



THE COMMUNICATIONS EXPERTS



The network as the engine of business transformation

Addressing Mobility & BYOD challenges



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NextiraOne : a solutions integrator



An European company...

(16 countries, 900M€)

Independent and Specialized

60.000 customers in Europe
3.900 employees

Strong international presence



... and Portuguese
115 employees in Portugal,
60 in services



A strong and historical regional presence

July 2011 : opening EUA branch



The Mobile Tornado

2B Devices
<5 Years



THE PC ERA

- A PC on every desk

600M
PCs / 30
Years



THE WEB ERA

- A Browser on any desk
- Ubiquitous Access to Apps and Data from any Browser

600M
Users / 15
Years



THE MOBILE ERA

- Multiple Devices for Each User
- Ubiquitous Access to Apps and Data from any Device

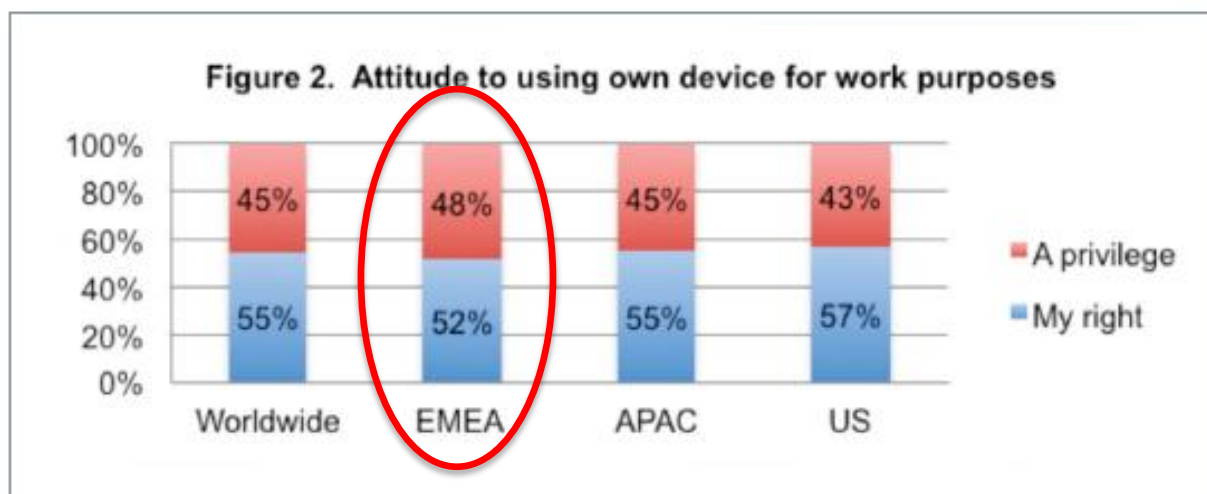
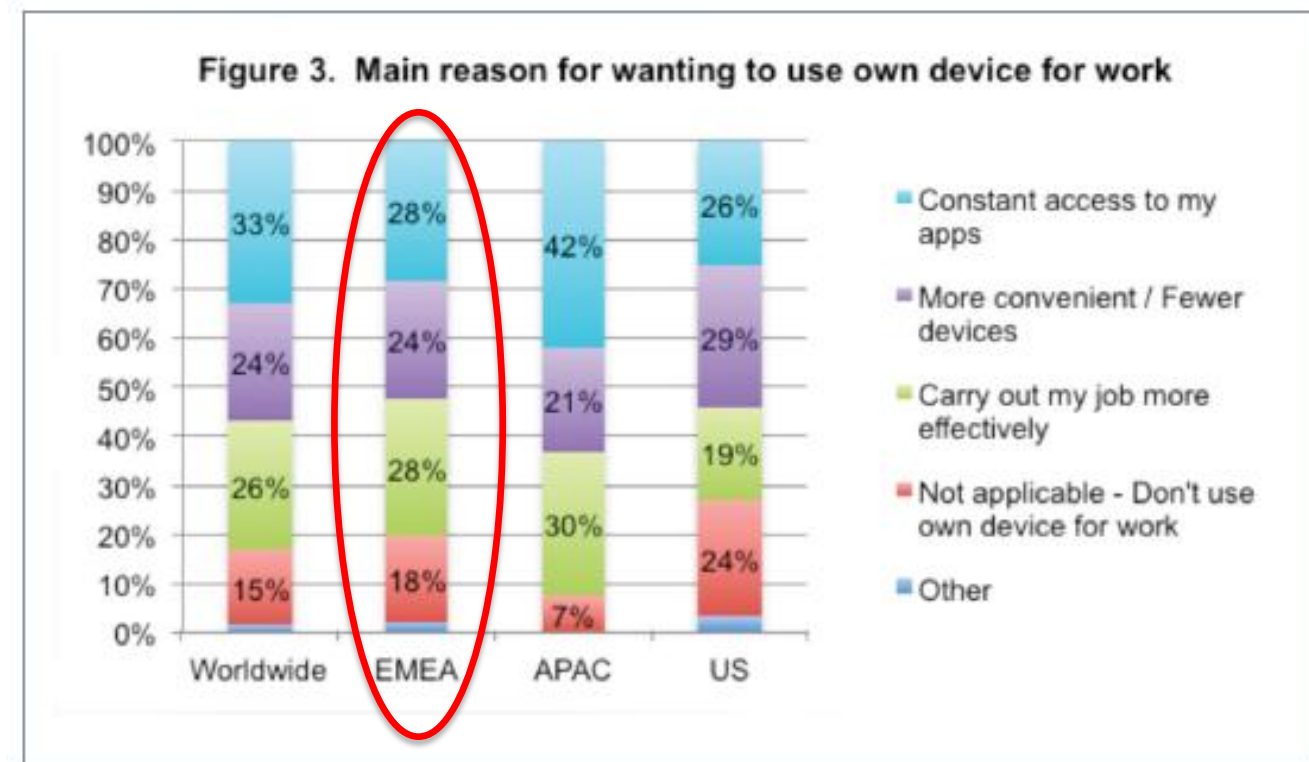
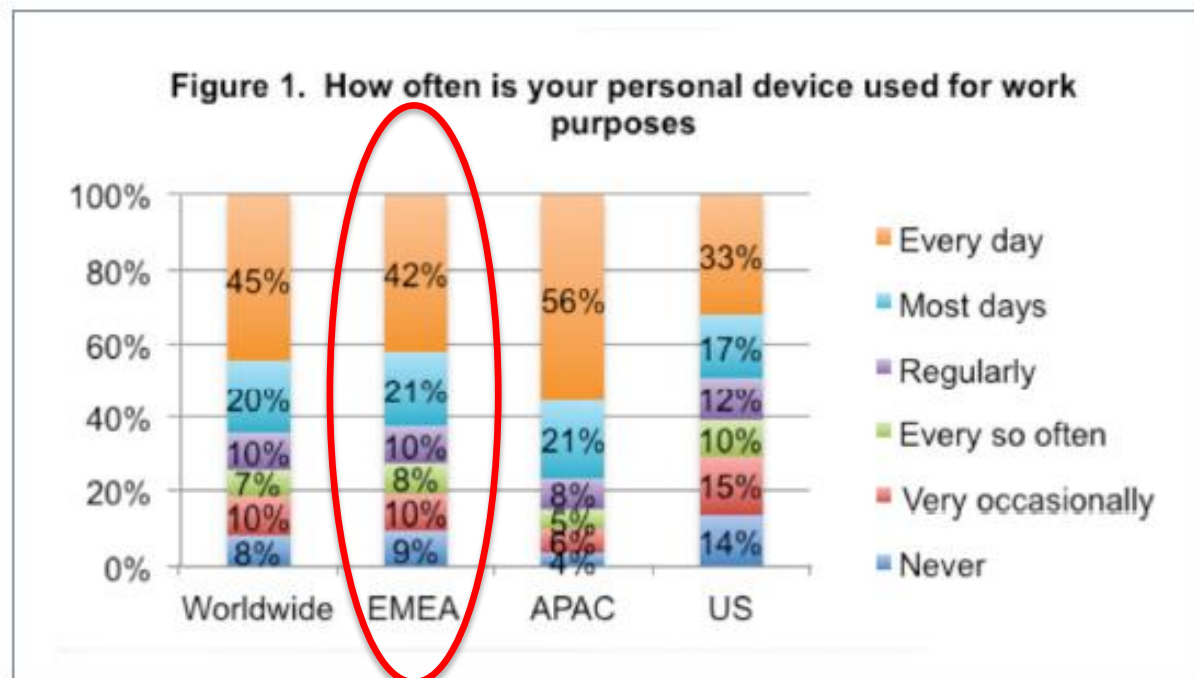


TECHNOLOGY
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Market Survey:

Gen-Y Workers' Dependence/Control on Personal Devices

- 75% of respondents are already regularly engaging in BYOD practice
- Who is responsible for your device security?
 - The user – 66%
 - The company – 22%



What IT Managers Say About BYOD

- *“Users want to bring in their **Tablets** and **Smartphones** but we’re not sure how to support those”*
- *“My CEO heard we can **save money** through **BYOD**”*
- *“We have **to allow** patients and guest on our **guest network** – but how do we keep the doctor’s data safe?”*

And the most common response...

