

RED HAT FORUMS

Red Hat et le marché des Télécom en France : retour d'expérience

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October, 15th 2019



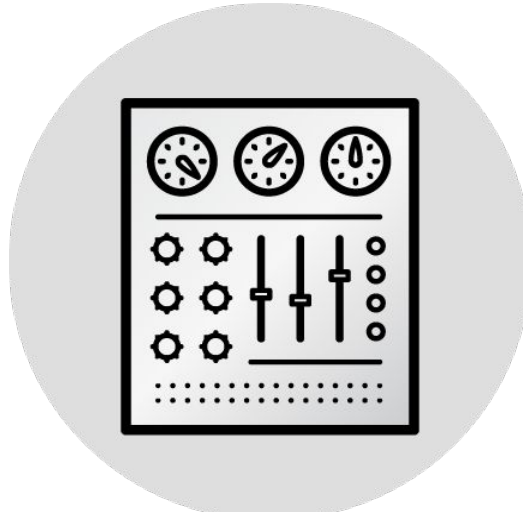
WHAT KEEPS TELCO EXECUTIVES UP AT NIGHT ?

Transform or Die !



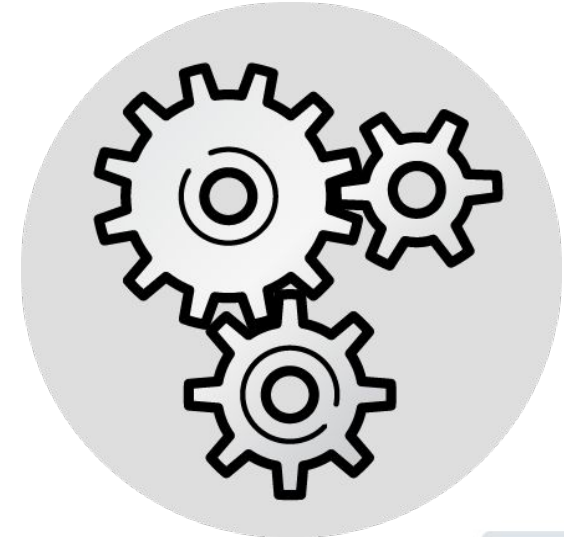
MAKE MONEY

Create new offerings
Preserve ARPU
Avoid CHURN and capture
new subscribers



SAVE MONEY

Reduce CAPEX/OPEX
Without impacting QoS
