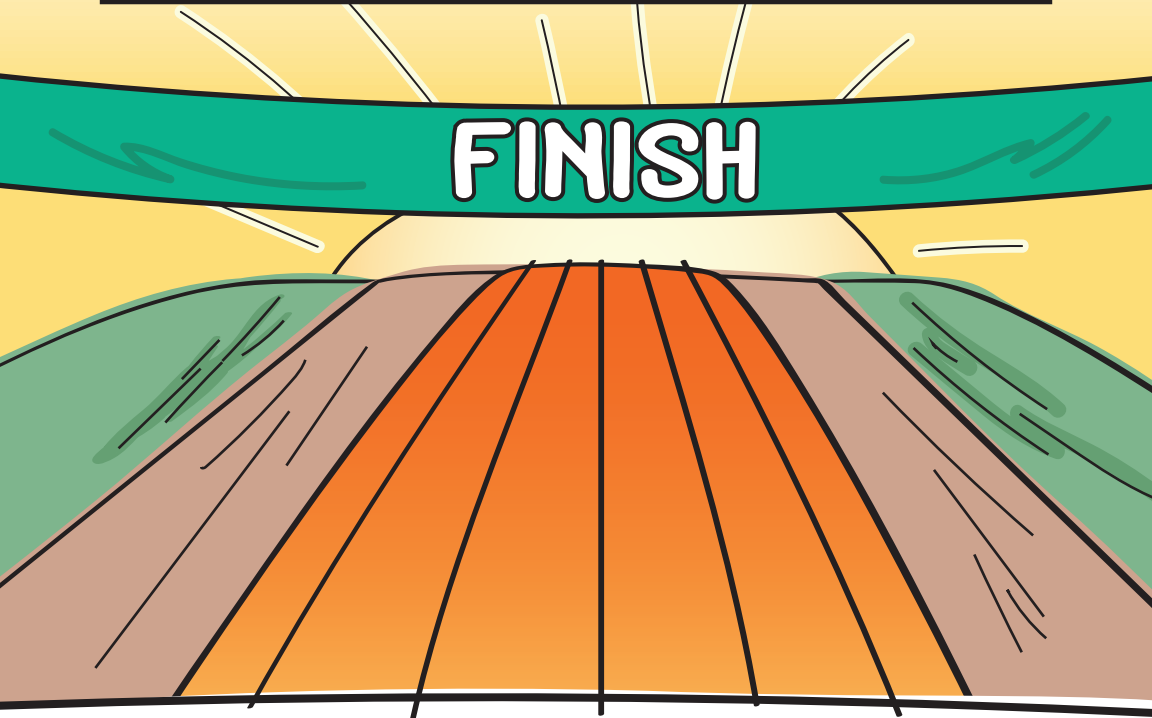**Hewlett Packard Enterprise**

The Largest Worldwide Sport Spectacular:
Telecom Edition

A story by idiom from Hewlett Packard Enterprise

FINISH

Foreword

CSPs are facing challenges on multiple fronts, which is causing reduced market share and increased costs. By leveraging pervasive customer presences and intimacy, paired with digital transformation, CSPs can pursue new vertical market opportunities including improving customer experiences, pursuing new verticals, and partnering with OTTs to deliver new and improved services.

To take advantage of these opportunities, CSPs are seeking to move beyond connectivity to become Digital Service Providers by pursuing five key strategies:

- **Digital Diversification: Target new markets with specialized capabilities & service models**

- **Business Agility: New operating models, skills, and digitization of processes**

- **Customer Excellence: Leverage customer intelligence to optimize ARPUs (Average revenue per unit) and increase loyalty**

- **Platform Innovation: Flexible service-creation capacity that increases revenue and brand relevance**

- **Network Leadership: Composable network solutions to accelerate TTM and reduce OPEX**

To pursue these strategies, CSPs are partnering with Hewlett Packard Enterprise to obtain three core capabilities – a Programmable Infrastructure that provides the ability to drive rapid, flexible consumption of infrastructure resources, Automated Operations that take advantage of process automation to accelerate speed of operation and reduce operating cost burdens, and the capacity to deliver on-demand services to end customers that are tailored to the needs of individual users, in a cloud-oriented self-service model. An operating model that delivers these capabilities is what we call Telco Cloud and is a key enabler of a Digital Service Provider.

