



Introducing Ensemble SaaS MANO

Simple uCPE rollout with the industry's first software-as-a-service MANO platform

June 2022

Trends in telecom management

Automation

- Workflow automation
- Support both day-0 (initial) and day-N (ongoing) automation
- Start with off-the-shelf standalone operations
- Later add vertical and horizontal integrations

Cloud-centric

- Virtualized services
- Support for multi-cloud models, including deployment at far edge / customer site
- SaaS models

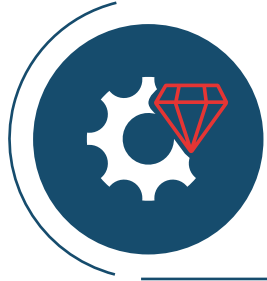
Disaggregation

- Embrace open multi-vendor systems
- Hardware, middleware and applications are all being disaggregated
- NFV, uCPE, MEC, edge cloud

Operators and enterprises need new tools!

What is MANO? It's the heart of uCPE!

Fully integrated, end-to-end NFV management drives deployment at scale



Simplify uCPE and edge compute deployments

- Zero-touch provisioning
- Standard VNF onboarding toolkit
- NFV service designer UI / APIs



Day-N management of NFV infrastructure, networking and workloads

- Monitor NFVI hardware, platform, VNF performance
- Open APIs for third-party management systems
- Manage platform upgrades and system recovery
- Integrated analytics, troubleshooting and service visualization tools

Streamline and simplify deployment of uCPE solutions

Why SaaS MANO?

SaaS MANO speeds and simplifies deployments

Locally deployed MANO



- Install servers and MANO software in customer's network
- Customer configures MANO software for target use cases
- Customer maintains MANO servers and software
- Customer uses MANO to manage Connector instances
- Customer provides trained resources

SaaS MANO



- MANO is pre-installed/pre-configured in public cloud
- ADVA or partner manages customer MANO instance(s)
- ADVA or partner optionally manages Connector instances
- Cloud-scale and faster time to market

Ensemble SaaS MANO benefits

For service providers, VARs/integrators, partners and enterprises

For large service providers

- **Simplifies/accelerates** virtual service deployment, meaning faster time to market (and revenue)
 - Leverage public hosted MANO instances
 - Simplify fulfillment process and pre-deployment engineering activities
 - SaaS MANO ready for live services one day ARO
- Service providers can **establish their business before investing significantly** in uCPE infrastructure

For small service providers

- Fully managed SaaS hosting option can **save the CSP 45%-65% of the operational costs**
- **All startup costs are included:** personnel, hardware and software licenses, hosting space, pre-deployment services and training
- Provides ability to **migrate from SaaS model to self-managed model** in the future if desired

For VARs, integrators and partners

- Provides a way to **deliver a turnkey solution**
- Drives **higher value / sticky services** with end customers
- Provides opportunity for **additional, recurring revenue**

For enterprises

- Simplifies transition to virtualized services
- Simplifies operational model
- Ideal for occasional adds, moves and changes
- Aligned with current enterprise SaaS activities



Thank you

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