



WAVESTONE

Cloud Enabling Network Strategy

G-Cloud 13

April 2022

Challenges facing corporate networks today



Bandwidth demand continues to grow:

20%+ year on year growth supporting emerging services: UCC, collaboration, cloud services, mobility and BYOD services



One size fits all not cost effective:

Companies are looking to offload non-essential data onto Internet links and adopt a hybrid networking approach



Effectively managing suppliers:

Leveraging best of breed local / regional / technology specific providers to deliver a coherent service



WiFi to support mobility:

New WiFi standards allow for higher capacity and user density. Increasingly seen as a cost effective alternative to fixed LAN



Service management automation:

Advances in capability make this a key area to consider to deliver effective IT efficiency gains



Increased cloud platform adoption:

Organisations are utilising multiple cloud platforms requiring flexible and robust connectivity and security



Security:

Maintaining security in the face of increasingly sophisticated threats and the evolution of technology and architectures



Consumerisation:

Supporting and addressing security and network impacts of multiple devices with different levels of trust



Collaboration:

Increase in video and collaborative meetings across different platforms

Key Trends

Next Generation Networks: SD-WAN

- / Many organisations are now looking to utilise the newer SD-WAN technologies in order to deliver a more flexible network infrastructure.
- / The application centric approach of SD-WAN enables organisations to leverage a hybrid approach to network transport to deliver efficiencies.
- / We see many organisations moving from small scale proofs of concept into full sourcing programmes.
- / We are seeing significant deployments as the market matures.

Increasingly sophisticated supplier ecosystem

- / Organisations are moving away from the single supplier approach for their networking needs and are seeking to utilise more best of breed suppliers.
- / This leading to more sophisticated models with the concept of the SIAM layer to integrate the services – either provided in-house, or through an IT integrator or through a lead-telecoms / network provider.
- / Also, the use of regional or single technology providers is more commonplace – e.g. internet – in order to optimise price and performance.



