

# “SDN & NFV – A Pragmatic Approach“

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ZCOM, May 20<sup>th</sup>, 2014



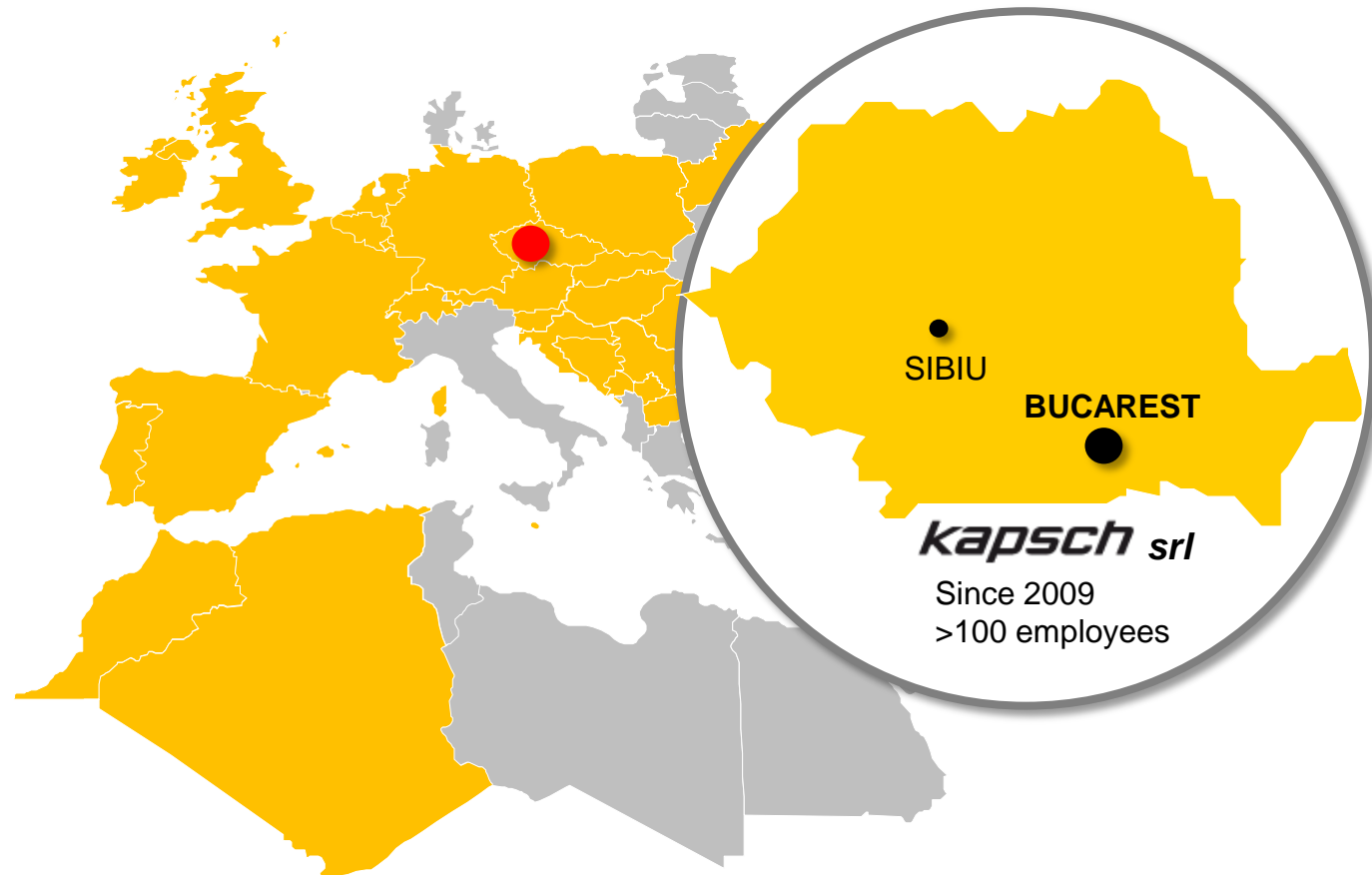
# Kapsch at a Glance.