With HPE's proven leadership in IT, our telecom expertise, and open, partner-centric solutions, HPE is bridging the worlds of IT and telecom, enabling CSPs to drive operational efficiency, improve agility, and increase service innovation.
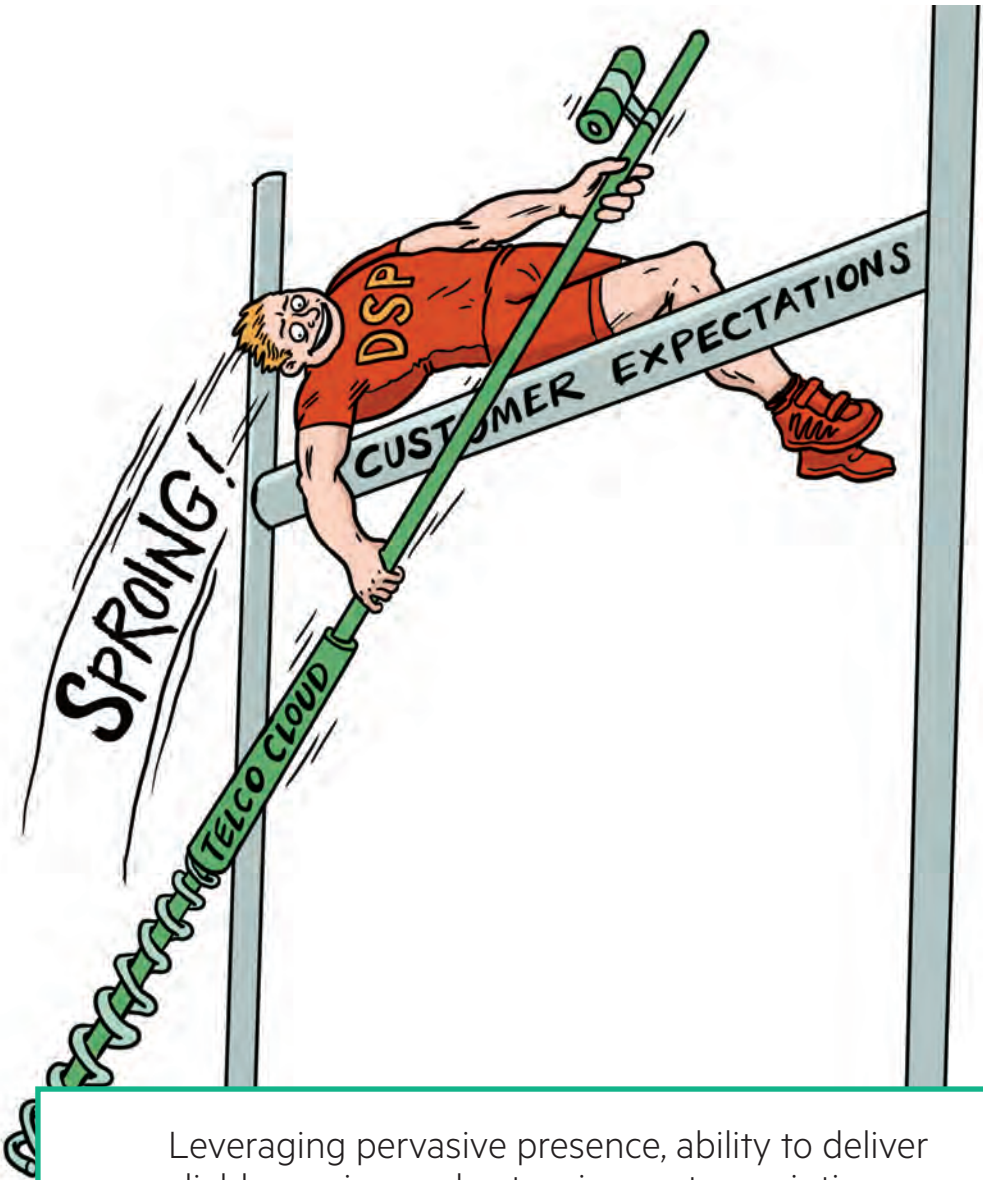
hpe.com/csp/solutions
@hpe_csp

Raise the bar

State of the market

Customer expectations continue to rise exponentially, increasing the amount of data handled through CSP networks. CSPs must not only meet expectations, but anticipate and exceed them.