What IT Managers Say About BYOD



BYOD Challenges: Just the Tip of the Iceberg...

- Device proliferation



- Web connectivity expansion

- Gaming consoles
- Media devices (e.g. TVs)
- Next-generation devices



- Users are Multi-Device

- Security features vary from device to device

Figure 2 Variety of Devices



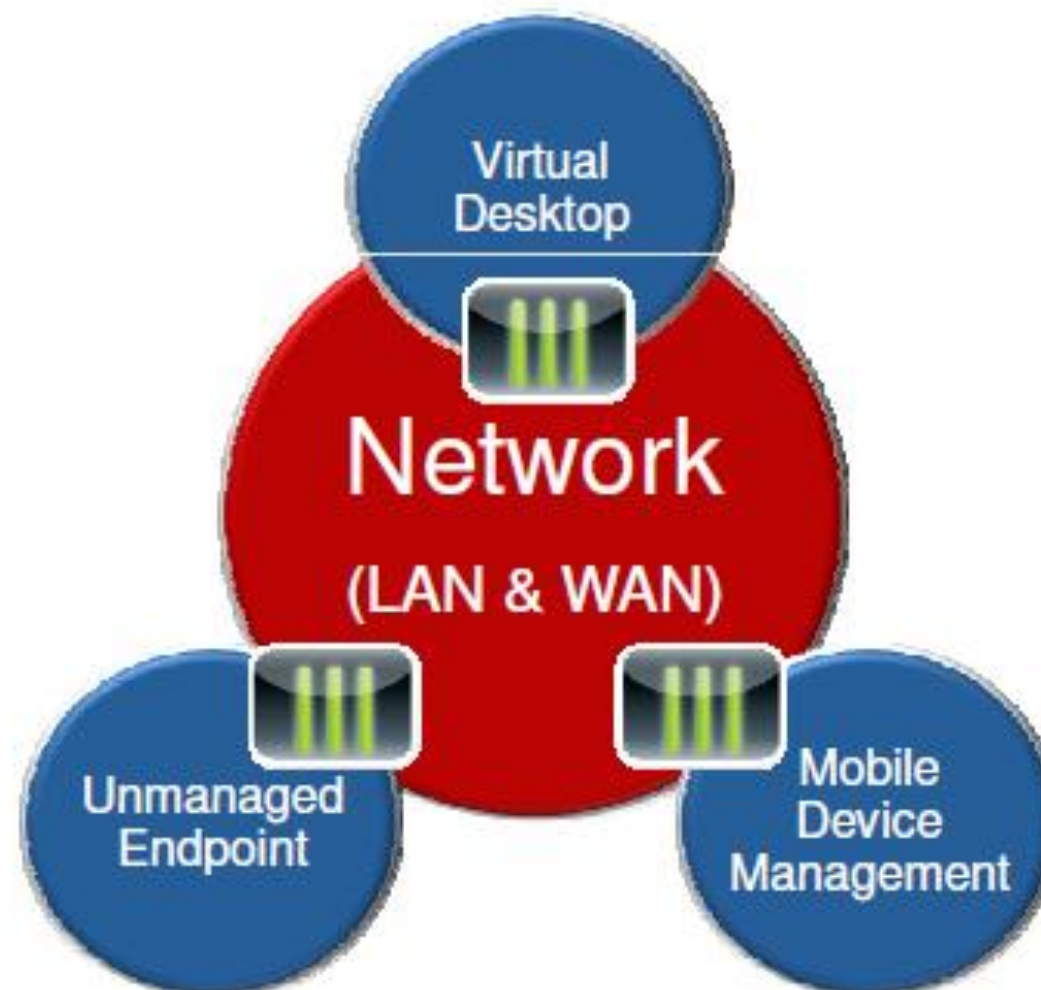
What Security is Required?

- BYOD Adoption Scenarios



The Network Is The Common Denominator

- The network is THE core element in any approach you take
- The network handles all the traffic, secures it, logs it and reports upon it
- Regardless of what's on the device





