



The challenges of infrastructure software lifecycle

Maximize your IT investments:

Best practices for transforming and taking control through software-defined infrastructure

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The problem of complexity



¹'Flexera 2022 State of ITAM Report.' Material available for public use.

Visibility

- Multiple infrastructure vendors
- No single view of SW and HW assets
- Expiring subscriptions, support contracts, end of life/end of support dates

Technology planning

- Coordinating software procurement (typically central) with hardware procurement (typically local)
- Synchronizing SW and HW roadmaps and lifecycles

The challenges of infrastructure software

License Management

- Multiple vendor licensing models
- Fragmentation of subscriptions
- Consumption / true-forward management
- Return from Enterprise Agreements (“adoption”)

Technology ROI

- Optimising procurement (forward visibility and planning to negotiate optimal EAs)
- Measuring ROI from EA consumption
- Measuring ROI from Software features adoption

The problem of visibility

Organizations may face problems when they do not know enough about their infrastructure software and hardware.

9 in 10

Believe that innovation and software defined virtualization of networks are driving the need for holistic/agile networks

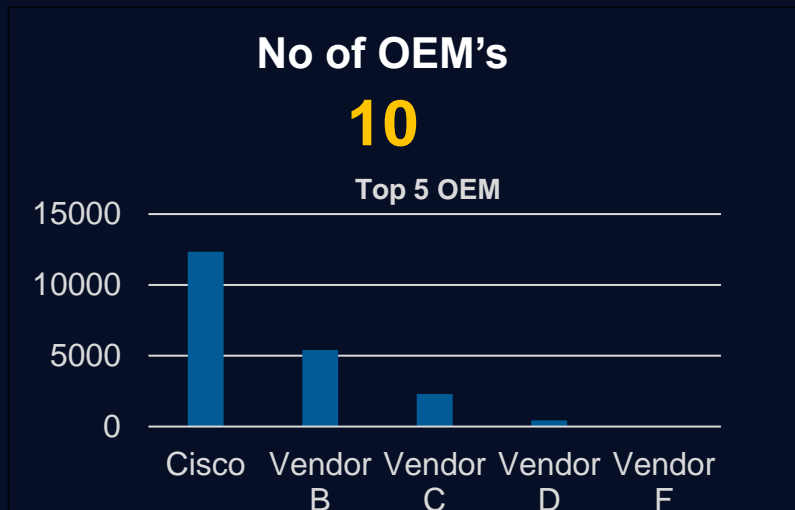
89%

Agree that a service provider portal is a key function to enabling visibility on the network

