Cloud wise services
Your cloud transformation partner
Enjoy a smoother journey into the cloud with Nokia

By 2020, it is estimated that there will be 50 billion devices communicating with each other in a connected world with no boundaries between IT and telecoms\(^1\). At the same time, the demand for new services and connectivity grows constantly.

To take full advantage of the possibilities offered by this new connected world, networks need to be reliable, agile, flexible and scalable. This is why the move to virtualization is so important.

But it is not just about the technology. Your customers must feel comfortable and safe in the cloud. And you have to guarantee the integrity of your processes through the change and beyond.

Nokia cloud wise services will enable you to transition smoothly into a cloud architecture designed to meet your unique requirements and those of your people and customers. No matter where you are on your journey, we are here to help.

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\(^1\) Source: Nokia Bell Labs Mobility Traffic Report
Transformation

Helping you define change and evolve

Although the fundamental principles are universal, your journey into the cloud will be as unique as you are. The framework of your company’s transformation will help define your cloud strategy and your goals for evolution.

Maintaining your competitive advantage as you migrate is, of course, vital. Our telco cloud index (TCI) establishes where you need to be and suggests the ideal transformation path to get you there.

Nokia’s comprehensive, flexible framework has three phases covering people, process, tools and technology.

- **Define and assess**
  Our experts will help you develop your strategy and assess your current capabilities together, choosing key use cases and modelling the business value.

- **Plan and control**
  Your cloud architecture, the operation model and how implementation will happen are all carefully planned.

- **Execute and monitor**
  As we carry out your transformation strategy, Nokia addresses the key challenges, helps to keep your organization running smoothly, and makes sure you can realize full business value.

Because transformation is constant, Nokia consultants stay with you every step of the way of your journey into the cloud.
Growth

Leveraging the power of technology

Transforming your business is only one reason for moving into the cloud. There is also enormous potential for growth. Depending on your vision and goals, it’s important to define at an early stage any options for new operational and business models.

With Nokia on your side, you can also call upon the resources of:

- Bell Labs Consulting, offering specialist expertise to help you understand and analyze your cloud needs in order to define the business case
- Our Transformation Practice service, expert at addressing transformation needs in fixed, IP and mobile networks
- Nokia Managed Services, sharing decades of experience of managing fixed and wireless networks as well as creating the process blueprint for virtualization

However you choose to build a relationship with Nokia, you will be in the best possible position to benefit from all the advantages of being in the cloud.

Transformation benefits

- 40% operations savings
- 10X faster site turn-up
- 43% M2M TCO savings:
- 22% smartphone TCO savings:
- 50% CAPEX savings
- 25% operations savings
- Over €300M economic value

See the full interview with Jeff Owen at nokia.com
Data Center Services

Rapid design and build you can trust

It takes a swift pace to take advantage of what the cloud offers. But, you also have to make sure you’re building for the future in the right way.

Focusing on quality will ensure there are no surprises. Nokia delivers repeated quality design, and our highly automated tooling and processes guarantee a 56% faster deployment cycle.

Our DevOps-based Data Center Services enable you to rapidly design and build a multivendor data center that meets your unique needs. Services to operate, optimize and maintain your data center are provided. Innovative modelling and verification services draw on our extensive experience to help you visualize the data center and verify your virtualized services and infrastructure rapidly.

When you’re up and running, our single-pane-of-glass approach to incorporating tools and operations and maintenance support services guarantees telco-grade service level agreements. Problems are always identified and resolved quickly and effectively.

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1 Indexed proportion of time reduction for a typical data center implementation.
Prime integration services

Global expertise delivered locally

It takes smart coordination to build an open, standardized, multivendor, end-to-end (E2E) cloud presence. With a prime integrator, you have one point of contact for every integration project. You work with a local project manager, E2E architect, and integration engineer, all of whom are dedicated to making sure you succeed in the cloud.

A network integrator’s responsibility will be to make sure that risks are minimized, and delays and additional costs are hopefully non-existent. Together with your integrator, you can make sure you’ve arrived at a consistent, fully deployed and optimized, and future-proofed solution.

