How to race for On-Demand Networks?

Jehanne SAVI
Executive Leader On-Demand Networks program - Orange

Share from 1st implementations before crystallizing
To be the 1st mover is nice.

To keep ahead is even better.

1 market  2 markets
1 B2B segment  3 B2B segments
1 country  7 countries
1 offer  2 or 3 IaaS
1 IaaS  few simple VNF
1 simple VNF  few complex VNF
1 complex VNF  few offers

Praises by MNC customers

more and more, and also 5G VNFs, 5G slicing
Do we want a fake virtualization?

Or do we underestimate this industrial revolution?

4 to 12 hours

6 M€

9 months
Then let’s stick to the promises
Focusing on the agility, maturity is still low.

- VNF should be cloud-ready & fully automated.
- Hybrid networks should be considered by default.
And let’s manage the viability of the new model whatever the geography.
Focusing on the standardization of a proper telco IaaS and of uCPE's

- VNF can be certified by vendors, and integration is handled
- Security and isolation expectations are handled
Endorsement by engineering schools and universities is still ahead

VUCA world requires to work on the 3 axis

Knowledge / Hard skills

Methods / Soft skills

Influence

In parallel, Telco ecosystem shall speed up on its transformation

Then stimulate the education pipe
Orange defends the openness as a key enabler, not-to-say as a prerequisite,
1. to achieve the SDN/NFV promises such as agility,
2. to get a viable & dynamic ecosystem

We telcos should together with vendors accelerate the key opensource initiatives namely OPNFV and ONAP, not to be overtaken by easy-to-go solutions
Orange does not want only to make it happen, so urges for lucidity and alignment to make it at scale, together and now!
Thank you