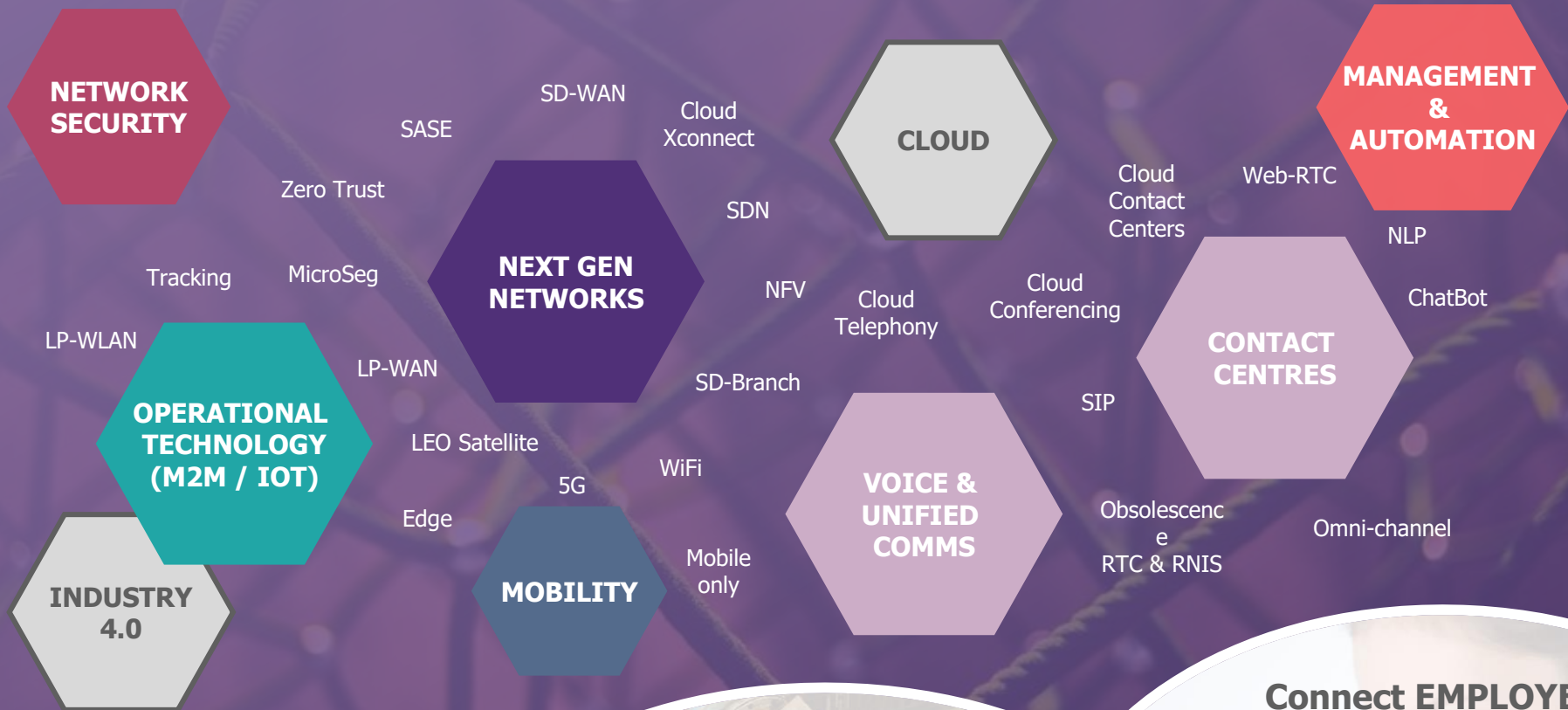
Decentralisation

- / Traditional architectures focused all traffic onto the data centre with security and internet access centralised.
- / Increased cloud usage and greater collaboration with partners and suppliers have challenged this model.
- / The rise of cloud based security services and direct cloud interconnection is leading to many organisations adopting a less centralised approach

Wireless First

- / Improved wireless technology and associated management and security has led many organisation to pursue a wireless-first policy
- / This removes the cost associated with moves adds and changes to fixed wired LAN infrastructure and increases resilience and reliability.
- / Sophisticated monitoring capabilities and tools are also being deployed (e.g. Meraki) to give greater visibility and performance insight.