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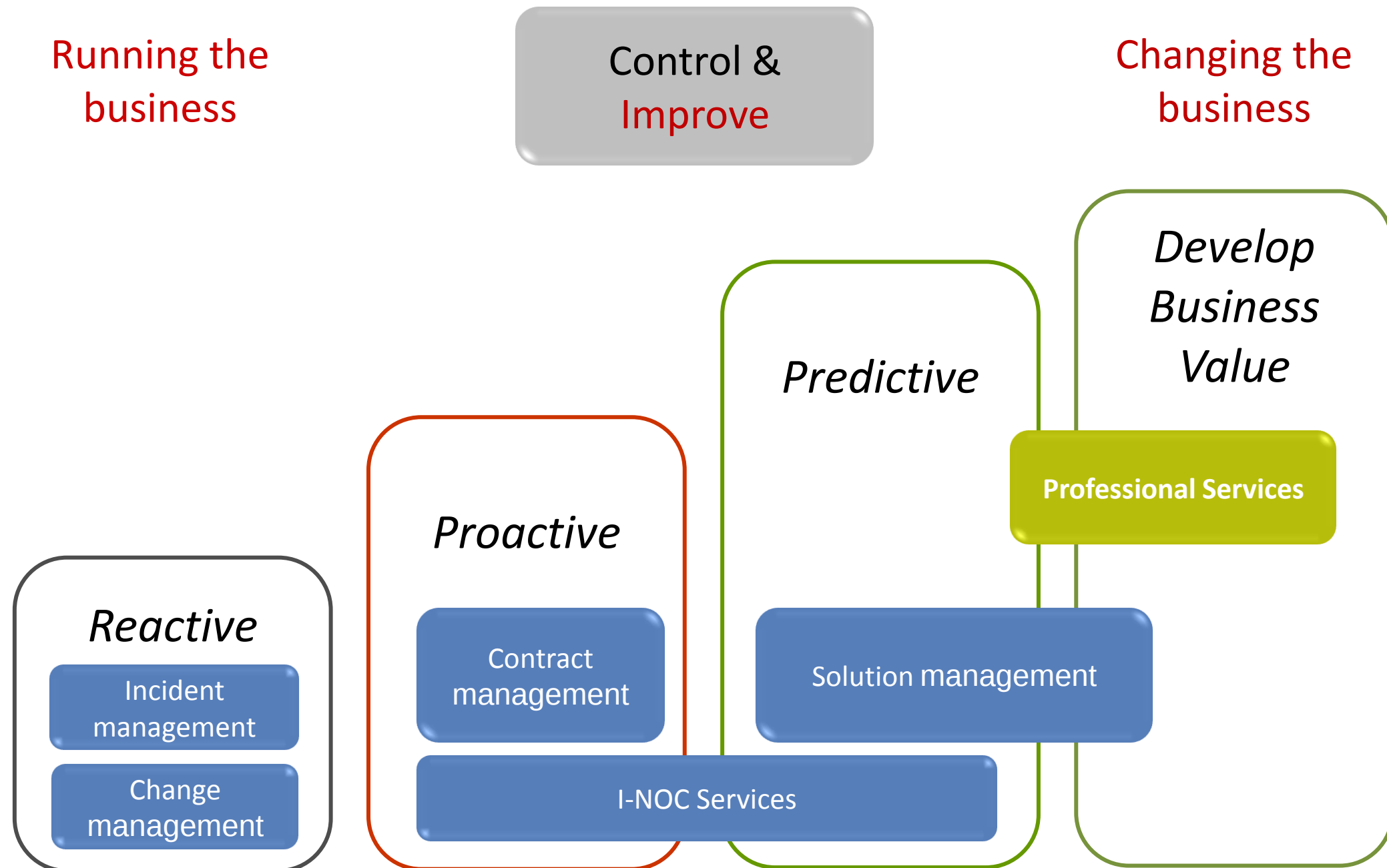