Capitalizing on assets



GO FASTER

Better Time To Market
Compete with OTT
Be more agile

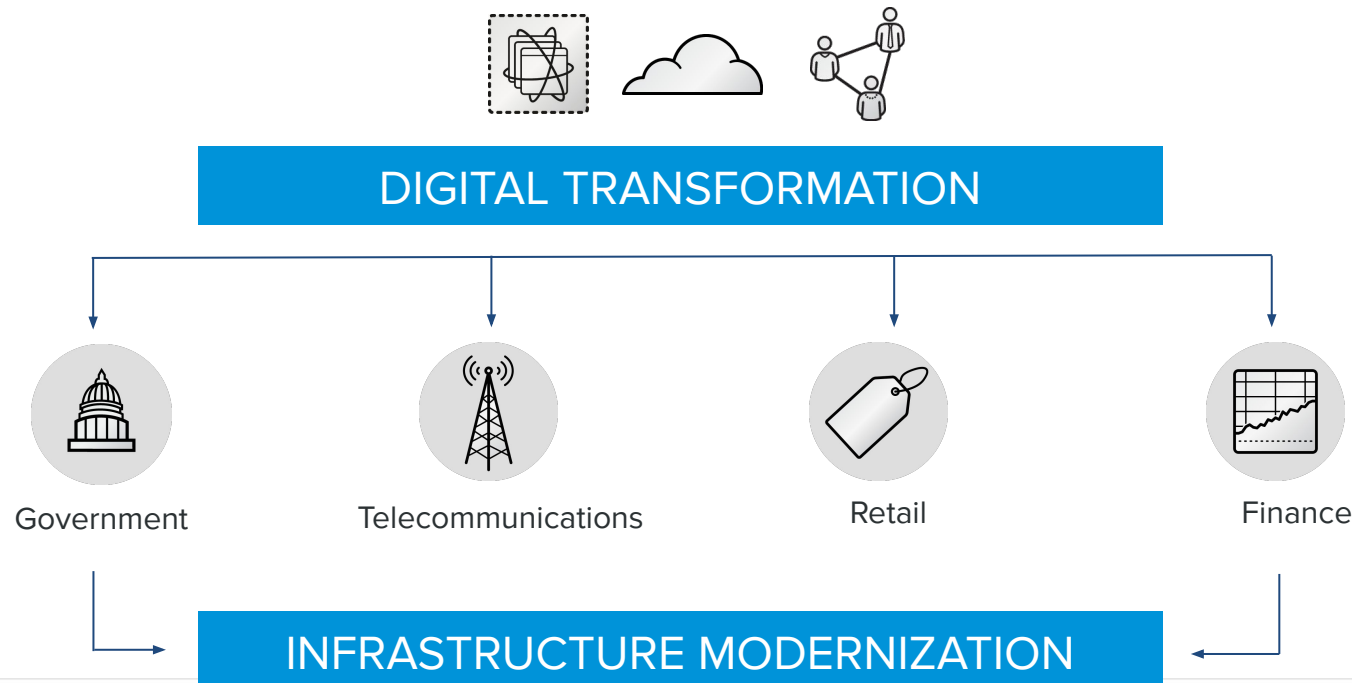
UNLOCKING THE NETWORK TO COMPETE WITH FANG

FANG: Facebook, Amazon, Netflix and Google

These four companies are light years ahead in the use of open source technology.

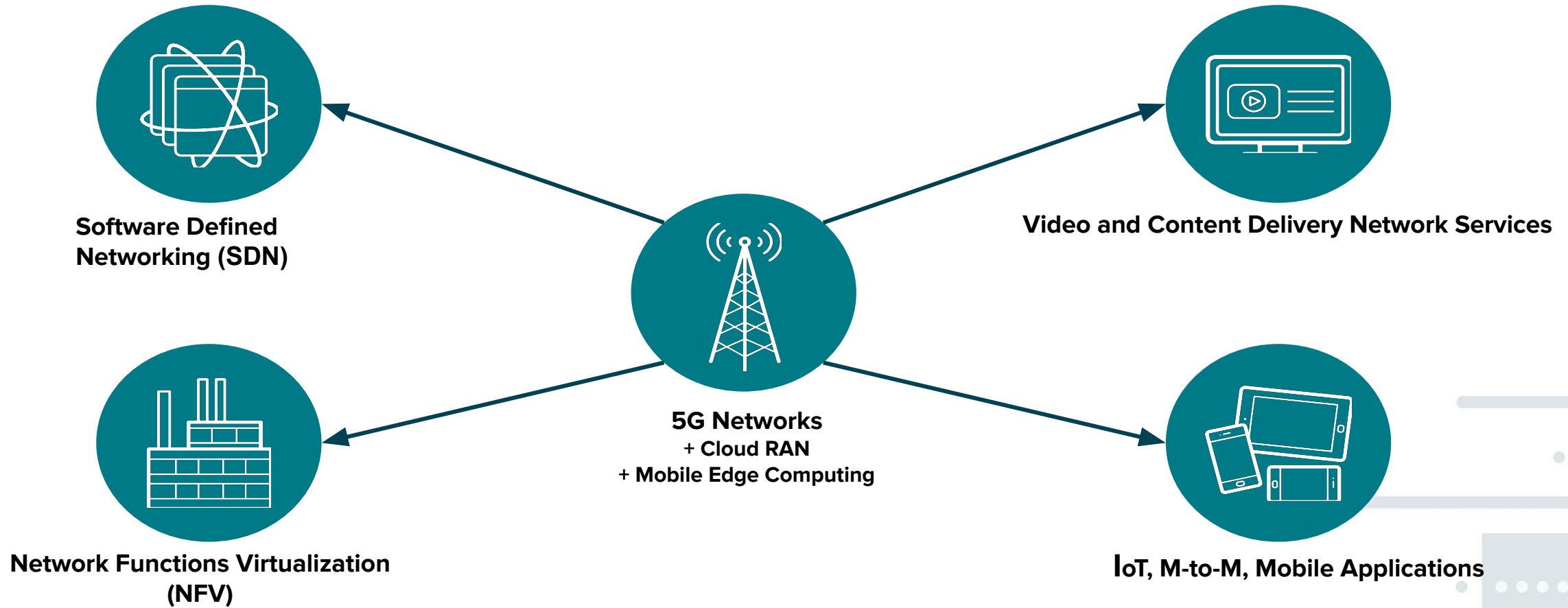
In one leap, Red Hat will allow telecom operators to enjoy the same technology advantages, on an equal open-source footing.