82%

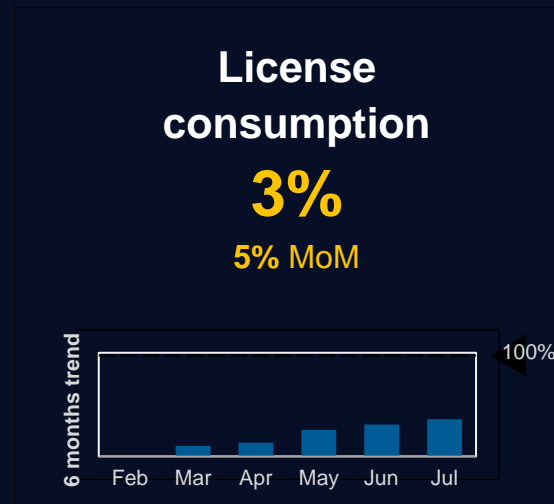
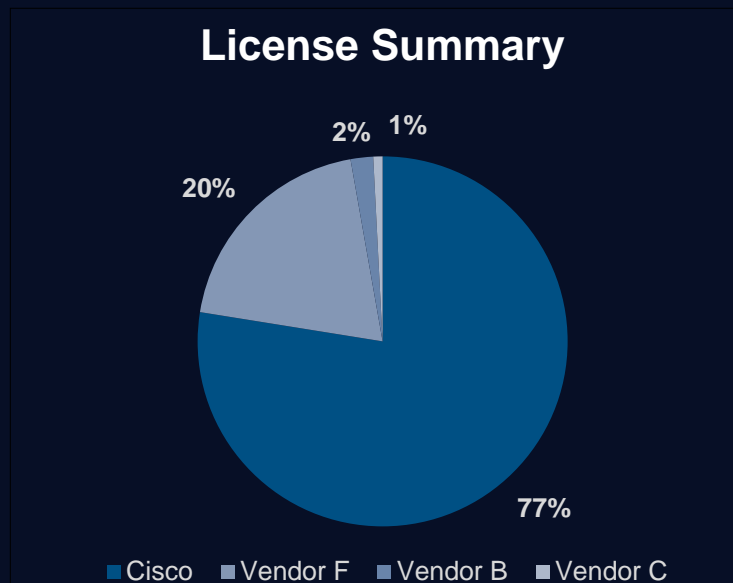
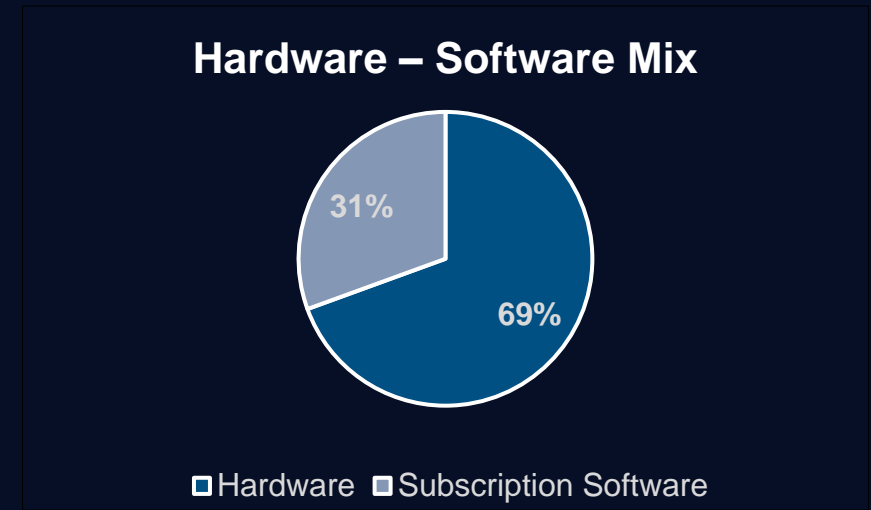
Agree that the lack of visibility across network architectures are restricting operational insights and causing reactive firefighting

Simple visibility is often very difficult to achieve



No of Locations
19
4 countries

No of Contracts
7



Campus Network
Modernization Opportunities
90%
DNA Licenses not activated

Data Centre Network
Modernization Opportunities
85%
ACI Licenses not activated

Our experience: unlocking the power of infrastructure software

Lifecycle Accelerator
quick infrastructure lifecycle scan



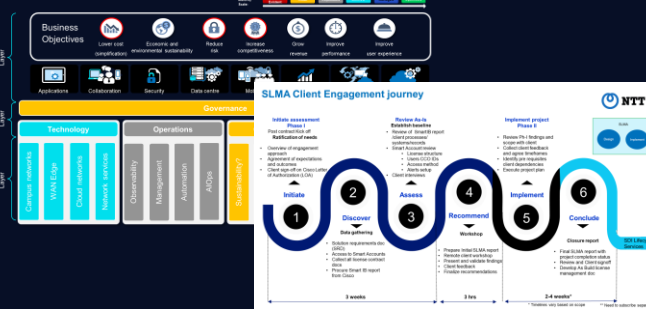
Network Maturity Assessment
Software License Management
Assessment