NextiraOne answer



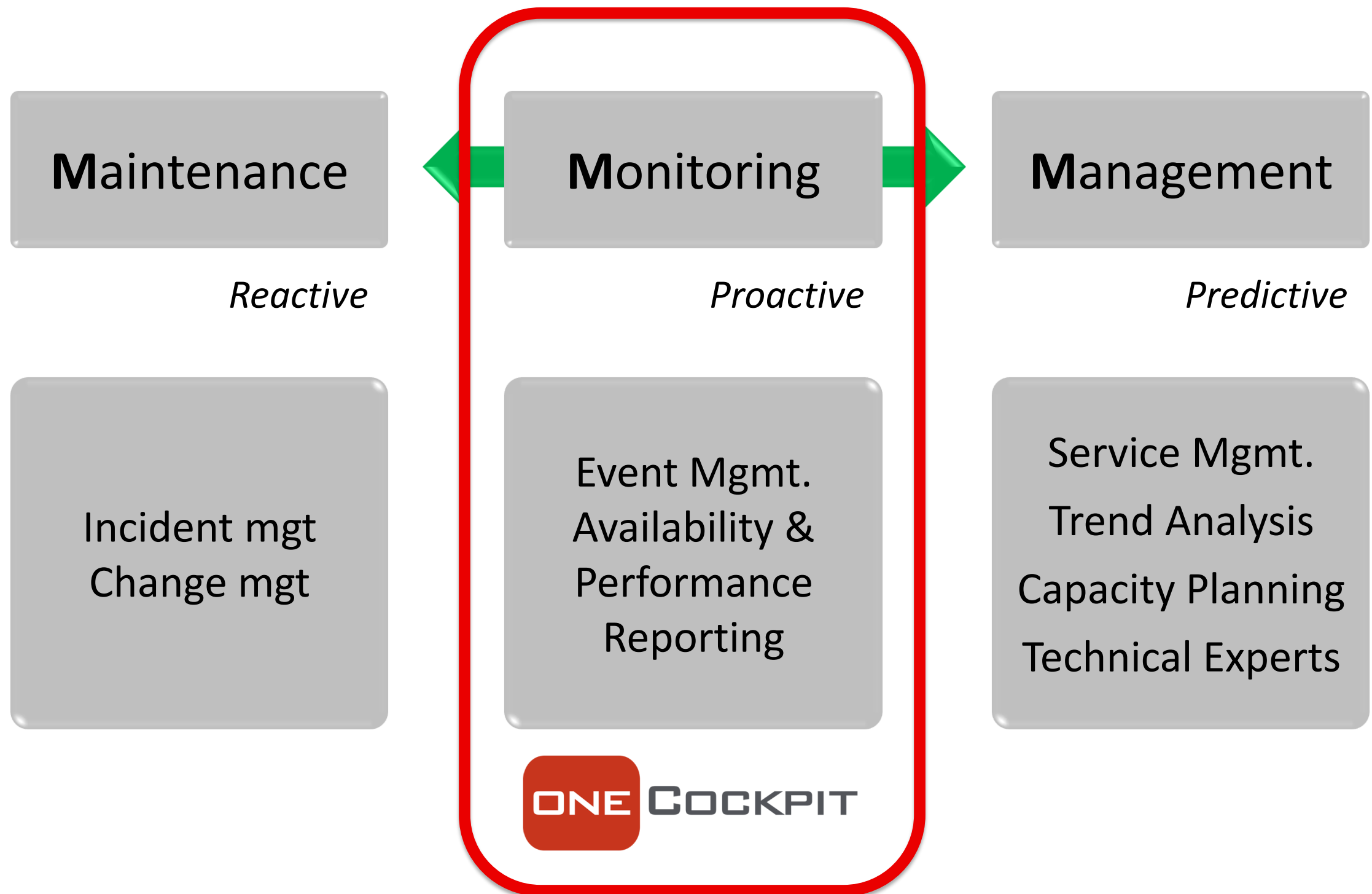
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NextiraOne Managed Services portfolio