Our expertise to support your transformation



**Connect ASSETS
& collect DATA**

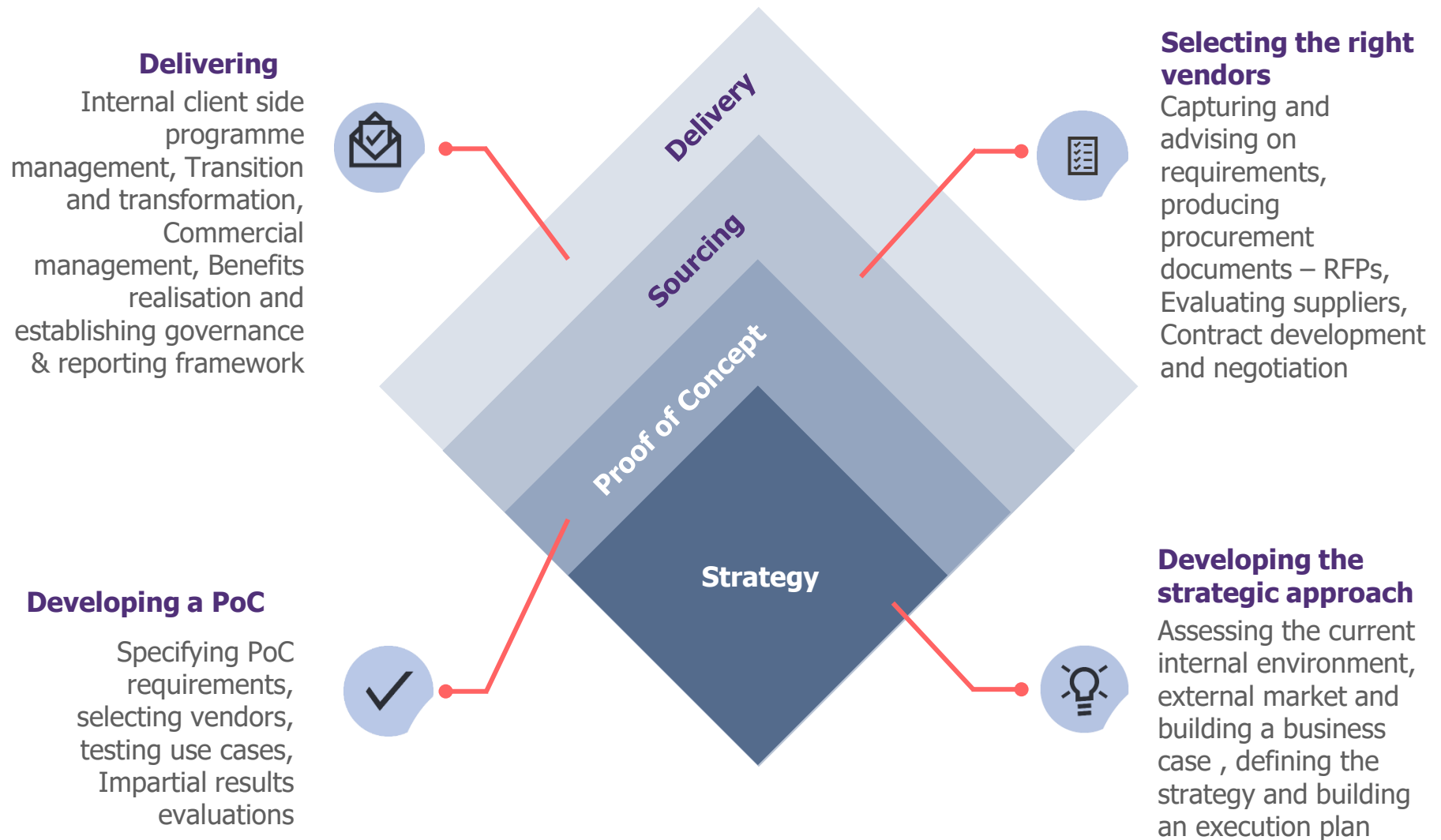
**Adapt networks to
new USES
#cloud #remote**

**Connect EMPLOYEES
to CUSTOMERS &
PARTNERS**

Our value propositions are aligned current client challenges and technology advancement

Value propositions	
Introduction of Software Defined networking technologies has transformed the way clients can deliver networks to maximise performance, reliability and value for money	 NEXT GEN NETWORKS
Supporting the need for users to work in a more agile way along with widespread adoption of Cloud delivered services has changed the dynamic for delivering effective security (SASE) services	 NETWORK SECURITY
Next Generation Wireless technologies present a huge opportunity to transform the way users and devices connect to IT services and assets within business offices and manufacturing plants	 MOBILITY (WIFI, 4G, 5G)
Machine to Machine communications (and the Internet of Things) enables businesses to automate and enhance efficiency of business operational activities and processes	 OPERATIONAL TECHNOLOGY (M2M / IOT)
Traditional telephony voice services is being retired and replaced by next generation communications solutions that transform the way we interact with each other and our Customers	 VOICE & UNIFIED COMMS
Implementing effective management capabilities and the incorporation of AI automation is becoming a growing requirement to improve reliability and efficiency of network delivery	 MANAGEMENT & AUTOMATION

Our services encompass all stages of support for smart networks



Our Strategy establishes clear objectives, strategic vision and a roadmap to achieve them

1

INTERNAL ANALYSIS

Stakeholder Interviews with key stakeholders to understand current capabilities, challenges and business aspirations

Gather Data: designs, invoices, contracts, service reports etc.