Nokia successfully delivers over 800 integration projects annually worldwide. Our SMART service is designed to ensure completeness of scope, clear responsibility for multivendors, consistent architecture, requirements aligned with needs and a structured integration plan. Whatever package you choose, our experts make sure it will more than meet your needs.

Prime integration
SMART service

- Scope
- Multivendor
- Architecture
- Responsibilities
- Target
Cloud operations

Operating your cloud based network

Nokia can manage your complete hybrid network for you: traditional plus cloud-based or virtualized and non-virtualized. We use the highest level of automation and our dedicated V-ops lab environment to simulate 100% cloud based operations.

Today
Integration and managed operations

- Traditional operations functions
- Physical network functions
- Working with network elements
- Live / reactive activities
- Fulfillment / assurance

Tomorrow
Managed integration and operations

- New operations organization (DevOps)
- Hybrid network functions
- Orchestration supports human actions (co-decisiveness)
- Automation rules
- Proactive activities
- Multivendor VNF on-boarding

Managed Enablement Framework

- VNF testing
- VNF on-board
- DevOps
- Tools
- Performance
- Capacity mgmt
- Security
- BC/DR
Cloud care services

Tailor-made for multivendor networks

Nokia care services includes software validation and testing as well as performance-monitoring by our experts. Built around the lifecycle of your telco cloud software, the service adds up to a continuous rolling program of activities for the agreed timespan.

Resolution Prime
- Nokia as single point of contact
- Customer agent for cloud infrastructure vendors
- Incident investigation management

Software Version Management
- E2E software upgrade/update service to ensure right first time
- Five step approach to reduce risks and minimize downtime
- Faster time to revenue for new services, capacity and features

Launch Support
- For fast development of telco cloud O&M capabilities
- Tailored service for operational efficiency from day one

TotalCare for VMware
- Full support for non-Nokia delivered virtualization software
- Nokia Care as single point of contact for both Nokia application and VMware
- Virtual Infrastructure software support and maintenance
Product associated services

Drawing on our product portfolio

A flexible cloud transformation should support the vendors you choose to work with to suit your unique needs.

Nokia offers extensive services based on our own product portfolio. These include the integration and operationalization of CloudBand for cloud management and software-defined network (SDN) integration from Nuage Networks™, a Nokia venture.

Nuage helps service providers, web-scale operators and enterprises unleash the power of the cloud. Its software-defined networking (SDN) solution gives you the freedom and flexibility to:

- Connect sites, workgroups and applications faster, more securely and more cost-effectively
- React to change easily
- Respond to growth seamlessly

The combination of multivendor support and Nokia’s own services gives you every possible advantage in the cloud. We also add services to integrate and implement our AirFrame data centers.
Our partner ecosystem

Certified to the highest standards

Stepping into the cloud is not something you do lightly.

For peace of mind, partner with cloud wise services which are certified to the highest standards. Before we commit to working with a partner, they’re expected to graduate from our Telco Cloud Certification Program.

The Nokia partner ecosystem delivers:

• Expertise developed on multiple solution stacks
• A single window for problem resolution
• Rapid solutions deployment through automation
• End-to-end lifecycle management
The benefits

Becoming cloud wise

Once you have mapped out a transformation path that fits your strategy for growth, with a suite of multivendor services designed to be appropriate, scalable and future-proofed, you’re ready for the next challenge.

With a wide selection of standalone and managed services packages, all grounded in our IT and fixed and mobile telco experience, Nokia can be your single point of contact for support. The end result is an improved service for your customers.

Nokia’s multivendor suite of cloud wise services and our highly evolved partner ecosystem are here for you when you need them. We’re looking forward to finding out how we can help you.

- Expertise developed on multiple solution stacks
- Single pane of glass view for monitoring and problem resolution
- Rapid deployment through automation for certified partner solutions
- End to end lifecycle management
- Multivendor cloud tailored to the operator requirement