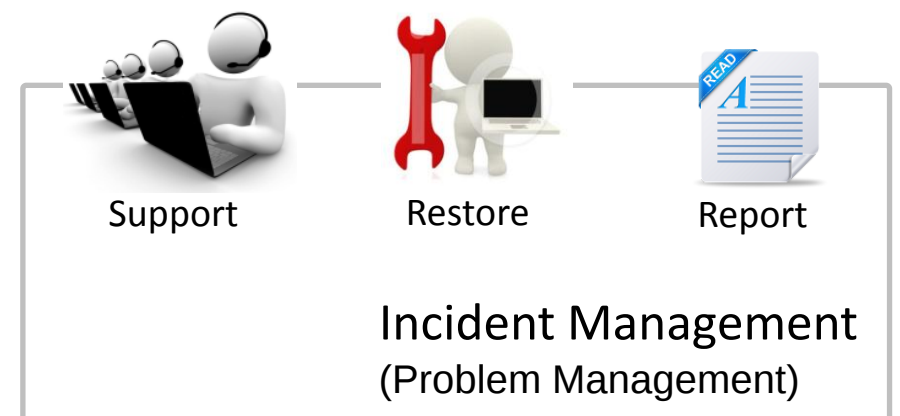
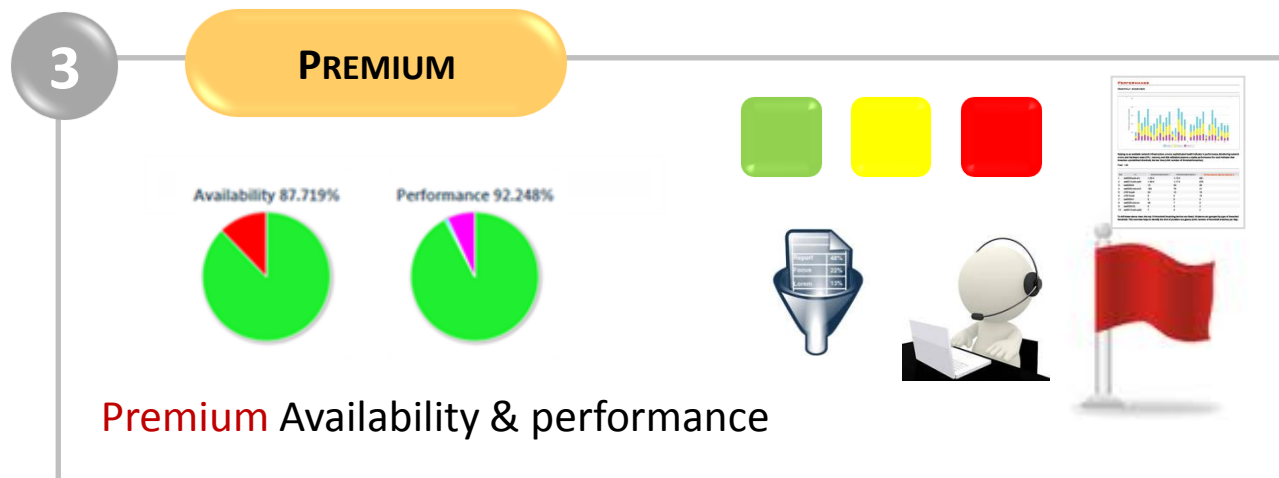
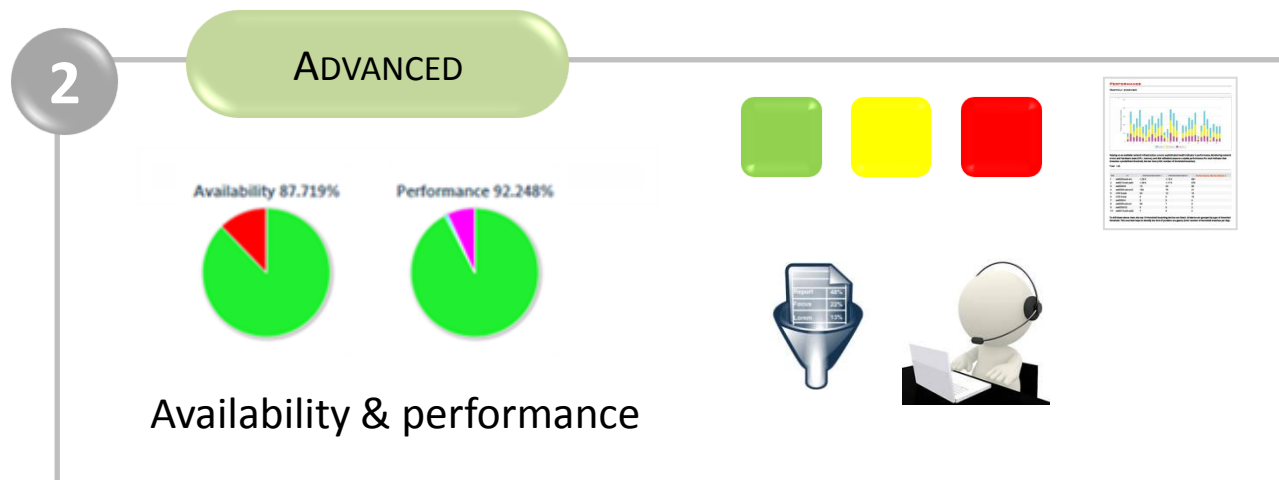
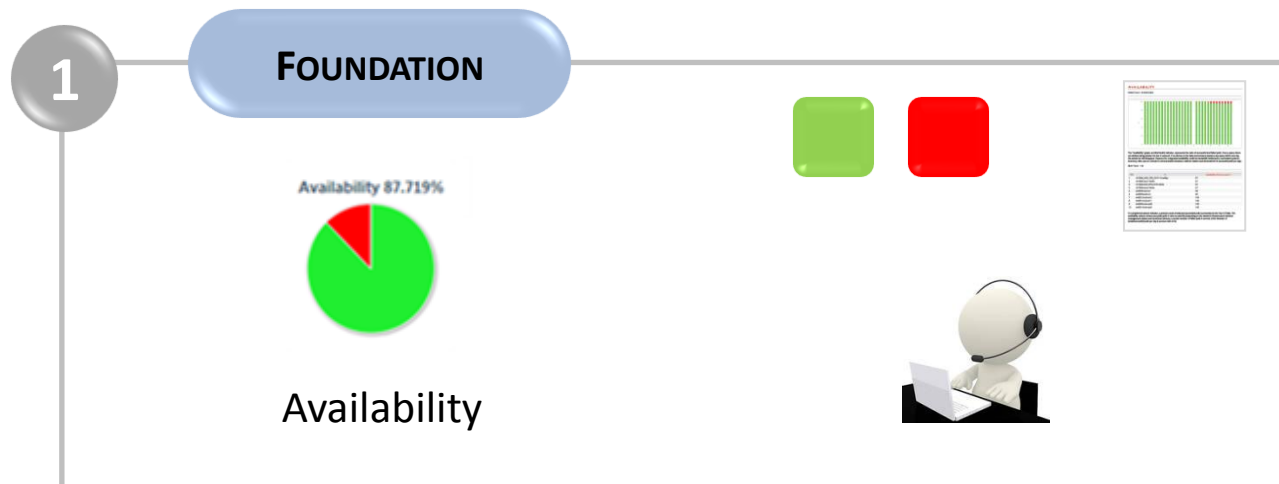