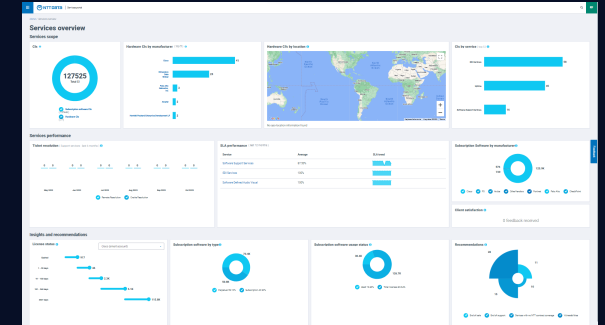
Support Services with
Software Lifecycle Services



- **Full view of installed base** by geography, technology, partner
- **License view** (visibility, end dates, cost optimisation and consolidation opportunities)
- **Assets obsolescence** (3-year view)



- Assess network infrastructure, security and operations vs business priorities and best practices
- Assess infrastructure software licenses and recommend optimal license management



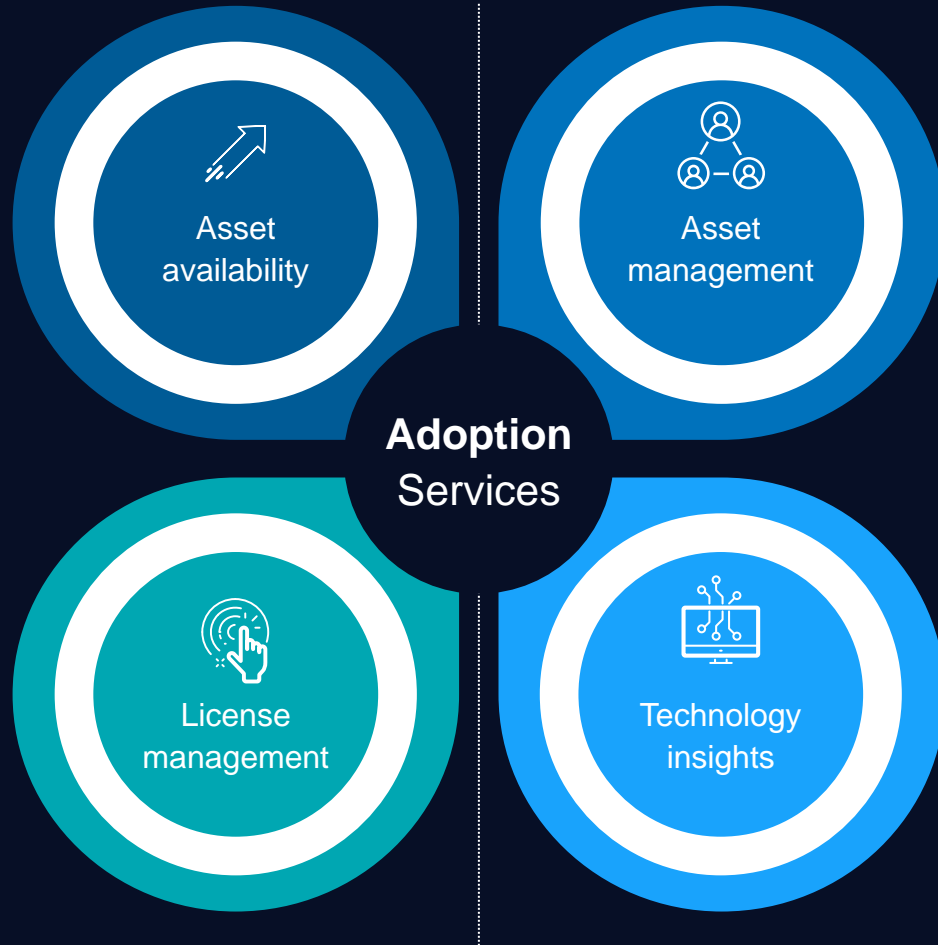
- Accelerate the infrastructure transformation to Software-Defined
- API-connected digital wallet
- Hardware asset insights
- Integration with Cisco CX Cloud