- Open & Collaborative
- Fast Paced + Modular
- Decentralized
- User-Driven



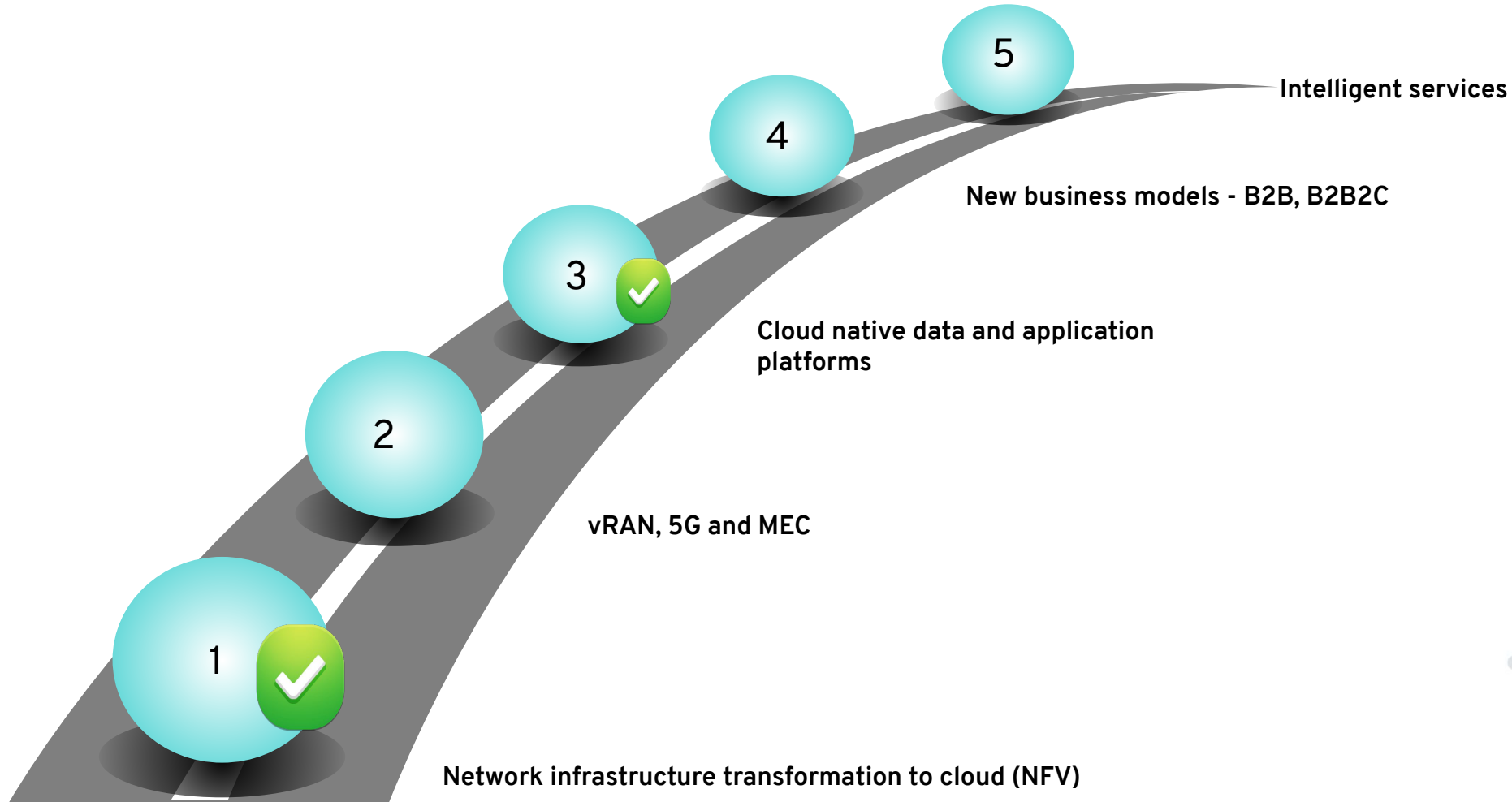