Document **Current Environment**

2

MARKET REVIEW

Conduct in depth research on:

- ✓ Technical advancement
- ✓ Supplier marketplace
- ✓ Operating model approaches
- ✓ Comparable organisations

Complete and document an **External Market Analysis**

3

ANALYSE & STRATEGIZE

Conduct workshops to establish current and target design, **Operating Model** and gain an appreciation of Sourcing goals and establish a strategic roadmap.

Document findings and develop **Target Strategic Outcomes** output

4

SOCIALISE

Replay our findings to finalise and formalise recommendations with internal stakeholders

Create an **Executive Summary** and present recommendations to key stakeholders and facilitate agreement on how to realise strategic direction.

TECHNOLOGY / ARCHTECTURE



- / Design & Architecture
- / Solution capability suitability
- / Design / configuration constraints

- / Management / Maintenance
- / EoL / Legacy Risk
- / Next Generation Technologies

OPERATING MODEL



- / Operational Processes
- / Supplier v.s. Internal Team Roles
- / Target Operating Model (TOM)

- / Service Reporting
- / Supplier Performance
- / Service Level Management

COST & VALUE PROPOSITION



- / Solution Costs (TCO)
- / Legacy replacement exposure
- / Contract Terms (and Exit)

- / Supplier Governance
- / Sourcing Model / Approach
- / Target Contract Framework

Why Wavestone?

We believe we are ideally placed to support you in developing and executing next generation networks strategies



Our people

- / deep subject matter capability, directly involved in delivering our engagements
- / familiarity with the challenges of the markets that you operate in



Networks expertise

- / across telecoms, network and associated cloud services
- / live experience of new and evolving services such as SD-WAN and the established and challenger suppliers in the market



Practical experience

- / assisting many other, very similar organisations in developing and executing networks sourcing programmes internationally



Tools, methodologies and templates

- / our tools, methodologies and templates accelerate the delivery of such programmes



Independence

- / an independent consulting brand
- / offering impartial advice aligned to your specific needs



Appendix

Stimulated by solving challenges and driven to succeed



Business
&
Technologies



Transformation



Positive Way

A unique ability to combine in-depth industry expertise, business functions know-how and technology mastering

BUSINESS FUNCTIONS

Strategy

Innovation management
& funding

Marketing, sales &
customer experience

People & change

Finance, risk &
procurement

Operations & supply
chain

INDUSTRIES

Financial services

Telecom, media &
entertainment

Consumer goods & retail

Manufacturing

Energies & utilities

Transportation & travel

Real estate

Public sector &
international institutions

TECHNOLOGY

Digital & IS strategy

Digital & emerging
technologies

IT & data architecture

Cybersecurity & digital
trust

Wavestone, a fast-growing company



Pure-play
consultancy



€470m



15 offices
in 9 countries



3,500+
employees

Wavestone supports leading organisations shape and deliver their most critical transformations

In the UK we are the “go to” organisation for our senior executive clients for technology advisory. Our client focused approach allows us to bring deep business and technology expertise to add value to an organisation’s agenda

Cybersecurity

**Technology
Advisory**

**Operational
Resilience**

**100+ UK Employees
and growing**

**Deep subject matter capability
and practical experience**

**Independent and
impartial advice**

Underpinned by our Attitude | Approach | Adaptability

A photograph of three young children, two girls and one boy, wearing white hard hats and large black-rimmed glasses. The child on the left has 'THINKER' on their hat, the middle child has 'Thinking Out Loud', and the child on the right has 'IDEA-METER'. Each child has a glowing lightbulb on top of their head. The image is overlaid with a semi-transparent purple rectangle containing white text.

