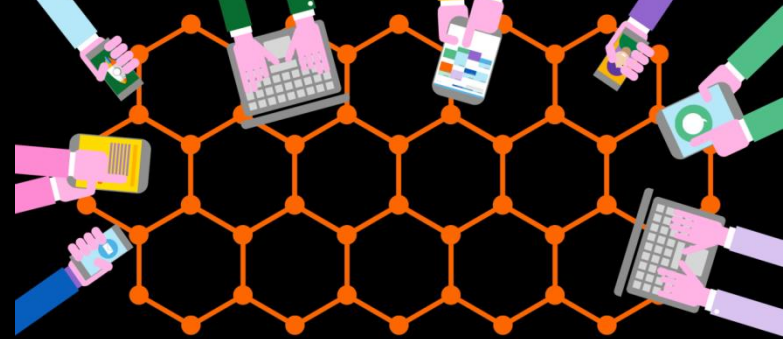


# How to race for On-Demand Networks?

**Jehanne SAVI**

Executive Leader On-Demand Networks program - Orange



Share from  
1<sup>st</sup> implementations  
before crystallizing

Praises  
by MNC  
customers

1 market  
1 B2B segment  
1 country  
1 offer  
1 IaaS  
1 simple VNF  
1 complex VNF

2 markets  
3 B2B segments  
7 countries  
2 or 3 IaaS  
few simple VNF  
few complex VNF  
few offers

2016 - 2018

2018 - 2020

+2020

more and  
more, and  
also 5G  
VNFS, 5G  
slicing

To be the 1<sup>st</sup>  
mover is nice.

To keep ahead is  
even better



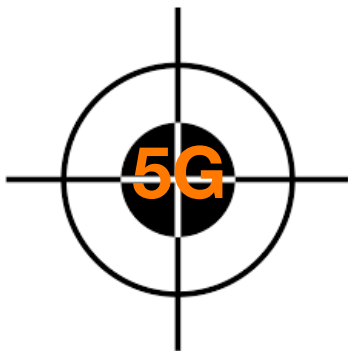
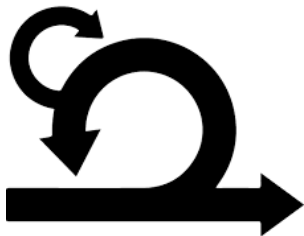
4 to 12  
hours

6 M€

9 months

Do we want a fake  
virtualization?

Or do we  
underestimate this  
industrial revolution?



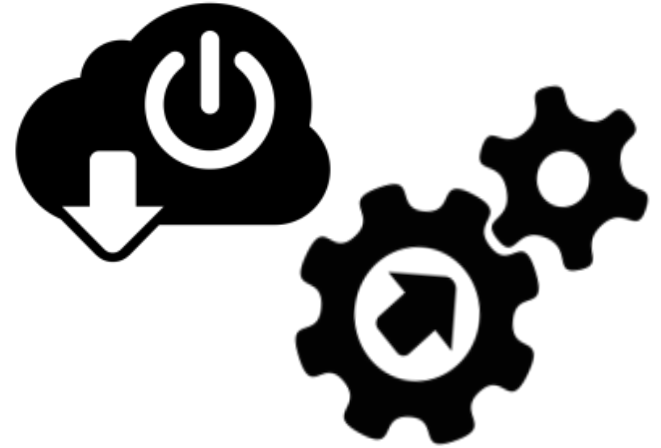
1

**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**

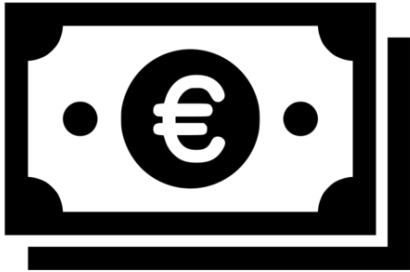


Market place  
such as



2

**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

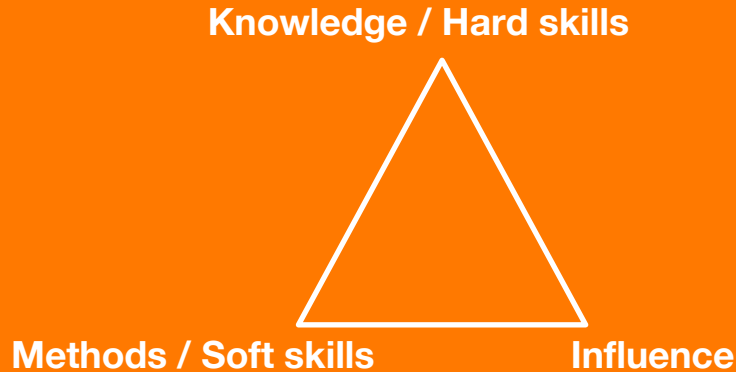
➔ VNF can be certified by vendors, and integration is handled

➔ Security and isolation expectations are handled



**Endorsement by engineering schools and universities is still ahead**

**VUCA world requires to work on the 3 axis**



**In parallel, Telco ecosystem shall speed up on its transformation**

**3**

**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

