

dimension
data



accelerate your ambition

Transforming networks and services for communications service providers

Do you need more agility to
keep pace with new challengers
in your market?



The change is
happening right now...

The growing number of over-the-top Internet service providers, who reap the benefits of third-party networks, is causing disruption in telecommunications services. Without the need for expensive infrastructure, new players harness the benefits of virtualisation software to deliver low-cost or free services.

Are these cheaper services cannibalising your revenue as a service provider? Do your customers have an increasing appetite for these cheaper applications and subscriptions? How do you reduce costs in your network and quickly ramp up your services portfolio, while still keeping up with intense competition?

You've seen the value of working with, rather than fighting, over-the-tops – maybe you're buying out your competitors or launching similar services. But how long will it take you to transform your business model?

To innovate and bring new services to market quicker, you need more flexibility, elasticity, and agility in your network.

Making the technology shift

When you're locked into a static legacy hardware environment, any ability to make changes to your network is inhibited by rigid architectures, slow purchasing cycles and vendor dependency.

The challenge is to shift from this proprietary architecture to a flexible, modern, and open network environment. With software-defined networking and network functions virtualisation, you can add software layers on top of basic infrastructure – giving you the ability to choose the best functionality for your needs, at the most competitive price, all from different technology sources. This puts you in a position to act on subscriber needs, integrate new over-the-top services, and create a highly responsive network.



New telecommunications, new challenges

Subscriber challenges

- use more free services – consume less from service provider
- demand security
- look for lowest price

Operational challenges

- keep network availability high • integrate new services and products
- reduce vendor dependency • increase security
- quickly ramp up or down capacity • automate processes

Business challenges

- keep pace with intense competition • cooperate with over-the-top providers
- develop new services and products faster • improve time to market
- integrate new acquisitions • reduce network and data centre costs



Value of virtualisation

When you virtualise your network functions, with or without software-defined networking, your organisation can leverage the benefits of the technology.

You'll be able to:

- reduce capex and power consumption
- improve operational efficiency
- consolidate workloads and optimise location
- reduce development costs to speed up time to market
- reduce your maturation cycle
- enable a single platform for multiple applications, users, and tenants
- provide customised services for users
- scale services and capacity as required
- eliminate the need for application-specific hardware
- reduce planning and provisioning

‘**Virtualisation** fosters **creativity** and **innovation**, allowing you to **launch new services** and **products** with reduced risk.’

Your check list

To reap the benefits of virtualisation, you need to ask:

- How will we pull together and define an interface that decouples software from hardware?
- Do we have a consistent and managed architecture?
- Will we be able to maintain the security, resilience and availability of the network?
- How will we deal with integration issues between different vendors?
- Is there alignment between IT and network operations?
- Do we have an automation strategy to be able to scale functions up or down?

‘Don't fall into the trap of a complex network platform and support system – **simplicity is key to virtualisation.**’



Defining your operating framework with Dimension Data

Service provider applications are more demanding than most IT applications; they must deliver real-time services with high availability.

We have the expertise to develop an operating framework to help you transform your existing network and infrastructure from its current static state to a flexible and cost effective architecture based on visualization technologies specifically developed for the service provider requirements. We take the complexity out of your Network and IT upgrades, so you can focus on your business ambitions.

Whether you're a mobile or fixed-lined operator, we can help you solve your immediate needs and empower your future strategies... so you can deliver a better subscriber experience and accelerate revenue per user.

Dimension Data has the market intelligence, consulting experience, integration skills, and intimacy with technology to create a framework that encompasses your networking, data centre, and security needs. From architecture to implementation, we can enable the right technology to create a lean, cost-effective, and responsive operating model.