Kari Kapsch,  
CEO Kapsch CarrierCom

„We are proud to be an Austrian family-owned business with a global reach that focuses on sustainable growth.

Together with our partners, we create leading innovations for telecommunication service providers and railway operators with a unique and creative approach in order to stay ahead of our competitors in today's fast paced and increasingly mobile world.“



- EUR 928 million
- EUR 96.6 million
- 5,266

Revenue  
R&D Spending  
Employees

\* Figures for the fiscal year 2012/2013

# Kpasch CarrierCom - Our strategic **Business Areas.**

## Carriers



We are a supplier and system integrator of telecommunication solutions for fixed and mobile operators, utilities and cable companies.

## Railway Organizations



We are a global manufacturer and systems integrator of end-to-end telecommunication solutions for railway operators.

## Public Transport



We deliver critical communications networks and intelligent transport solutions for public transport organizations worldwide.

## Machine Networks



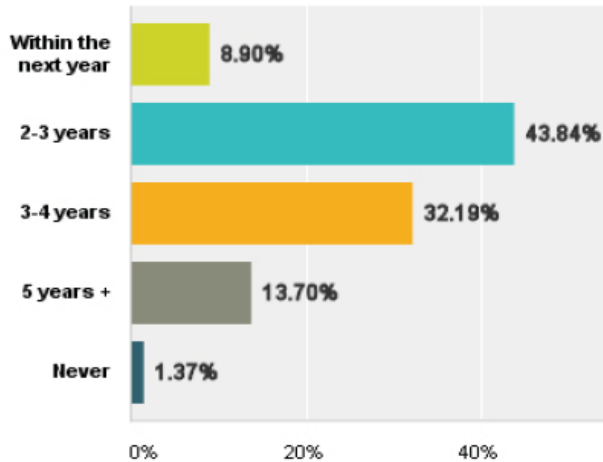
We deliver end-to end solutions that enable our customers to optimize the use of their assets by means of machine-to-machine communication.

**Our leading innovation, your sustainable solution.**

# When Will SDN and NFV Become Real ?

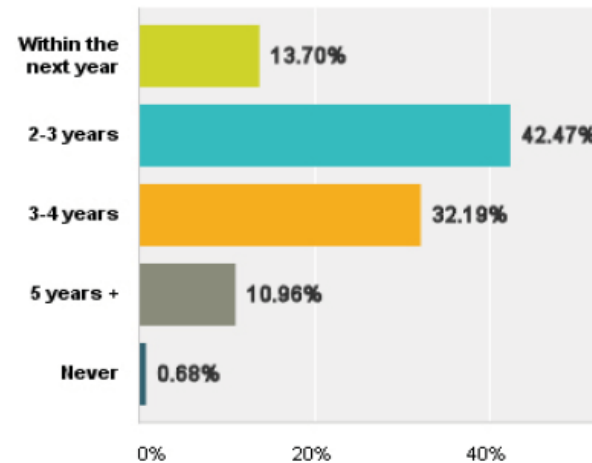
## SDN

This is a huge endorsement for the more bullish predictions for SDN and its impact on SP performance. The vast majority see benefits arriving in 2 to 4 years, the majority of those within 3 years.



## NFV

NFV got a similar result to SDN, with a large cohort anticipating its benefits in two to three years.

