zero trust security across hybrid workers, network and cloud?
- What are your security requirements? Are your branches protected?
- Do you have centralized control and monitoring in place?
- Is your automation policy deployment and enforcement sufficient?

**30%**

By 2025, 30% of mid to large APAC enterprises will adopt Network-as-a-Service (NaaS) to enable operational agility, service customization, and flexible consumption models<sup>5</sup>

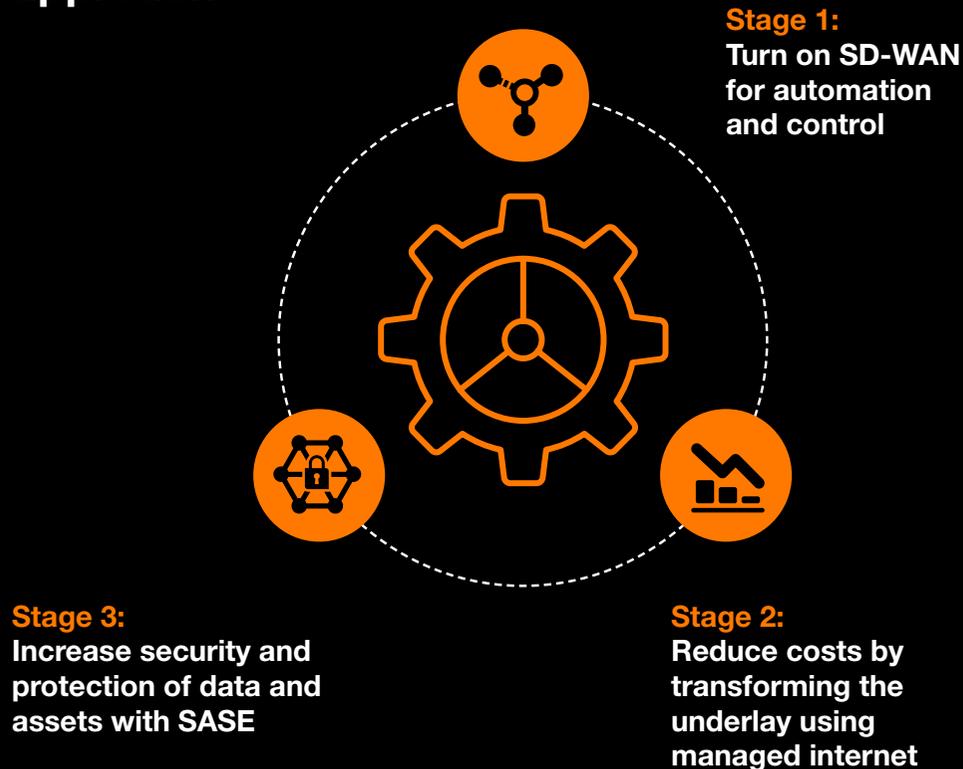
**87%**

by 2023, 87% of organisations will have some form of SD-WAN deployment<sup>6</sup>



# How do you transform?

## A three-stage approach



## Assessing the best approach

Choosing the right partnership strategy is critical to realising your transformation goals. Consider which of the following best suits your needs:

- 1. A fully-managed approach.** Your strategic partner shoulders the load, letting you concentrate on growing your business. Fully-managed means typically one provider for I and a portal to control network change requests. You retain some flexibility on your own network underlay, and benefit from integrated SD-WAN with cloud-based security for SASE. Approach is highly convenient if your organisation lacks staff with SDx and network security skills.
- 2. The do-it-yourself (DIY) approach.** You retain full control of decision-making and can leverage multi-sourcing service integration (MSI) from your partner to help you reduce the complexity of managing ISPs in multiple countries with various types of services. Some assistance with design and build, but you then operate the network yourself and manage providers of underlay.
- 3. A co-managed approach.** In which you agree with your expert partner who takes responsibility for which areas of your transformation. Typically, your partner manages the network infrastructure to ensure availability, and you have the ability to make changes to business policies via a portal. This delivers a shared accountability model.
- 4. A mixed approach.** A blend of the above approaches that delivers the model and strategy you need most, that gets you the business outcomes you want.