People | Process | Technology

Full infrastructure lifecycle support to simplify management and maximize ROI

Our Support Services with Software Lifecycle Services

are designed for rock solid support AND infrastructure software transformation



SDI Services

A unique combination of services, expertise, and platforms to safely **accelerate transformation to software infrastructure**

- Cloud ready
- Digitally connected
- Powered by NTT Services Portal

visibility | control | availability | adoption

NTT Support Services Portal



Cisco Digital Wallet

- Cisco SW Central
- Cisco Webex Control Hub
- My Cisco Entitlements
- Enterprise Agreement Management
- Cisco Meraki Dashboard
- License/EA visibility, compliance, status, consumption, optimization

CX Cloud Integration

- Insights Analytics
- Adoption view with use case recommendations from experts



Multi-vendor Digital Wallet

- API-Connected Software Assets Insights
- Visibility, compliance, status, consumption, optimization

5 vendors

Additional assets can be uploaded via import template

Multi-vendor asset availability

47 vendors

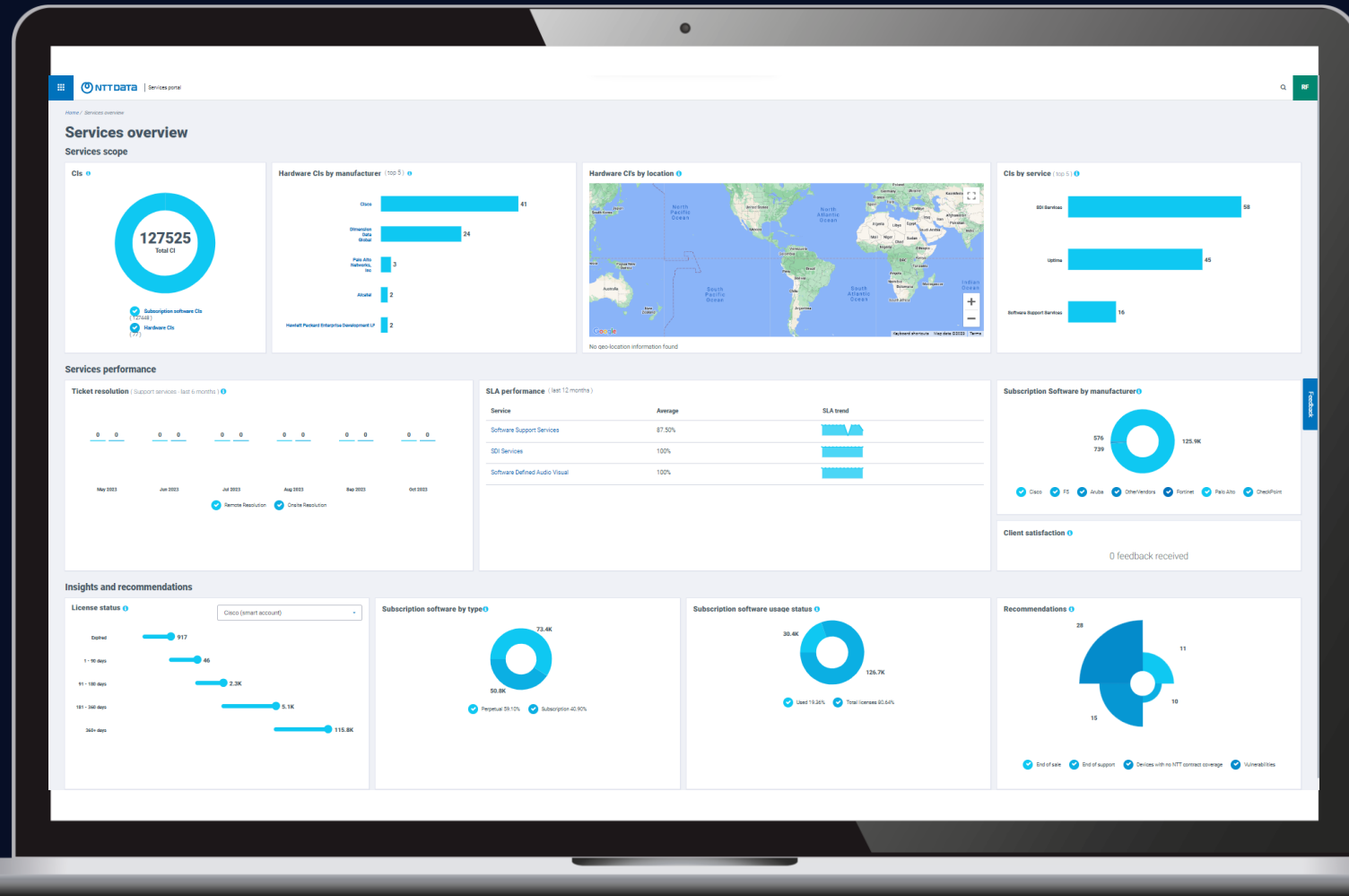
Multi-vendor Hardware Asset Insights

16 vendors

Digital Experience puts you in control

Digital Wallet

- Vendor API integration
- Connected licensing
- EA Consumption
- License status & usage
- Compliance
- Subscription renewals



Infrastructure Insights

- Telemetry integration
- Hardware assets recommendations & insights
- EoS and EoX reporting
- Security advisories and bug protection recommendations
- Health Insights