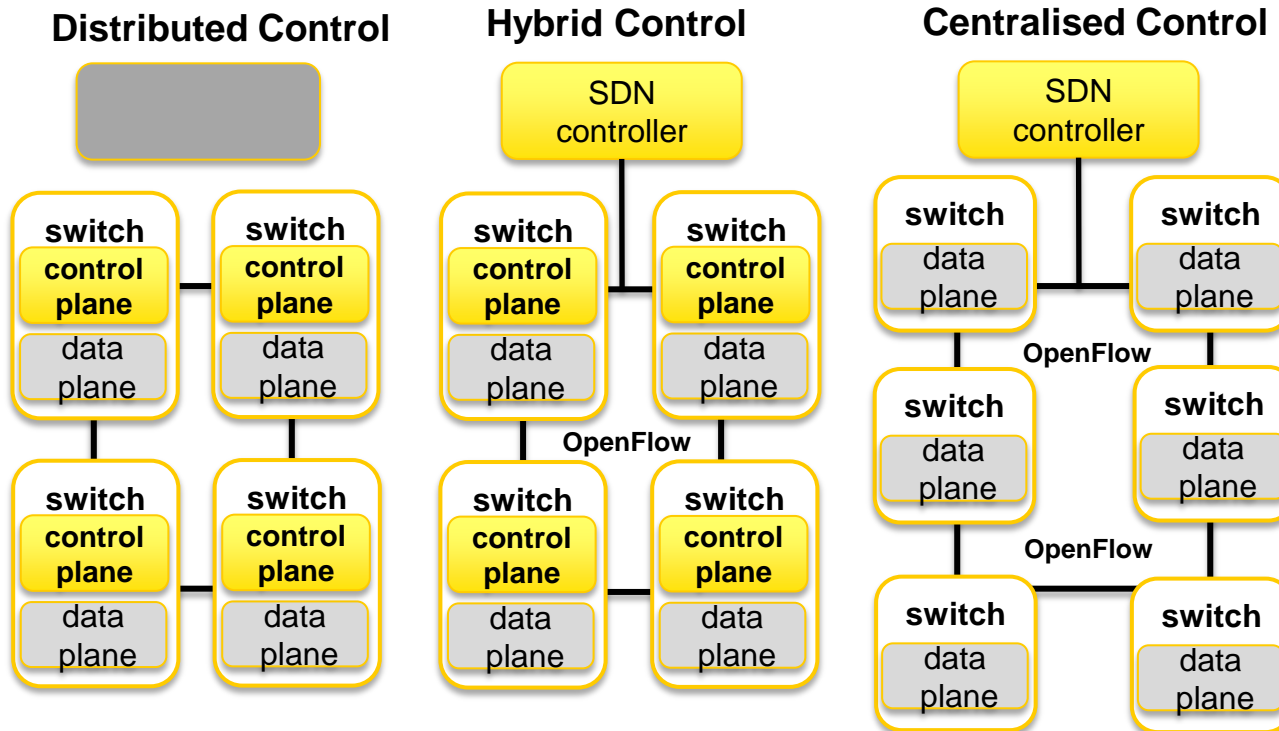


# 43%

of the respondents see benefits from SDN and NFV arriving in 2 to 4 years.

