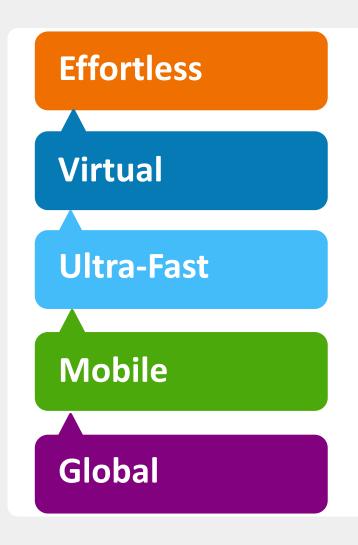


What will our industry look like in 2020?



An effortless customer experience is table stakes for great companies

Cloud – How content is stored and processed Software Defined Networks – How content is delivered

Fiber-optic world & LTE

All solutions must be mobile Customers won't know or care whether fixed or wireless

Communications and entertainment will be global

Customers, content owners and app developers will need partners with global scale



Drivers for Change

All IP Network

Mobile & Broadband

Cloud As A Services

Virtualization

SOA & APIS

Platform Delivery

Software Control

Emerging Service & Products



Virtualization

Reduces physical footprint of Network infrastructure & maximizes its utilization



Hardware tightly integrated with a software application & provided by a single vendor

Commercial of the Shelf (COTS) hardware provided by AT&T & to be a shared resource utilized by software applications from one or multiple vendors



Key Benefits

New Innovative Services



Cycle Time Reduction

Lower CAPEX & OPEX

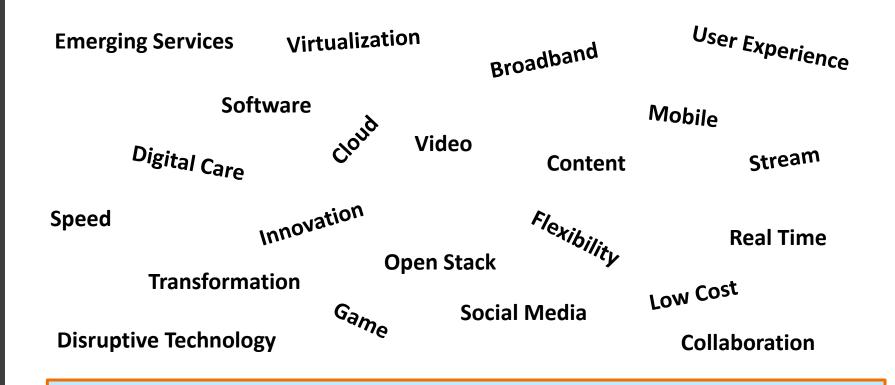
Prevent Vendor Lock In



On-Demand Scalability



What Is User Defined Network Cloud?



Reliability, Availability, Performance, and Security



User-Defined Network Cloud

A multi-service, multi-tenant platform

Network Function Virtualization (NFV)



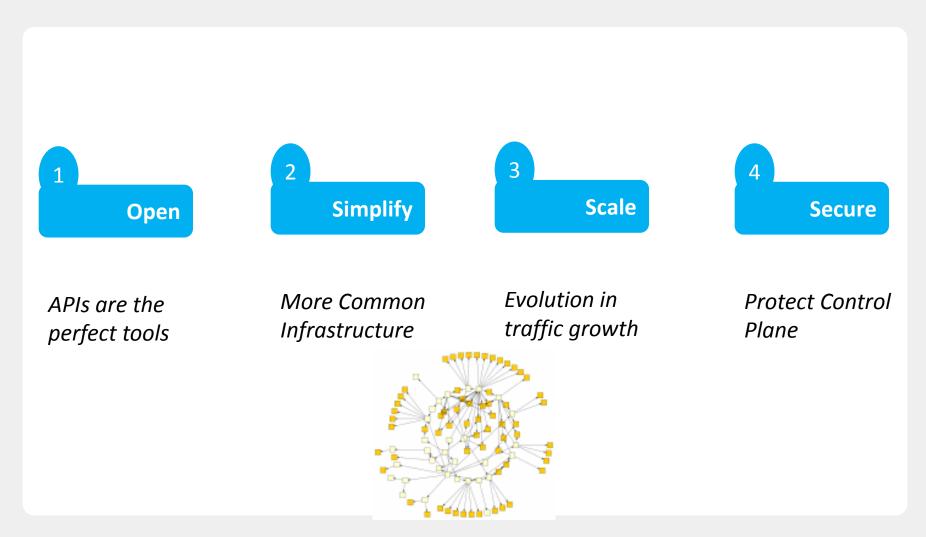
- ✓ Enables Innovative new services (L4 -> L7) built internally and by 3rd party
- ✓ On-demand scalability
- ✓ Significant cycle time Reduction

Software Defined Networks (SDN)

- ✓ Enables innovative new services (L1 -> L3) built internally and by 3rd party
- ✓ Enables intelligent & automated bandwidth/SLA management
- ✓ Shifts control from hardware to software



Four Key Principles

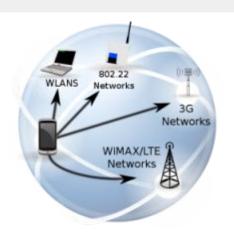




Rapid Transformation







Is Changing









How the network is built

Equipment & software

Vendor Management Our Operations and Culture



Reliability Challenges & Opportunities

Hybrid Network Model & Virtual Network Latency



ECOMP Is Not Well Defined but New Collaboration



Break-Fix Model Going Away but ...



Close Loop Real Time Orchestration, Optimization, and Monitoring



Fundamental Shifts in Systems & Operations Focus In User Defined Network Cloud

- Infrastructure (Compute, Storage, and Network)
- **Application Management**
- **Service Management**
- **Command & Control**

From	Key Paradigm Shift
Hardware/Firmware Centric	Software C
Separate IT/Data Center & Network/CO	Common T
Geographically Fixed/Single Purpose EQ	Dynamic &
Tight Coupled NE Instance/Generic, EMS/N	NMS Separation
Separation of Service & Support Systems	Integrated
Hardware Monitoring	Software a
Optimized EQ/Carrier Network & Ops Prod	cess Optimized

Software Centric

Common Technology "Plant"

Dynamic & Configurable Topology/Roles

Separation of Physical/Logical Components

To

Integrated Service and Support Functions

Software and Probe Based Monitoring

Optimized for Customer Experience



Thank You

Q & A