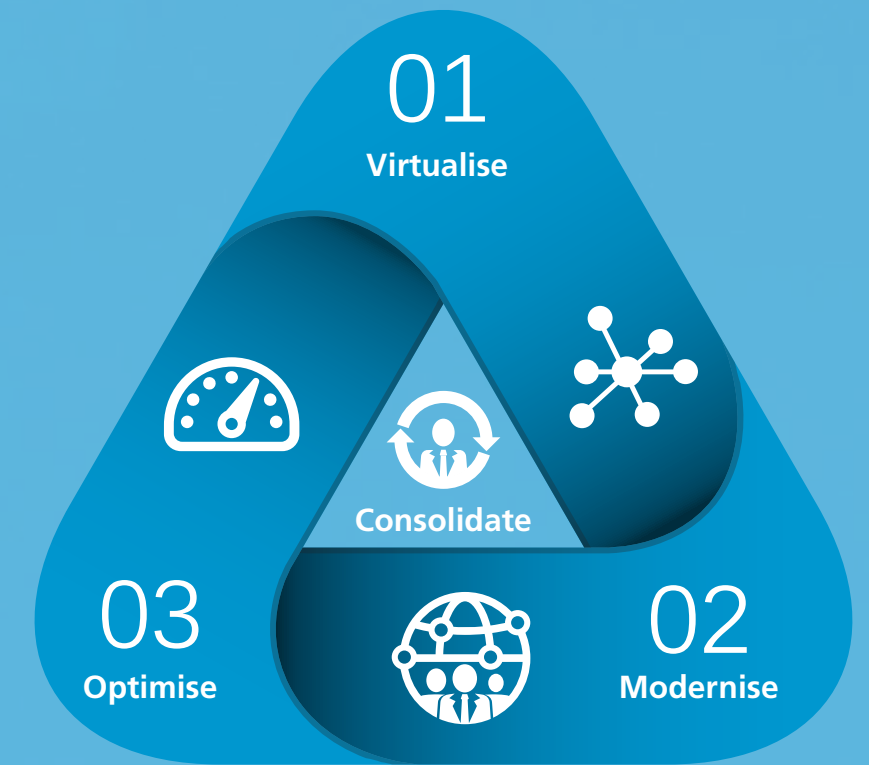
We're able to source and manage the most suitable platforms, software and infrastructure to help shape your virtualisation journey through a flexible delivery model. We also have the ability to monitor and support this new environment from day one.

'To **cross the chasm**, you need a **technology and systems integration services partner** with the capability to **consult, guide, and shape the future of your network.**'



Transform to perform

We believe in a **three-tiered approach** in creating a dynamic operating framework – with technology enablement that delivers business benefit. Dimension Data's consultants, architects, and engineers can plan, deploy, operate, and manage this framework.



Virtualise	Modernise	Optimise
What's our solution?		
<ul style="list-style-type: none"> network functions virtualisation Service Provider Cloud monitoring and automation 	<ul style="list-style-type: none"> software-defined networking simplify and standardise data centre 	<ul style="list-style-type: none"> analytics security infrastructure orchestration and consolidation
What's your benefit?		
<ul style="list-style-type: none"> flexibility cost savings in core, transmission and IP network faster time to market 	<ul style="list-style-type: none"> lower hardware and maintenance costs agility for faster service time to market higher service availability competitive advantage 	<ul style="list-style-type: none"> operational efficiency accountability compliance better market insight fraud prevention better customer service management transparent management
Consolidate end-to-end consulting		

Summary

Dimension Data offers a suite of end-to-end products and services for communications and end-user computing, as well as networking, data centre, and security – specifically for service providers.

Our consultants, sales teams, and solution architects can help you create a roadmap for the future. We're able to identify a technology solution that matches your business needs, as well as manage and operate your network through our managed services – either in region or globally.

To set up an appointment, please contact your nearest Dimension Data office.

Why Dimension Data?

At Dimension Data our end-to-end capabilities mean we are uniquely positioned to support global and regional communication services providers with:

- the systems integration expertise to modernise and replatform legacy applications
- the data centres, platforms, and connectivity needed to host infrastructure and transition clients to the cloud
- the proven managed security services to safeguard customer data and ensure regulatory compliance

We have longstanding relationships with service provider clients, going back 20 years. Our clients include the majority of the tier 1 communication service providers across 57 countries.

As part of the NTT Group, we are:

- global leader for Managed Security Services
- world's largest Data Centre provider
- world's second largest IP backbone provider

Let us help you
accelerate your world

Middle East & Africa

Algeria • Angola
Botswana • Congo • Burundi
Democratic Republic of the Congo
Gabon • Ghana • Kenya
Malawi • Mauritius • Morocco
Mozambique • Namibia • Nigeria
Oman • Rwanda • Saudi Arabia
South Africa
Tanzania • Uganda
United Arab Emirates • Zambia

Asia

China • Hong Kong
India • Indonesia • Japan
Korea • Malaysia
New Zealand • Philippines
Singapore • Taiwan
Thailand • Vietnam

Australia

Australian Capital Territory
New South Wales • Queensland
South Australia • Victoria
Western Australia

Europe

Austria • Belgium
Czech Republic • France
Germany • Hungary
Ireland • Italy
Luxembourg • Netherlands
Poland • Portugal
Slovakia • Spain • Switzerland
United Kingdom

Americas

Brazil • Canada • Chile
Mexico • United States