

Seizing the Telecom Cloud Opportunity – 3 days

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The enterprise selling landscape has changed dramatically in the past few years. Driven by changing the telecommunications industry is going through a period of profound transition. Having been disrupted by digital-native companies from across the media and internet, the telecom services they have traditionally offered like voice, data, and messaging and the revenues they have generated, are under threat. They must transform their operations and business models to keep up with ever-changing customer expectations.

Traditionally most telecom providers rely on large computing infrastructure running a diverse set of applications to deliver, manage, and bill services. The sheer complexity and size of this “in house” IT operation prevents Telco agility and reduces their competitive edge. Migrating to the cloud can reduce the dependence on internal computing resource requirements and release the excess for use by paying customers. Doing so reduces internal costs and increases revenue streams — a win-win situation for a telecom cloud provider.

In the not-too-distant past, cloud computing primarily served as a catalyst for technological change, leaving its potential for driving business innovation virtually untapped. Yet cloud has the power to fundamentally shift competitive landscapes by providing a new platform for creating and delivering business value. In this three day course we will introduce the student to all aspects of cloud. The course explains the potential of cloud as a business enabler within the context of current telecommunications industry trends, migration strategies, where the Telco fits into the cloud ecosystem and look at the telecom cloud marketplace.

Note: Each session is followed by student activity time. At the end of the course the students will present their Business Model Canvas on the Telecom Cloud Opportunity back to the course trainer and the other course delegates.

Note: This course is not delivered with the FoldOut methodology.

WHO SHOULD ATTEND?

This learning experience is ideal for individuals working within the telecommunications sector who have the drive and ambition to get their careers to the next level and help improve how their organization migrates and embraces the cloud opportunity. The only prerequisite is an open mind, a willingness to learn and a desire to contribute to the digital future of your company. The program has been designed for team leaders; managers and senior management, from both technical and commercial teams, who are responsible for designing, building, optimizing, maintaining, growing and keeping secure the next generation telecoms operator.

COURSE OUTCOMES

Participants will develop or be able to:

- Contribute more effectively to discussions and development of the cloud implementation or strategy within their own organization
- Evaluate implementation options for secure and reliable cloud service offerings, including technology options and deployment
- Show they fully understand the technology requirements for cloud services and the demands placed on both the wider core network and the access network
- Develop solutions in a way that is consistent with the wider requirements of the organization
- Display a solid foundation on which to further develop their competencies and knowledge of cloud computing

- Possess the confidence to contribute to the development of commercially viable customer solutions
- Make decisions on cloud technology implementation and procurement that are commercially viable, minimize risk, and are in line with the strategy and goals of the wider organization.

COURSE OUTLINE

Introduction to the Cloud

- Cloud Computing Defined
- Everything as a Service
- Traditional IT Infrastructure and Services
- What is new about the Cloud
- NIST Cloud Computing Reference Model
- Deployment Models: Public, Private, Community, Hybrid
- Activity - Building your Telecom Cloud Opportunity Canvas

Cloud Service Models

- The Overall Service Model
- Software as a Service (SaaS)
- Platform as a Service (PaaS)
- Infrastructure as a Service (IaaS)
- XaaS Pros and Cons
- Activity - Building your Telecom Cloud Opportunity Canvas

Cloud Native

- Introduction to Cloud Native
- Cloud native v. Cloud enabled
- The Evolution of Virtualization and Cloud Native Apps
- Containers and Microservices
- DevOps
- Agile software development methodology.
- Network Cloud Infrastructure and NFV
- Hosted CPE functions
- D-Ran v, C-Ran v. V-Ran v O-Ran
- Activity - Building your Telecom Cloud Opportunity Canvas

Strategies for migrating to the cloud

- Business Case Drivers
- Enthusiasm for Migration
- Migration Steps
- Identifying applications for migration
- Trust Boundaries
- Certification and Compliance
- Legal Considerations
- Risks and Mitigation
- Security
- Activity - Building your Telecom Cloud Opportunity Canvas

The Telecom Operators role in the Cloud eco-system

- Cloud Opportunities for the Telco
- The Telco network cloud offering (reliability, QoS)

- A look at the implications of Cloud Neutrality
- Cloud based BSS/OSS
- Cloud service enablers
- Key drivers for Telcos involvement in the Cloud
- Key asset identification (Trust and the Network)
- Economies of scale
- What are the challenges of cloud computing
- Security considerations
- Perceived customer concerns and benefits
- Network and IT staff merge
- Exercise – Critically Analyze Your Company (or a company of your choice) as a Cloud Service Provider
- Activity - Building your Telecom Cloud Opportunity Canvas

Proof of Learning presentations: Refine Lean Model Canvas for post course implementation