## Customer success story: Siemens<sup>7</sup>

### Siemens migrates network infrastructure to SDN technology

#### Challenge

Siemens needed to:

- Migrate key applications from their data center to cloud-based web applications
- Reduce costs by integrating Internet connectivity
- Increase total bandwidth to meet potential future needs for “digital core IT”

#### Solution

- Internet-based SDN and Universal CPE for 1,500 sites in 94 countries on five continents
- Integration management of all business processes (ordering, change and performance management, etc.) into Siemens’s joint ServiceNow platform
- Web Protection Suite – cloud sandboxing, cloud firewall and bandwidth control
- Underlying SDN-UCPE infrastructure based on Cisco/Viptela

#### Benefits

- Enhanced, reliable and secure communication and collaboration capability to support its highly-distributed, global organisation
- Increased agility and scalability of IT to support the business
- Platform for future technologies
- Significant cost savings
- Internet-based connectivity



**40%** by 2024, at least 40% of enterprises will have explicit strategies to adopt SASE in their WAN, up from less than 1% at the end of 2018<sup>8</sup>

# About Orange Business Services

Orange Business Services supports organisations with their network and digital transformation all around the world. We are a network-native digital services company, combining technical expertise as a network operator with agility as an integrator of digital solutions. We help you make your network transformation journey smooth, productive and future proof as possible.



Presence across 65 countries



5,500 SDx experts



Over 8000 customer sites transformed to SD-WAN



2,400 cloud experts



3,900 data, digital and AI experts



2,300 cyber defense experts



17 Security Operations Centers (SOCs), 11 CyberSOCs, 24/7/365 Major Service Centers (MSCs) on all continents for 24/7 support



70 data centers

Orange Business Services was positioned as a **Leader in the 2021 Gartner Magic Quadrant for Network Services, Global**<sup>9</sup>

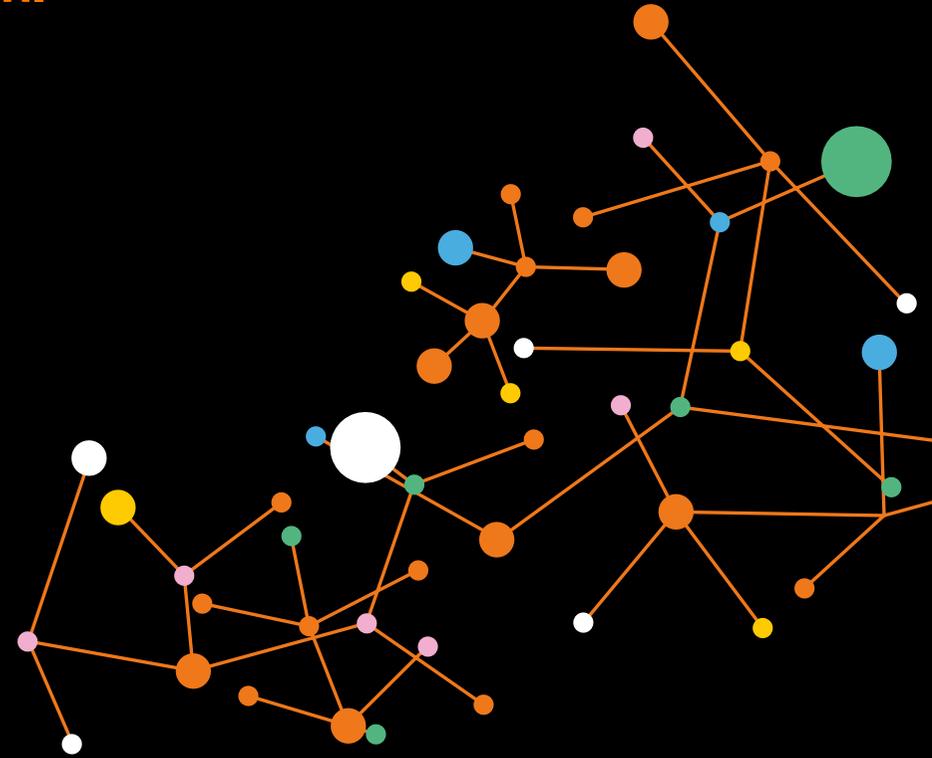
Figure 1: Magic Quadrant for Network Services, Global



Source: Gartner (March 2021)



Find out more about how Orange Business Services can help you optimize your network transformation. Contact us on: [contact.orangeapac@orange.com](mailto:contact.orangeapac@orange.com)



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