Maintenance - **Monitoring** - Management

If you can't measure, you can't manage it



Monitoring services





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- Home
- Business
- Capacity
- Map
- Devices
- Network QoS
- PDF Report

- By Devices
- By Services

Location List

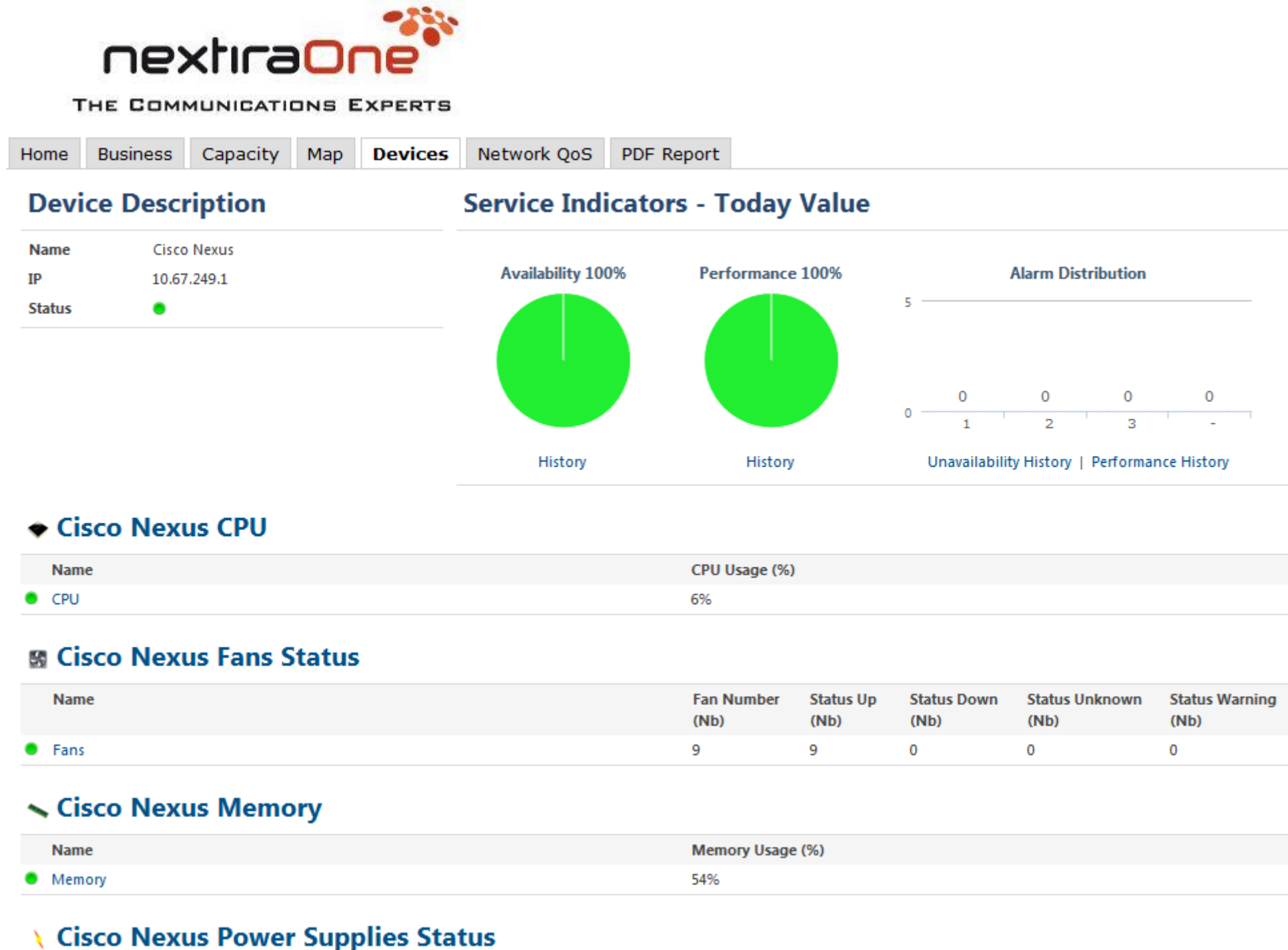
Location	Class	Device Nb (+Ack)	Distribution						Today Events
● NextiraOne-France	Country	1	1	0	0	0	0	0	
● NextiraOne-France-Lyon	City	1	1	0	0	0	0	0	
● NextiraOne-Germany	Country	3	3	0	0	0	0	0	
● NextiraOne-Germany-Berlin	City	2	2	0	0	0	0	0	
● NextiraOne-Germany-Hamburg	City	1	1	0	0	0	0	0	

