

# Telefonica Business Solutions Accelerates Multi-VNF Services by Deploying MANO in 12 weeks with NEC/Netcracker NAAS

Telefonica

BUSINESS SOLUTIONS



## Customer Profile

- > Tier 1 global service provider.
- > Headquartered in EMEA.
- > Delivers managed communications services to 3,000 multinational enterprises worldwide.

## Business Goals

Drive a multiyear strategic transformation program to:

- > Improve operational KPIs, including cost to serve, average service delivery times and service availability.
- > Become a one-stop-shop for enterprises to drive new revenue growth.

## The Services



Virtual Network Firewall



Web Filtering



Threat Protection



App Control

In the highly competitive B2B market, enterprise customers want faster deployment times and on-demand services that are customizable. Telefonica Business Solutions began a multiyear strategic transformation program starting with cloud security services to meet these goals. It selected NEC/Netcracker's Network-as-a-Service (NaaS) solution to drive its virtualization initiative in the business market.

## Featured Benefits

**Deployed MANO solution in just 12 weeks** through the use of DevOps and Agile methodologies, allowing the service provider to enter new markets and offer new services beyond security extremely quickly with best-of-breed VNFs.

**Reduced service management costs** and **improved customer experience** by automating hybrid (physical and virtual) operations as well as using a digital marketplace for end customers and managing requests in near real time.

Deployed a new industry solution for **centralized, automated license management** for VNFs and third-party services to reduce costs and simplify operations.

## Project Requirements

The service provider needed a virtualized solution that could quickly get its cloud security offering off the ground without disrupting its existing customer premises equipment or legacy BSS/OSS, while also enabling it to continuously add new value-added services. It needed the ability to manage and secure both physical and virtualized elements all the way to a self-service portal that enables customers to activate services in just a few clicks.

The business case for this project was based on a long-term plan encompassing many network and value-added services. As such, it was important for the service provider to choose a VNF-agnostic vendor with a strong ecosystem of partners.

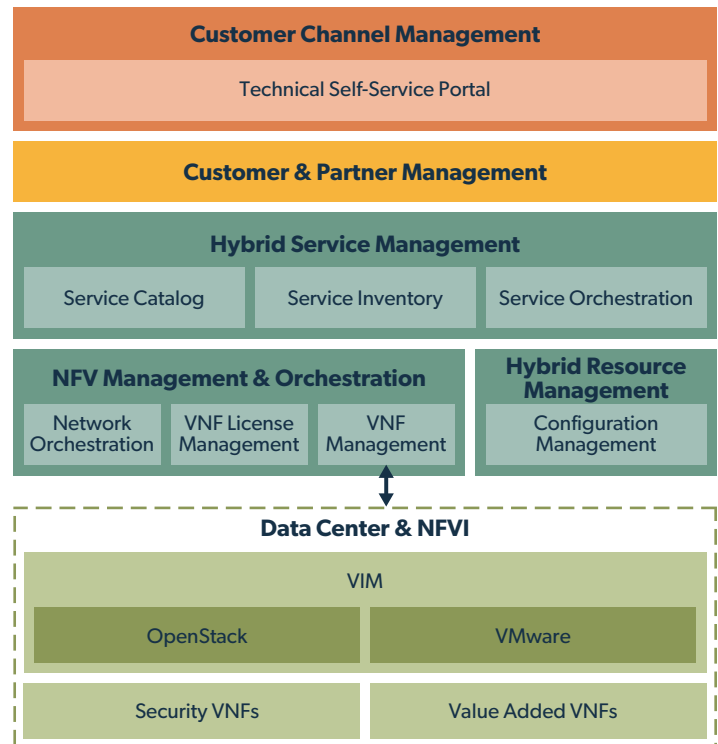
The service provider also needed a practical solution to help manage multiple VNF licenses from different vendors, enabling best-of-breed options without the risk of vendor lock-in.

## The Solution

Telefonica Business solutions selected NEC/Netcracker's NaaS solution, which offers a full-stack solution with pre-integrated VNFs, enabling the company to deploy virtualized services quickly. The full stack included NEC/Netcracker's Network and Service Orchestration, Hybrid Resource Management, Service Management, VNF License Management, as well as Next-Gen BSS components, such as Self-Service Portal and Customer & Partner Management offerings, to enable automated order fulfillment.

Two vendors were selected to provide security VNFs, both targeting different markets. Because NEC/Netcracker's NaaS solution includes many pre-integrated VNFs from its Ecosystem 2.0 program, including those from the two security vendors, the VNF and service onboarding process was expedited. Service artifacts (e.g., VNF descriptors and network service descriptors) are stored in a reusable library, which enables the customer to rapidly activate new services in the future by leveraging existing software assets.

The solution successfully automates the provisioning and activation of both virtualized and traditional networks to establish on-demand virtualized security services. It allows enterprise customers to access VNF settings directly from a self-service portal and quickly make operational changes such as provisioning new remote VPN users on an SSL gateway and establishing or modifying firewall and web-filtering policies. NEC/Netcracker also provided a new centralized license management tool to manage the distribution and usage of different licensing schemes.



## Moving to Agile/DevOps

Netcracker helped the service provider redesign its organizational processes in order to foster collaboration between its network and IT environments. Agile (Scrum) methodologies were implemented to meet aggressive timelines and ensure collaboration between cross-functional customer and Netcracker teams.



## About NEC/Netcracker

NEC/Netcracker SDN/NFV Solutions is the joint initiative between NEC Corporation and Netcracker Technology to address the opportunities associated with software-defined networking (SDN) and network functions virtualization (NFV) for service providers of all sizes around the world. The combined NEC/Netcracker entity brings together the best of NEC's network innovation with Netcracker's IT leadership and telecom expertise to deliver comprehensive, end-to-end cloud and virtualization solutions in multidomain environments. [www.netcracker.com](http://www.netcracker.com)