Multidisciplinary approach

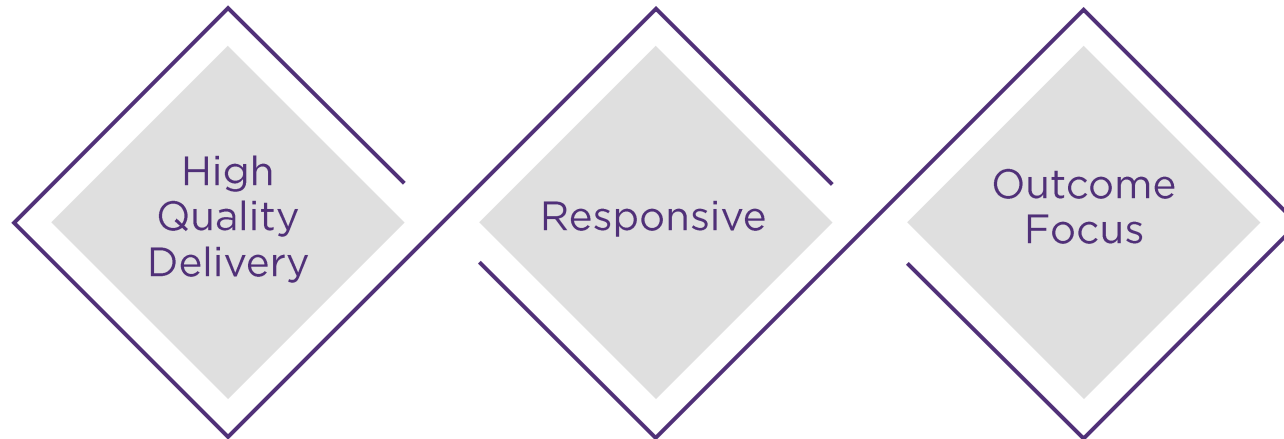
Collaborative consulting style

**Blend different
skillsets
from breadth of
expertise**

**One Global company,
flat structure,
no silos**

**Account
Manager as
single point
of contact**

How our culture drives the best outcomes for our clients



Attitude



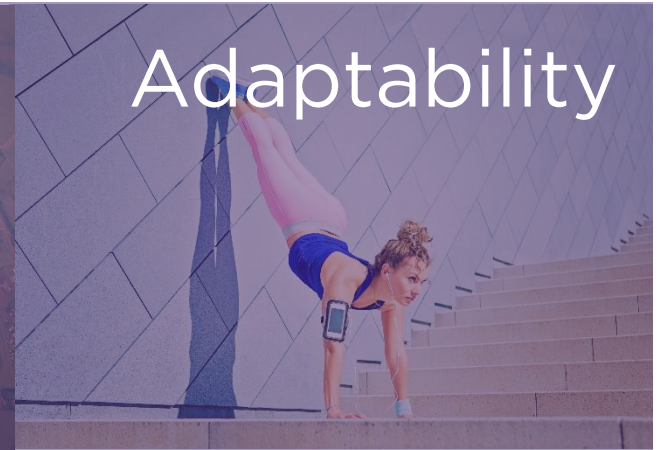
Based on **teamwork** and **enthusiasm**, which drives the mentality to succeed with our clients

Approach



Transparency drives **honesty** and **intimacy** to create an environment of trust. Leave a legacy.

Adaptability



Always bring the best capabilities, with **flexibility** to change, delivered from a single point of contact

Here's what our clients say....

*I find there is masses of **energy and enthusiasm** and work alongside us effortlessly... through our partnership and **honesty**, we ended up in a position where we got the **outcome** we all wanted.*



COO | Global Investment Bank

*Wavestone provided programme management expertise at a very critical and sensitive time in the project. Your team was **always at our side** even through the toughest of times. Our engagement always felt like a **deep partnership**.*



US COO | Global Bank

*It has been a pleasure with working Wavestone. You have brought some much needed **expertise** and thinking to the work we have undertaken and I appreciate both the **professionalism** and **collaborative nature**.*



Head of Department |UK
Regulator

Here's some of our recent work

Investment Bank



A Cloud Security review to recommend a unified cloud solutions in a secure way, with cost-effective approach



UK Government Entity



Established an effective go-to-market strategy for the future procurement of WAN services, with advisory on improving performance and reducing circuit costs



UK Regulator



Review of cyber recovery capability to ensure preparedness for recovery from a Cyber-Attack



Large Government Department



Technical Debt discovery exercise to help provide centralised view of IT Estate

The Positive Way

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