Status per location

Service Type List for NextiraOne

Service	Service Nb (+Ack)	Distribution	Today Events
?  01 - Customer Service	3	0 0 0 0 0 0 3	
?  02 - Order Processing	3	0 0 0 0 0 0 3	
?  03 - Service Desk	3	0 0 0 0 0 0 3	
?  04 - Sales Departement	3	0 0 0 0 0 0 3	
?  05 - Finance	3	0 0 0 0 0 0 3	
✓  11 - WAN	3	1 0 0 0 0 0 2	
✓  12 - LAN	3	1 0 0 0 0 0 2	
?  13 - Security	3	0 0 0 0 0 0 3	
✓  14 - Datacenter	3	1 0 0 0 0 0 2	
?  15 - VoIP	3	0 0 0 0 0 0 3	
?  16 - Contact Center	3	0 0 0 0 0 0 3	
?  17 - Commodity Apps	3	0 0 0 0 0 0 3	

Status per business department and Technologies or Applications



At a Glance Health Check



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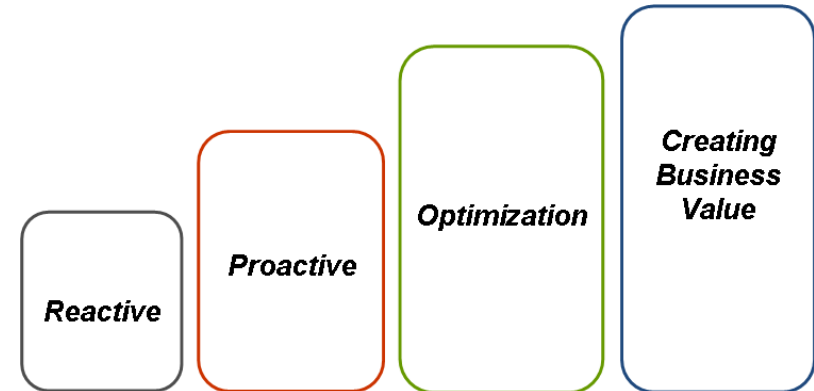


Case Studies



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Proven Success - Michelin



#1 Discovery & Transition

45,000 users, **27 countries**,
109 PBX, **11 Vendors**

#2 Full range of Managed services

590 incidents, 924 MACD per year,
98% SLA achievement (100% SEV 1)

#3 Transformation program

Cisco network transformation,
41 sites, 8,500 users

***CIO : “now we have the picture of our installed base
and we can evaluate our budget and plan the future”***

Proven Success - DHL

Telefonica

DHL

Reactive

Proactive

Optimization

Creating
Business
Value

#1 Discovery & Transition

270,000 users, 22 countries,
8,000 devices, 104 Vendors

70%



#2 Full range of Managed services

After 90 days: 19 countries,
2,000 monitored devices

#3 Transformation program

Cisco network transformation,
reduce vendors

***CIO : "With 8,000 devices, +104 vendors, we need a partner with global coverage
multi-vendors competencies and a clear vision of our target"***

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Other customers

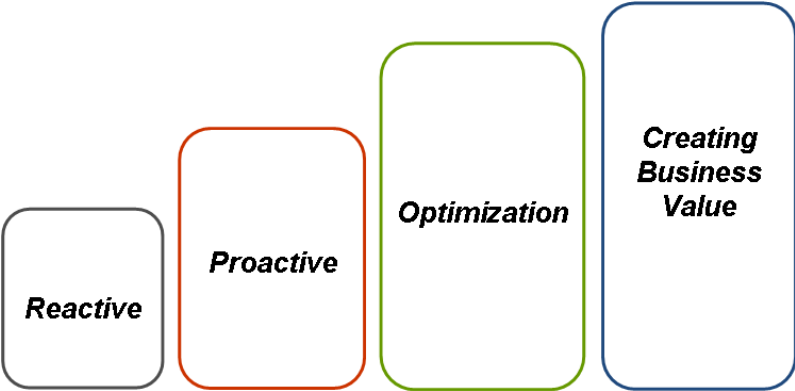
Johnson & Johnson



Assistance Publique
Hôpitaux de Marseille



Canal & River Trust





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Cisco Unified Access



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