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HUAWEI

Cloud Pushes the Frontier for Communications Service Providers

Leading players across major industries - including Communications Service Providers - has adopted or is adopting cloud computing which when combined with mobility and analytics technologies is changing the game for them. We've highlighted key trends, challenges in the industry and potential solutions how Cloud can also help you on the journey to be a higher performing business.

Industry trends

Communications service providers (CSPs) are both providers and consumers of cloud services. The challenges they face consist of:

- Cloud-powered competitors in the cloud services market, as well in traditional CSP space
- Strategize to choose the right partner in cloud services
- Combine investments in cloud-based solutions for enhancing internal infrastructure and to provide cloud services

Business challenges

- Siloed infrastructure, complicated organization and separated processes
- Reduce costs through data center consolidation and virtualization
- Develop flexible commercial models to support more mature operations
- Leverage analytics and big data capabilities supported by cloud solutions to make more informed business decisions
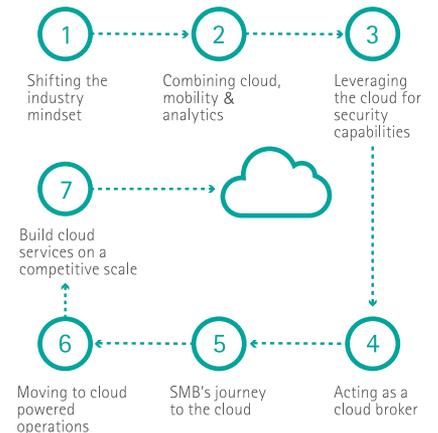- Monetize telecom data by establishing a smart data business

Technology solutions

Enterprise Private Cloud solution can:

- Help build an ecosystem that integrates the system's capabilities to better serve business requirements
- Support smooth infrastructure migration and help reduce technological risks and resource wastage
- Help protect and mine the vast amount of customer data generated
- Improve alignment with business requirements

Seven ways CSPs will seek to use cloud services to change the game in their industry.

Cloud computing will change the game

1 Shifting the industry mindset

2 Combining cloud, mobility & analytics

3 Leveraging the cloud for security capabilities

7 Build cloud services on a competitive scale

6 Moving to cloud powered operations

5 SMB's journey to the cloud

4 Acting as a cloud broker

Moving to the Cloud

Accenture has devised a cloud maturity model (see chart below) to help CSPs map their path to cloud maturity. It will help them identify at what stage the organization is in, assess the upcoming opportunities and plan their best next steps. The five stages are:

- Create a foundation
- Offer cloud services such as IaaS
- Tailor fit strengths and relationships
- Develop new services and new markets
- Innovate with global partners

Why Enterprise Private Cloud

The Enterprise Private Cloud solution, offered by Huawei and Accenture, brings robust solutions for the communications industry.

- Accenture serves 18[1] of the 19 communications companies listed in Fortune Global 500
- Huawei serves 45 of the 50 top global carriers. More than 500 carriers worldwide choose Huawei

[1] Based on 2015 data.

Cloud Maturity Model for CSPs

Product-centric / Customer-centric

One-stop shop
- Full external catalog
- Cloud-powered operations
- BSS-as-a-Service
- Global partnerships

Resell and brokerage
- Resell IaaS / SaaS
- B2C / SoHo / SME / MLE / ISP
- Supporting information communications techonology services

Combine services
- Cloud, mobility and collaboration
- Security services

Provide fundamental services
- Infrastructure
- Mail, storage
- Security

Foundational IT
- Storage and compute
- Email & collaboration tools
- Back office non-core

	Optimize the foundation	Expand external portfolio	Connect with customers	Value-added services	Innovate and orchestrate
Value levers	• Reduce capital expenditure and IT total cost of ownership • Simplify infrastructure • Software defined networking	• Establish as (local) cloud provider • Get market share, focus on SME	• Differentiate capabilities using key strengths • Foster innovation	• Attract new market segments • Provide new services • Bunding and integrated billing	• Leverage global partnerships for innvoation and scale • Provide advanced integration and orchestration capabilities