TELCO INDUSTRY IS INVESTING

MUCH OF THIS IS ENABLED BY OPEN SOURCE

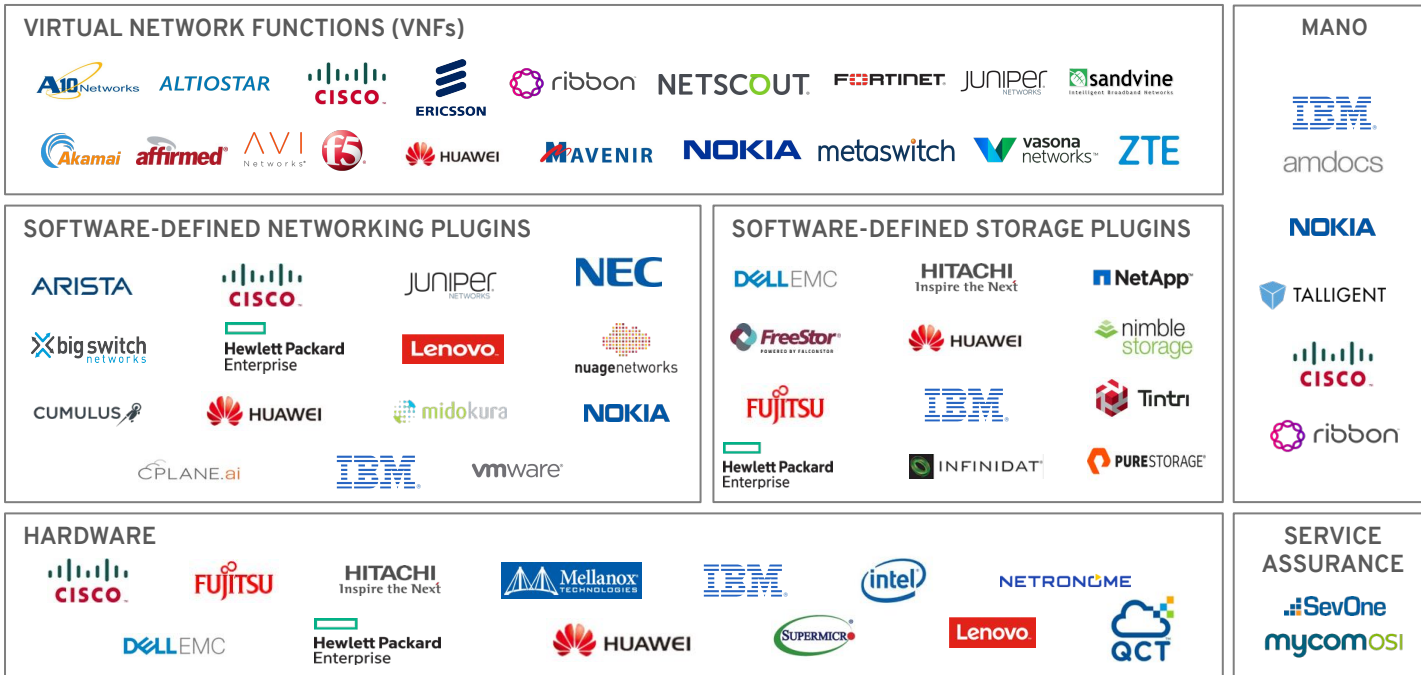


WHERE WE ARE ?