A single view across your infrastructure

Adoption support

Onboarding



Operations

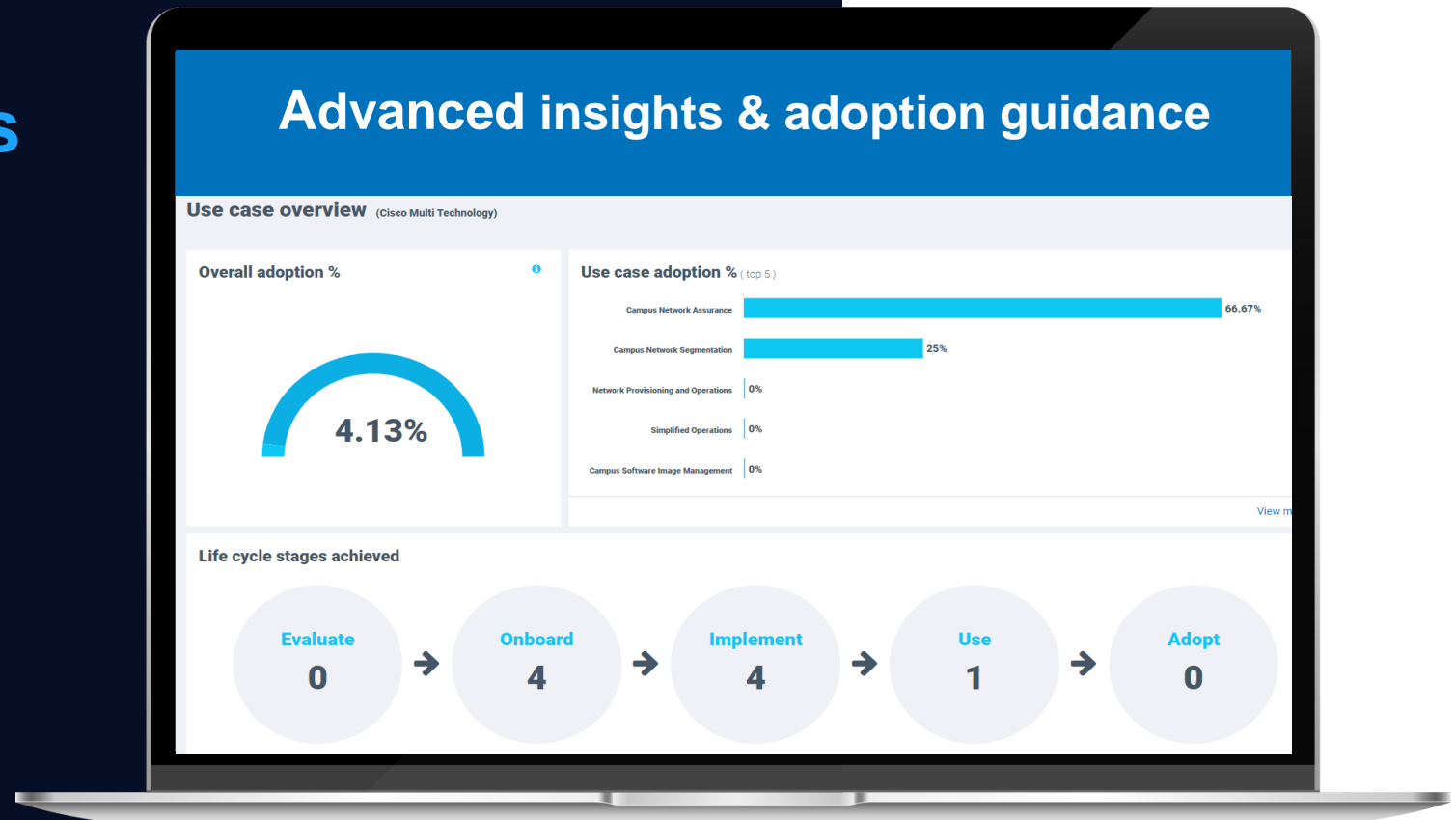


Renewal

NTT's Lifecycle Specialists guide clients with recommendations and insights to improve technology adoption

Key Capabilities

- Configuration & Security image compliance reporting
- Technology use-case adoption insights
- Periodic recommendations from client success experts





Case Study: Infrastructure support and lifecycle services

What:

- **Software Lifecycle Management Assessment** to uncover client requirements
- **SDI Services** for campus network support and evolution to infrastructure software with visibility and licence management
- **Enterprise Agreement** to move from ad-hoc procurement for improved financial controls and efficient planning and utilization

Why:

- **Our approach** provides data-driven insights to support accurate and timely remediation
- **SDI Services** delivers insight and control that help optimize value of software investments, and consolidates hardware and software support
- NTT services underpin their **technology transformation** for a more agile and secure network

The customer is a European company that develops and produces clinical equipment. It has a global presence in more than 120 countries, with over 40 offices around the world and about 4,700 employees.

Conclusion

1

Infrastructure software is here to stay! Overcoming **visibility, support and management** challenges are critical to **harnessing the promises** of flexibility, efficiency, and savings

2

NTT has a **portfolio of services, platforms, and the deep skill**, to help organizations gain control and move into the **infrastructure software future with confidence**