**Source:** SDN & NFV: The Service Provider Impact! A TelecomTV Survey sponsored by Intel and HP, July 2013

# What is SDN?

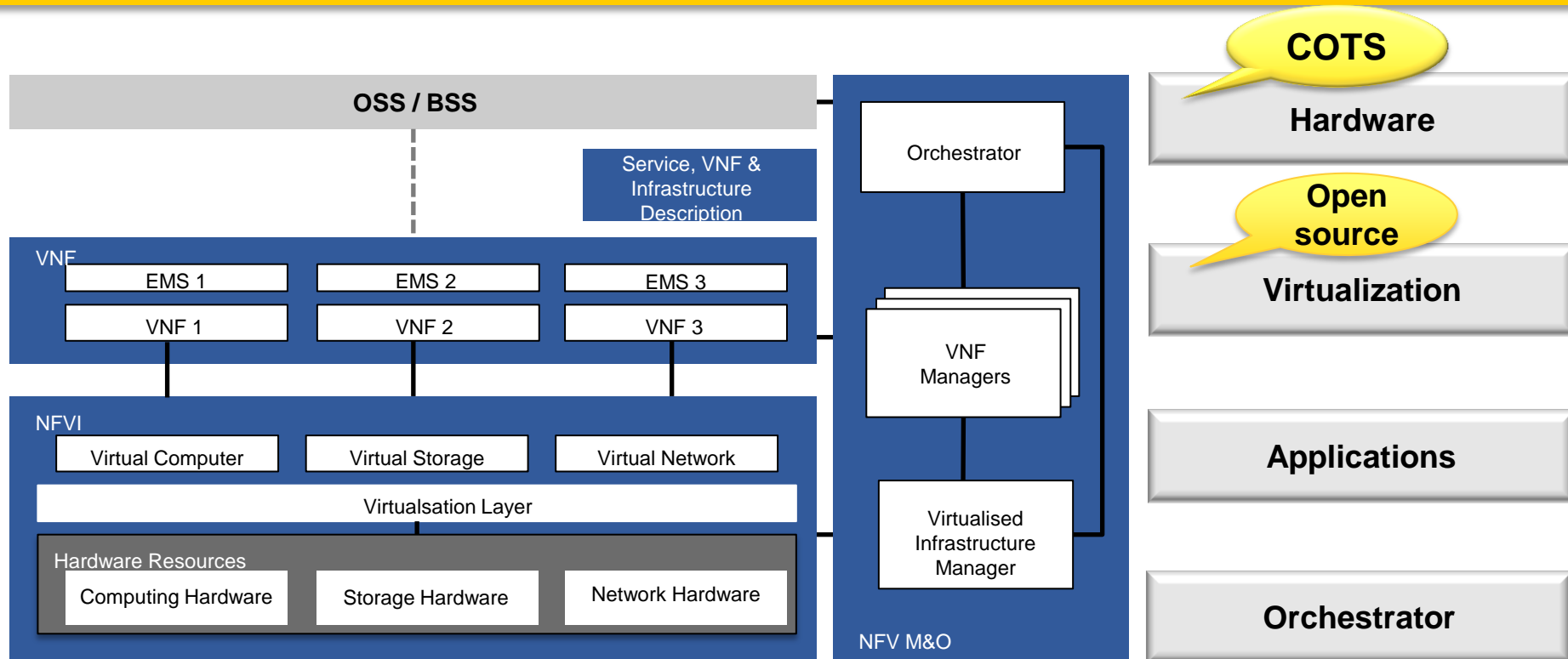


Source: ONF



Today we are at the “Hybrid mode” stage - and it will last...

# NFV - Technology Evaluation



Source: ETSI NFV white paper

**The orchestrator is the new cornerstone of the solution**

## Benefits of SDN and NFV

Network Automation

Faster services TTM

Flexibility and agility

Reduced CAPEX & OPEX

### Maximize the opportunity

- **Take a pragmatic approach** (deploy where and when it makes sense)
- **Plan for both SDN and NFV**
- **Ensure a multivendor infrastructure** (no supplier lock in)
- **Align your own organization**

**SDN & NFV are disruptive technologies with the power to change the industry**

## Challenges for carriers

**New products and services**

**Next generation of network technology**

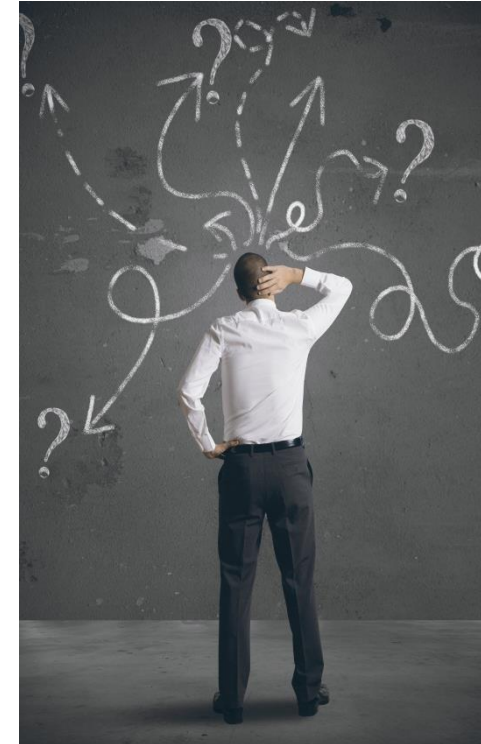
**Migration to new technologies**

**Converged service architecture**

**Operational efficiency**

**Finding the right partners**

**The importance of a strong partner ecosystem**





## Kapsch Carrier Com Core Competencies.

### Product Development



We believe that innovation goes hand in hand with research and development. Our customers trust our knowledge and expertise to develop cutting-edge products.