Golden opportunity

Moving up the value chain

Leveraging pervasive presence, ability to deliver reliable service, and extensive customer intimacy, CSPs can pursue a wide range of new business opportunities enabled by a Telco Cloud.
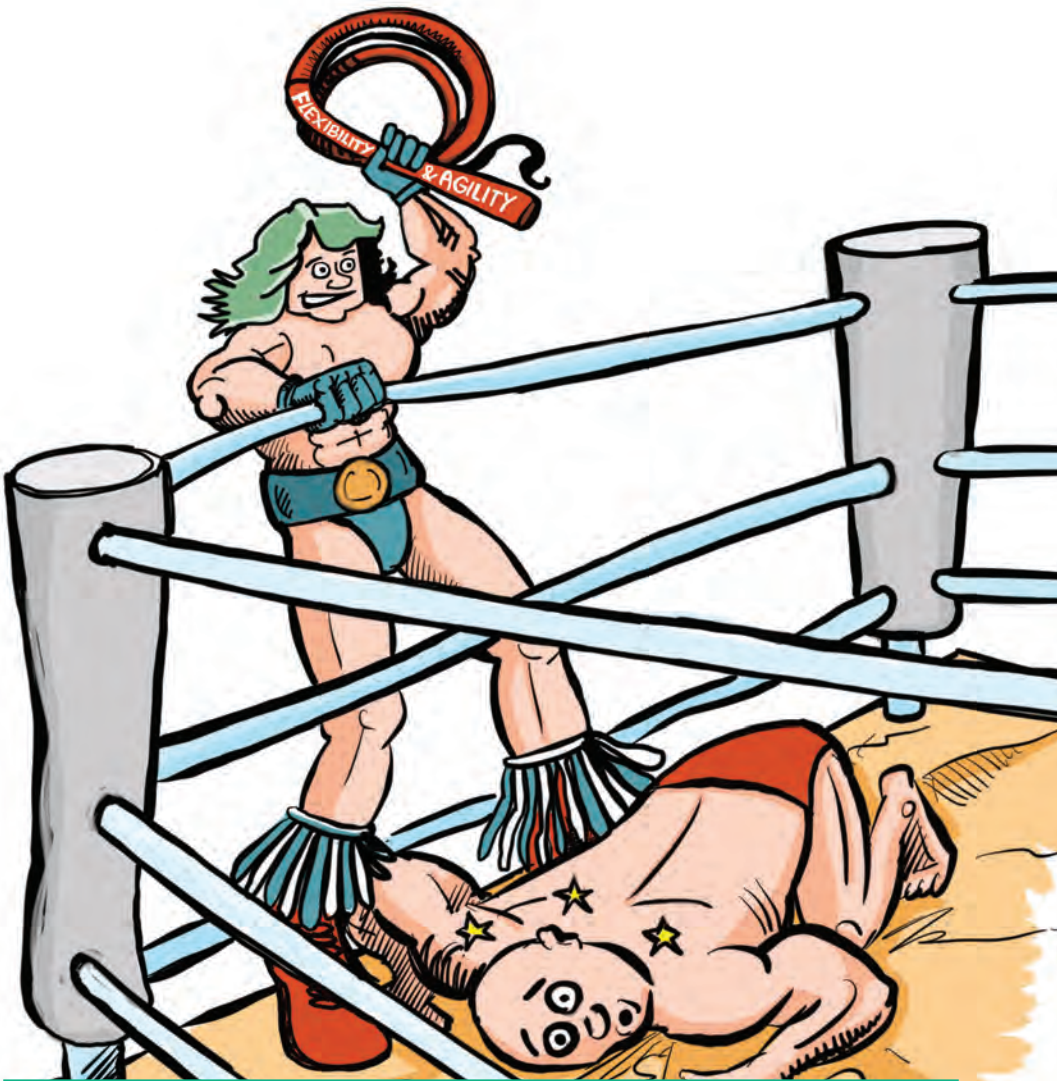
Best of both worlds

Digital Service Provider transformation

Communications Service Providers optimize existing operations and create new service value by marrying IT and telecom techniques to become Digital Service Providers.

Think outside the box

Digital diversification

It's time to think beyond connectivity, to build new revenue streams to prosper in a new digital economy.