A very long and complex journey...

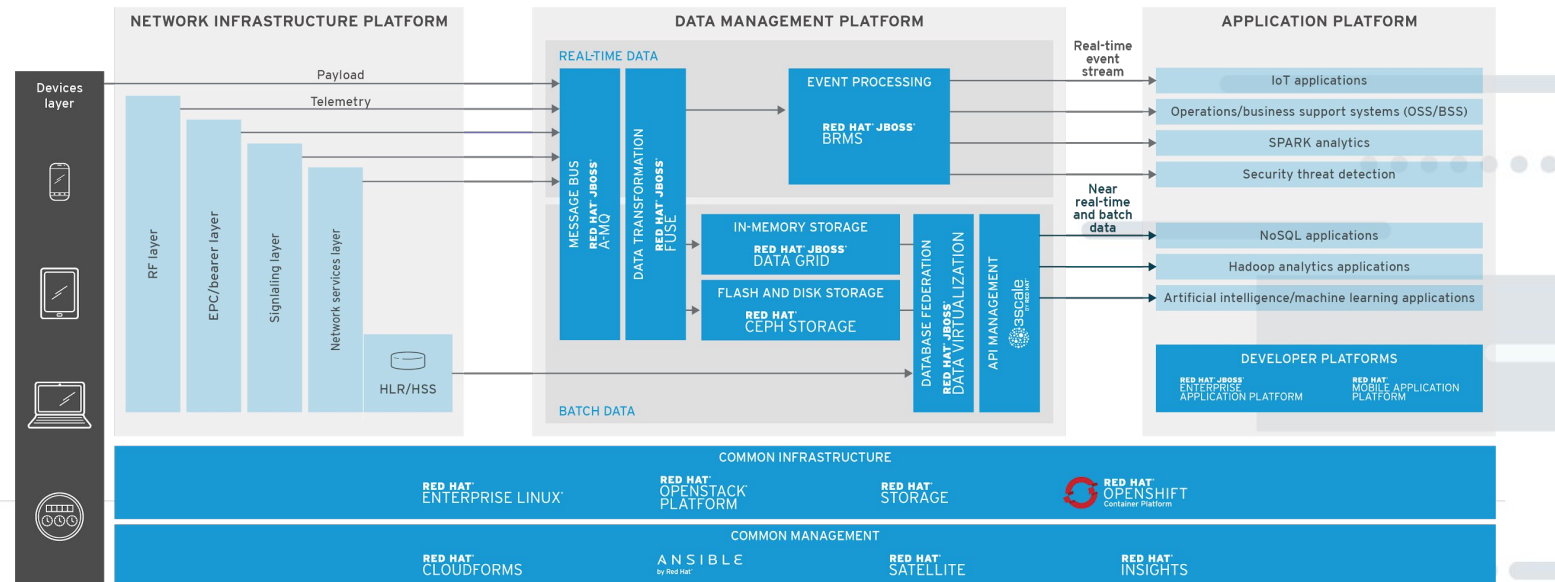


WHY IT IS SO COMPLEX ?



- NEP and ISV ecosystem is huge
- Common infra means everyone must work together
- Different engagement models
- Different vendors with a new way of interactions
- New market landscape definition

- It's not only NFV
- NFV has a lot of use-cases
- It's about Org transformation
- It's about Network and IT convergence
- ALL come from Infrastructure requirements



RED HAT AND THE FRENCH TELCO MARKET

SFR / Altice, France

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MWC 2017: Altice virtualises global network with Cisco, Red Hat

Alex Saxon
Networking Editor
27 Feb 2017 7:00

At Mobile World Congress in Barcelona, cable, fibre, telecoms and media company Altice announces it has enlisted Cisco and Red Hat to virtualise its worldwide mobile network

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Altice picks Cisco, Red Hat to virtualise global mobile network

24 FEBRUARY 2017

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Altice's SFR Virtualizes Mobile Core with Cisco and Red Hat OpenStack

Tuesday, February 28, 2017 #MWC17, Cisco No Comments

SFR, Altice's French subsidiary, is transforming its mobile packet core infrastructure with an NFV platform architected to support multiple vendors. The solution is based on Red Hat OpenStack Platform, in combination with Cisco networking, virtualization and data center compute solutions.