### System Integration



By covering the whole service and product life cycle, we offer our customers a comprehensive and customizable portfolio for each phase of a solution's life cycle.

### End-to-End Solutions



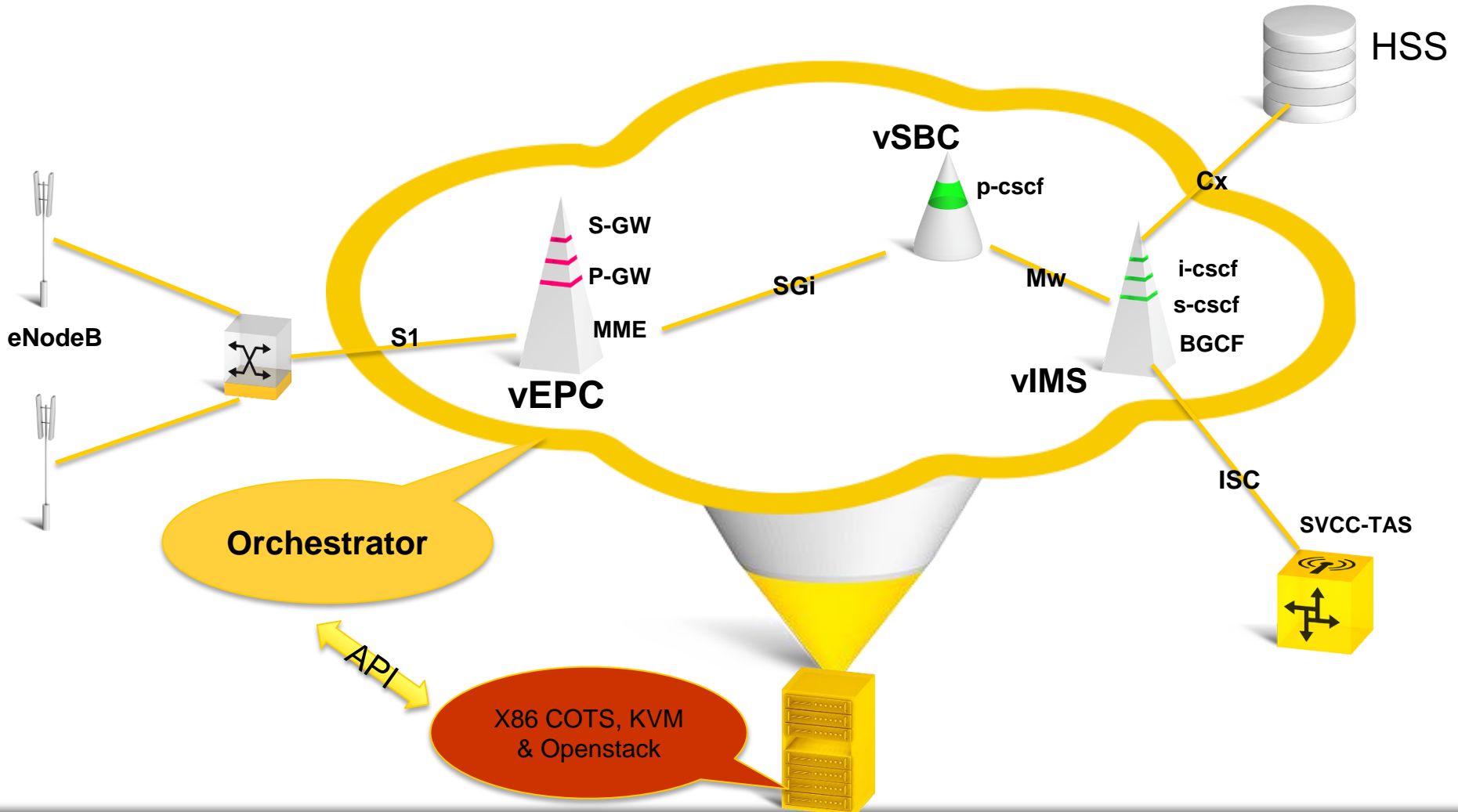
Our experience with third party supplier systems combined with our vendor independency allows us to add value by designing and implementing the most suitable and unbiased solutions for our customers.