Contact your
local NTT client
manager for a
quick analysis
of your Cisco
software
licenses

1

Overcoming **visibility, support and management** challenges is critical to achieving flexibility, efficiency, and savings.

2

NTT has a **portfolio of services, platforms, and the deep skill**, to help organizations gain control and move into the **infrastructure software future with confidence**



Thank you!

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Visit us at the **NTT DATA Private 5G corner** at the **Aviation Booth** in **The Hub!**

Together, we do it right.



Join our upcoming sessions

Charting the future: Consoles #_ to AI-driven infrastructures

Infrastructure setup and management now leverage automated processes, fuelled by APIs and software innovations. Smarter devices breed smarter infrastructure, providing uniformity, less downtime, swift time to market, and heightened compliance. Join this session for a glimpse into the evolution from console-driven management to AI-managed infrastructure, facilitated by intelligent devices.

Arnab Sen, Senior Technical Services Lead, NTT Ltd.

When: Wednesday, 7 February | 1:10 pm to 1:30 pm

Where: Partner Theatre

Network automation – A world of misunderstandings

You develop network automation solutions for others and experience the issue of misunderstanding during the development. Find out how methods like (user-)story-mapping help to create a common understanding of the problem you and your team are trying to solve through network automation projects.

Henry Oelsner, Technical Consultant, NTT Ltd.

When: Thursday, 8 February | 1:30 pm to 2:15 pm

Where: DevNet Theatre