The drop of the hat

Network agility

Digital Service Providers leverage virtualization and cloud technologies to enable creation of new personalized, on-demand services quickly – in minutes instead of months.

Ahead of the curve

Customer excellence

NFV and SDN enable service agility, which allows Digital Service Providers to exceed customer expectations.

New kids on the block

Innovative platform

Work with best-of-breed solution providers – companies you might not have been able to engage before – who have the right experience and specialties to support the creation of innovative service platforms.

The whole nine yards

Network leadership

DSPs will be able to fully exploit a telecommunications technology trifecta – programmability, automation, and actionable customer intelligence.

On cloud 9

Telco Cloud

With a Telco Cloud made up of programmable infrastructure, automated operations, and on-demand services, Digital Service Providers will enable the future of communications.

Make a long story short

Programmable Infrastructure

Drive rapid, flexible consumption of infrastructure resources with shortened deployment cycles using NFV and SDN-enabled programmable infrastructure.

On autopilot

Automated operations

Digital Service Providers will take advantage of process automation and instant-based modeling to accelerate speed of operation and reduce operating cost burdens.
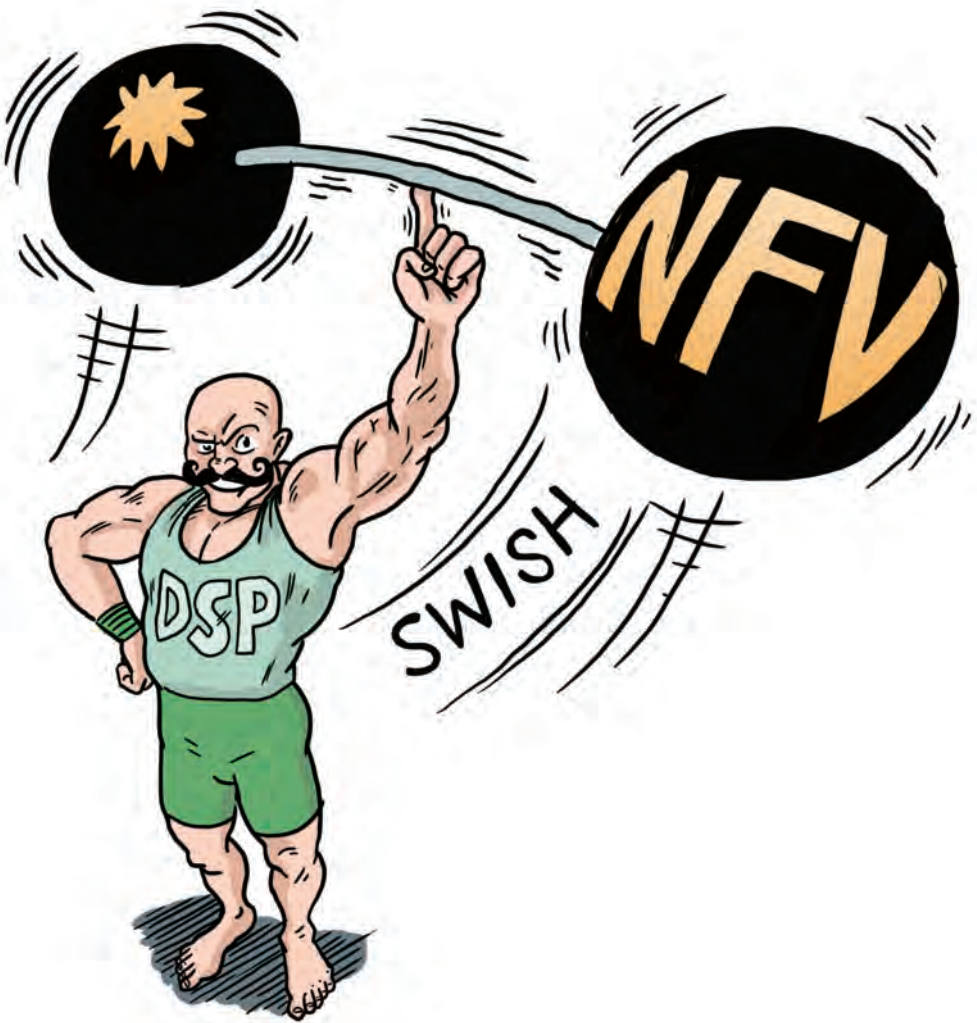
Piece of cake

On-demand services

Deliver end-customer services, tailored to the needs of individual users and enterprises, in a cloud-oriented self-service model.