## Current SDN/NFV portfolio

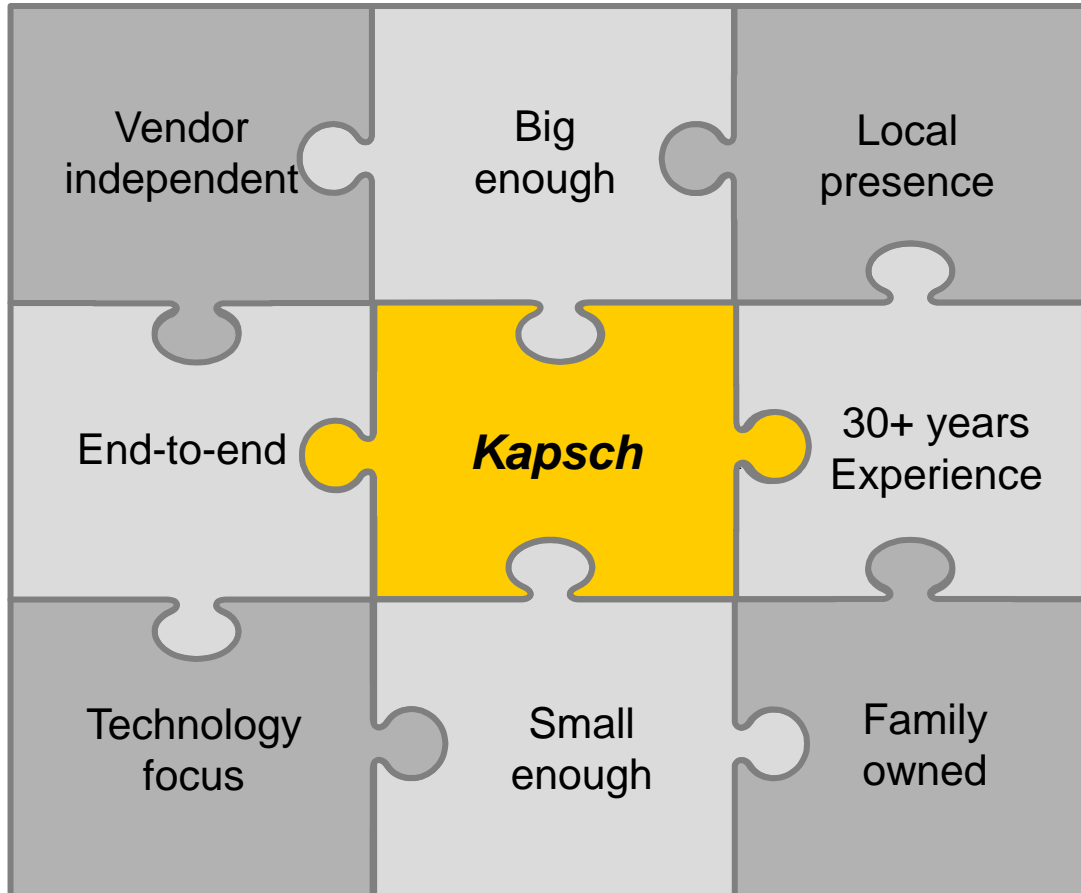


**Leveraging today's partnerships in the cloud to meet tomorrow's needs**

# Proof of Concept – VoLTE high-level architecture



## Our Approach to System Integration.



## Our leading innovation, your sustainable solution

To know more, listen to Kapsch SDN & NFV webinar @ Telecoms.com

<http://webinars.telecoms.com/webinar/virtualize-your-network-optimize-your-efficiency/>

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