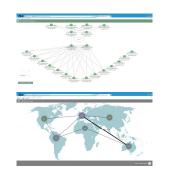


# SETTING THE SCENE

### some key fundamental facts of life

- > continuously converging markets infrastructure consolidation | new delivery paths | content strategy
- > ever faster evolving technologies significantly higher capacity | all-IP services & infrastructure | technology & network virtualization | on & off prem cloud
- > more demanding customers in an ever more competitive environment commodity services | increased dependency | changing legislation | offering diversification
- > and ultimately everything revolves around who owns the user experience











## WHAT ARE YOU FACING EFFECTIVELY?

### knowing what drives the market

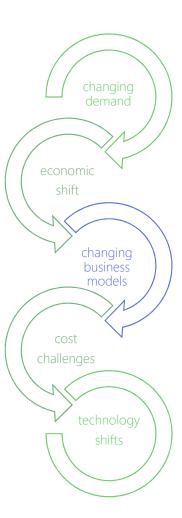
- > millennials are demanding to collaborate and consume anything, anytime, anywhere on any device
- > and what about generation Z?
- > the consumer is in control, more than ever
- > this causes a major disruption / seismic shift of the economical models
- > demand is ahead of technology, technology is not driving the change now



# THE NATURE OF THE TRANSITIONS

### what are you facing effectively?

- > this is a different kind of transition
- > not a technology shift
- > not so much about changing out boxes
- > far more about a shift in business models & operational practices
- > the industry is led by changing business models this time, not by technology

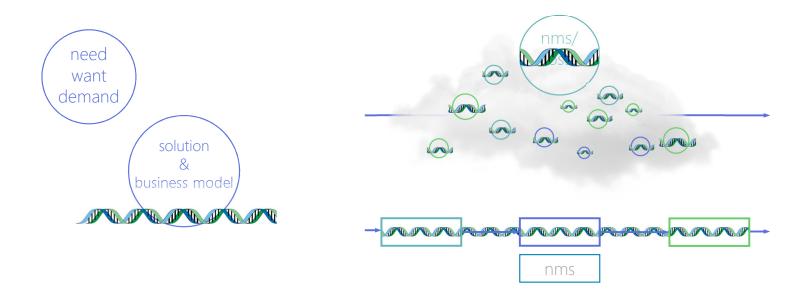






# WHERE'S THE DNA OF YOUR BUSINESS?

the strategic value of your OSS platform





# CORNERSTONES OF THE NEXT-GENERATION NMS/ OSS



inventory & asset, scheduling, ticketing integrated confidence monitoring data sharing, tailored portals & APIs

# ALL OPERATIONAL PROCESSES



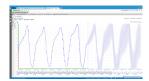


#### ALL AUTOMATED:

automated workflows automated service creation & management session, resource & capacity management







#### >ALL DATA

big data analytics, forecasting, pro-active monitoring, self-learning, probabilities

# ALL RESOURCES & ORCHESTRATORS

unconditional end-to-end integration any data source, legacy & future

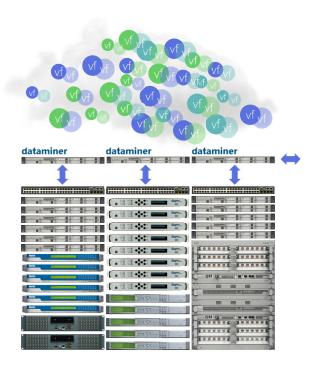




### RUNNING A VIRTUALIZED OPERATION

### ensuring you can dynamically leverage your technology assets

- > performs a vendor-agnostic virtualization of your system resources
- > break down your available resources & technology assets to their essential functions
- > providing a holistic view on all the resources in the entire endto-end infrastructure
- > the system has more properties over and above the sum of those of its parts
- > supporting both hardware & software products, on-premises and off-premises assets
- > seamless combination and stitching of legacy and new technology





### BIG DATA & AI

### the next era in network management

> moving from reactive to proactive management of your operational systems

> moving towards an algorithmic supported operation (AIOps)

> evolution towards a collaborative virtualized system operation

- > example key emerging technologies:
  - > sophisticated forecasting based on self-learning capabilities
  - > detection of deviations from normal behavior
  - > intelligent risk assessment
  - > automated data cluster analysis (incident tracking)