Flex your muscles

Network Functions Virtualization

Network Functions Virtualization delivers carrier-grade performance and reliability with cloud-enabled, flexible network resource management.

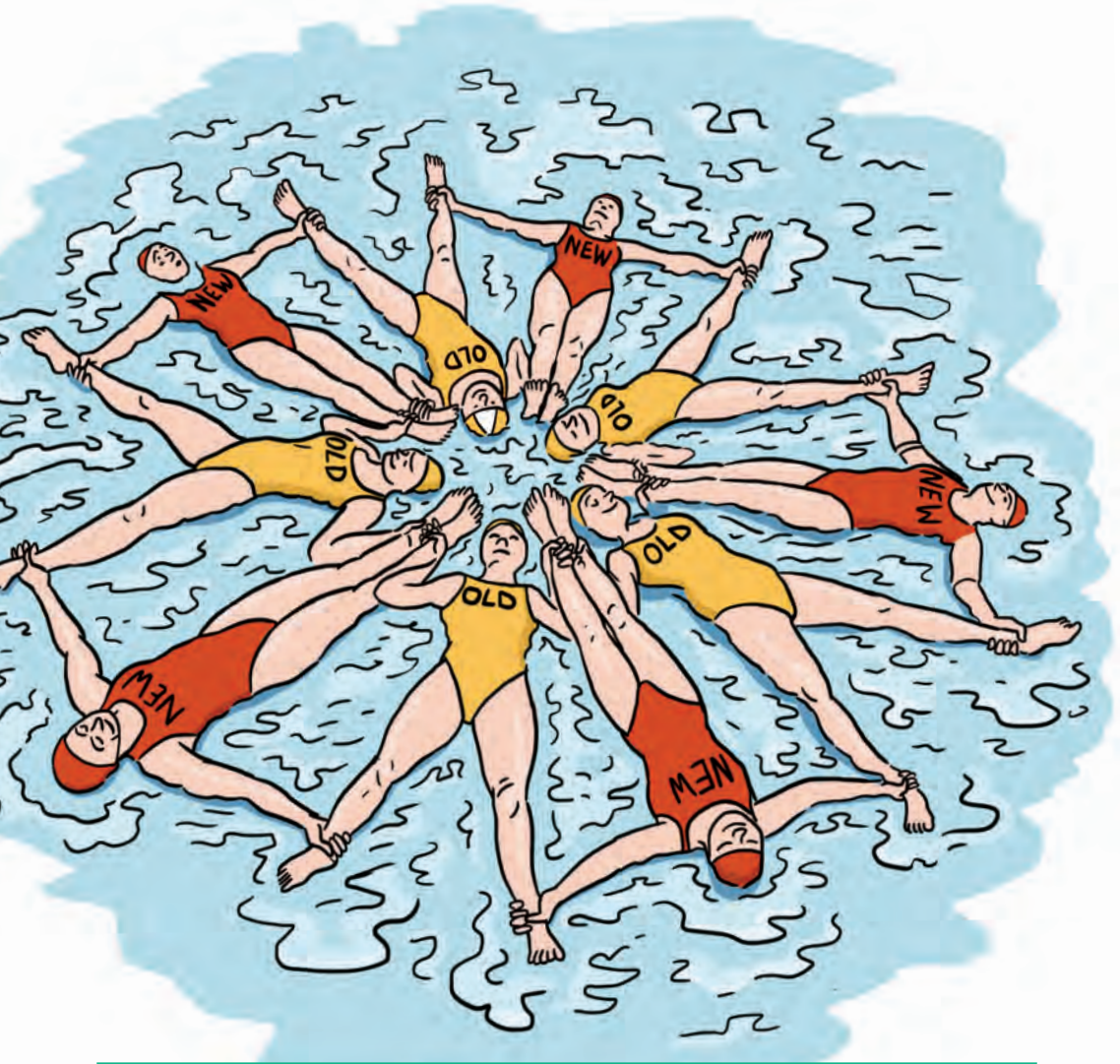# On the ball

Software-defined networking

Fine-tune service delivery and improve network performance with carrier-grade SDN.
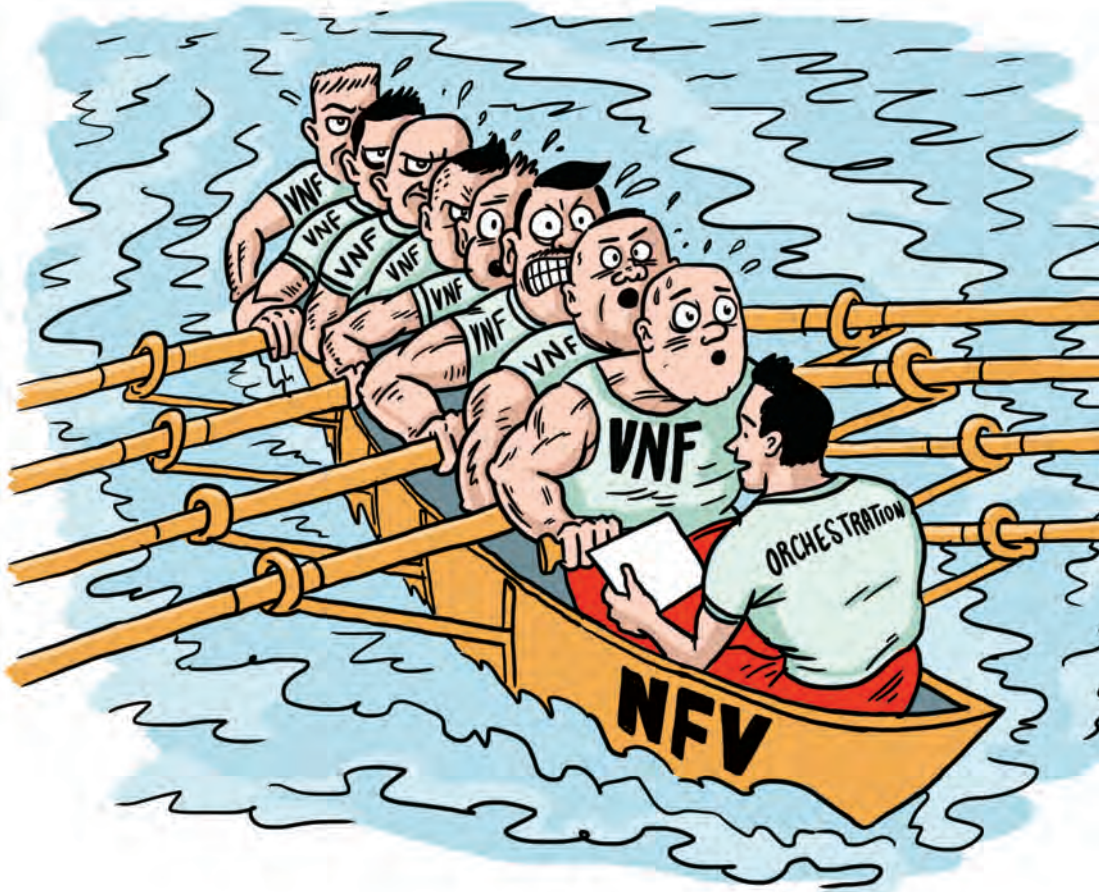
See eye to eye

Operations Support Systems

Manage purpose-built and virtualized network functions with a single pane of glass built for hybrid environments.

Behind the scenes

Management and Network Orchestration (MANO)

Manage virtualized network functions from a pretested, ready-to-deploy ecosystem of solutions.

Actions speak louder than words

Actionable Customer Intelligence (ACI)

Actionable customer intelligence paired with subscriber data management will drive customized customer experiences and business outcomes.

24/7
New revenue opportunities

PLOP!

The sky is the limit with a flexible, programmable, always-on network.

It takes two to tango

Why Hewlett Packard Enterprise?

For a successful digital transformation, CSPs will partner with a company with expertise in IT Infrastructure, virtualization and open source cloud solutions, as well as a long telco heritage.

Learn more at:

hpe.com/csp/solutions
hpe.com/csp/telecomiq

Discover the HPE OpenNFV partner ecosystem:

hpenfv.com

Join the conversation:

@hpe_csp
@hpe_nfv

Build a custom ezine for your digital service provider transformation:

hpecsp.com/ezine