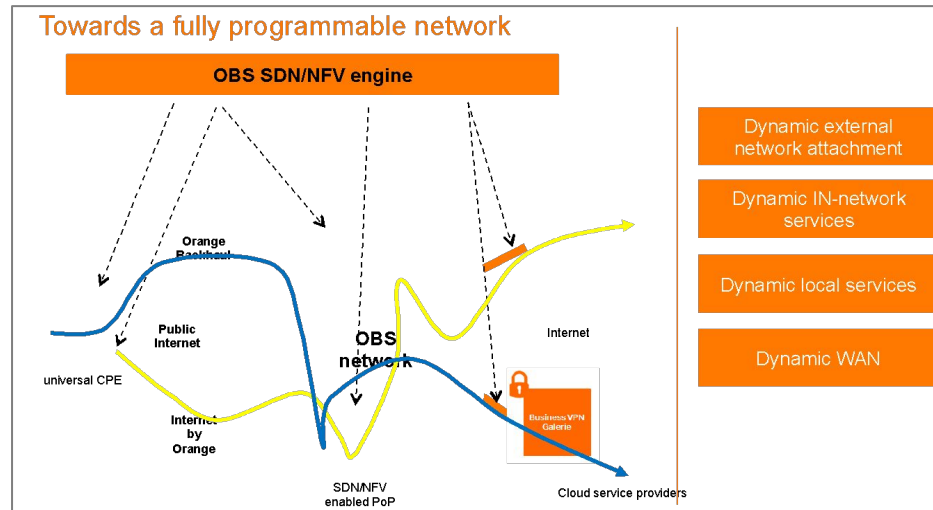
TELECOMS

Altice joins up with Cisco and Red Hat, bets on NFV for future roadmap



By James Bourne
27 February 2017, 06:06 a.m.

Orange, France



Presentation from Orange on their NFV/SDN Deployment:

<https://www.slideshare.net/StephaneLitkowski/mpis-sdn-nfv-world17-sdn-nfv-deployment-update>

Video:

<http://www.dailymotion.com/video/k2AawdoUmTrYGYc8IVH>

Press release:

<http://www.lightreading.com/nfv/nfv-strategies/orange-plots-wider-rollout-of-nfv-for-smes/d/d-id/721715>

Orange Plots Wider Rollout of NFV for SMEs



NEWS ANALYSIS
IAIN MORRIS,
International Editor
3/9/2016

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PARIS -- MPLS/SDN/NFV World Congress -- Orange Business Services is ready to embark on a larger-scale deployment of its network-as-a-service offering for small and midsize enterprises (SMEs) following successful trials of the technology last year.

The enterprise unit of French incumbent **Orange** (NYSE: FTE) unveiled details of the trial, which was carried out under the EasyConnect brand, during last year's MPLS/SDN/NFV World Congress in Paris, and it used this year's conference to provide an update on its activities. (See [Orange Unveils NFV-Based Offering for SMBs](#).)

The service takes advantage of SDN and NFV technologies to let customers quickly set up and manage an IP-VPN, as well as firewalls, web content filtering and other services, using a self-care portal.

Citing "positive" customer feedback on the trial, Stephane Litkowski, a network architect with **Orange Business Services**, said the next step would be a more widespread deployment.

"The first services should be available by the end of the year worldwide and the service portfolio will increase over time," he told conference attendees this afternoon.

During the course of its EasyConnect trial, Orange appears to have replaced at least one of the suppliers it was originally using.

Last year, Litkowski indicated that **UBiube Plc** was providing Orange's VNF (virtual network functions) manager, but the operator is now relying on **Ciena Corp.** (NYSE: CIEN)'s Blue Planet technology for both orchestration and VNF management. "They are providing us with an interesting co-development approach and flexibility in terms of how we model services, which is really important," he said.

For the VIM (virtual infrastructure manager), Orange has been working with **Red Hat Inc.** (NYSE: RHT), and it has stuck by **Juniper Networks Inc.** (NYSE: JNPR)'s Contrail technology for its SDN controller. "Juniper was renewed as a partner because it has a real strength of being able to dynamically attach services to IP-VPNs and provide dynamic routing between VPNs," said Litkowski.

Orange, Corporate / Orange Spain



X by Orange as a Change Catalyst to enable Orange B2B transformation journey...

- 30 days from idea to product
- Max provision time: 72 hours
- Max new feature: 15 mins



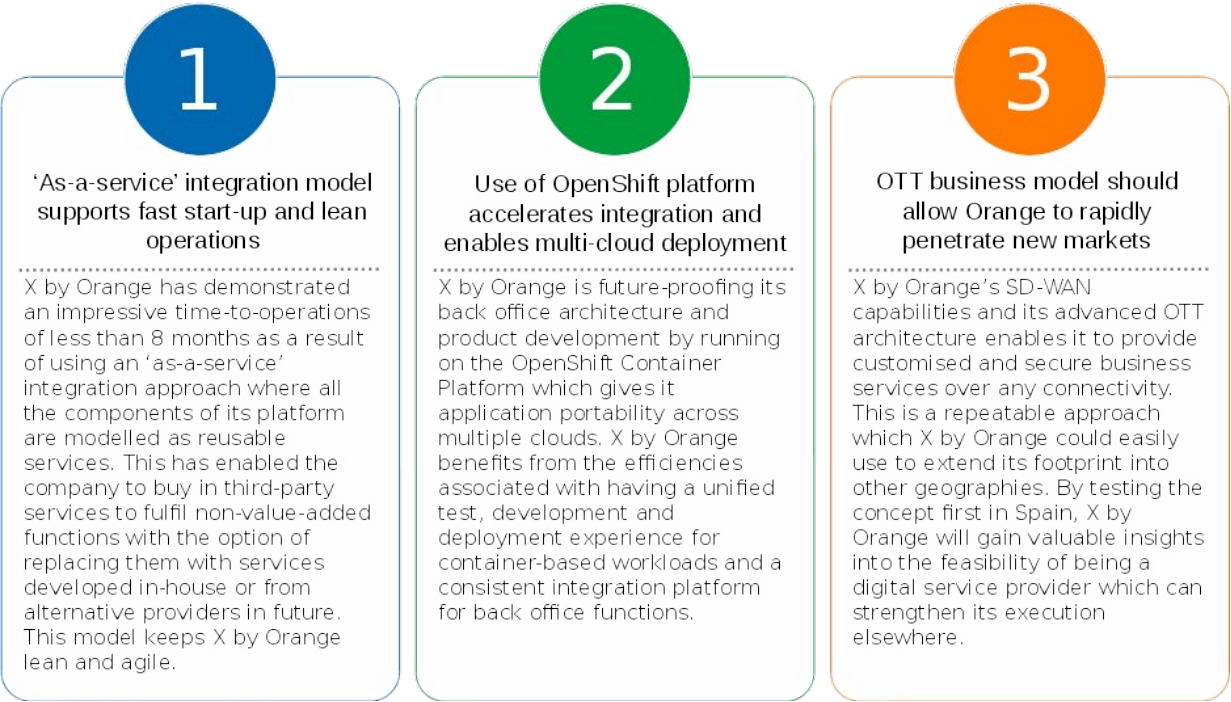
Create a Software Company

Zero-Hardware (Uber model)

UX focused (Customer 1st)

100% DevOps (Full automation)

Yes ! Red Hat could have impact on...



RED HAT FORUMS

THANK YOU



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