REINVENTING THE NETWORKS
WHAT'S DRIVING THE CHANGE

It's not only about volume
New technologies such as cloud, BYOD, and big data analytics—are redefining how business gets done today, the network plays a vital part in enabling these technologies, which have aggravated the demand for bandwidth, throughput and zero latency, anywhere, and whatever be the device. BI Intelligence forecasts that 40,000 Exabytes of data will be generated globally by 2020. Hybrid IT and the Internet of Things (IoT) are ratcheting up these network pressures even further. This brings with it humongous possibilities to transform business model and so are the challenges associated with supporting and managing the corresponding data explosion and unpredictable network connectivity.

By 2018, 40% of IoT-created data will be stored, processed, analyzed, and acted upon close to, or at the edge, of the network.

Within 2 years, 90% of all IT networks will have an IoT-based security breach, although many will be considered inconveniences.

Gartner says that by 2020, more than 20 billion objects will be connected to the Internet of Things. In a recent Future-Scape report, IDC predicts that: Within 3 years, 50% of IT networks will transition from having excess capacity to handle the additional IoT devices to being network constrained with nearly 10% of sites being overwhelmed.

THE 21ST CENTURY CHALLENGE

The opportunities, challenges and threats facing IT departments today look very different from what they were just a few years ago. In a very short time since the 21st Century began, the trend broadly termed as “Digitalization” has made the consumer king and has transformed the 21st Century Enterprises’ expectations from IT. The 21st Century Enterprise is driven by certain characteristics such as “Experience-Centric”, “Service-Oriented” and “Outcome-based”. As enterprise embark on a Digital journey and look for revenue models in unchartered areas such as IoT, these tenets become central to the new business model. But to be able to offer experience-centric, service-oriented and outcome-based services, all aspects of IT need to be realigned to the new normal.

As businesses reinvent and transform themselves, only the enterprises that can compete through technology innovation, acceleration and flexibility will survive. As platforms such as Dockers and Containers redefine application hosting and programming undergoes innovations such as “microservices”, the network needs to be open yet secure, agile yet scalable, and easy to administer yet flexible enough for real time business changes.
Rich & Ubiquitous Collaboration

Digital

Mobility

Cloud/’sas’ Adoption

Social Media

Waste mgmt.
Augmente dashboard
Augmente shopping
Augmente gaming
HD Cams NW

Work & game while traveling
Logistics

Exponential rise in transactional, operational and other data

Rapid increase in unstructured, semi-structured & complex data

Requirement for real time traffic steering, reporting & problem solving

Connectivity Management & Automation

Real-time automation
Real-time remote control
Traffic steering & management
Tracking/inventory systems

IoT Application & Services

Advanced monitoring
8k Video beamer
4k Video

Maintenance optimization

Factory automation

Remote Diagnosis
Toll collection
Assisted driving
Smart clothes
Connected home
Smart watch
Self driving

Virtual 3D presence
Touch & steer
3D printing
Reliable emergency communications
VR gaming

Real-time remote control

Smart grids

8k Video beamer
4k Video

Value

Volume

Velocity

Variety

Real-time cloud access

HD Cams NW
There is no doubt that network automation, scalability, and security form key success factors for Digital (r)evolution. Enterprise networks, the platform that business run on, need to transform for enterprise IT to be able to offer these new capabilities.

At HCL we future proof your network infrastructure with our end-to-end portfolio of network services. Our network services encompass strategy, design and implementation across a range of network requirements: Software defined DC & WAN, unified communications & collaboration and network automation.

**HCL’s NEXT GENERATION NETWORKS FRAMEWORK**

<table>
<thead>
<tr>
<th>Consumers</th>
<th>Operations Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real time work is cloud</td>
<td>API Management</td>
</tr>
<tr>
<td>Advanced Business Dashboards</td>
<td>Applications Performance</td>
</tr>
<tr>
<td>Augmented gaming</td>
<td>Security Services</td>
</tr>
<tr>
<td>Touch &amp; steer</td>
<td>Dynamic Provisioning</td>
</tr>
</tbody>
</table>

**Consumption Platforms**

- Public Clouds
- Private Clouds
- Legacy Data Centers
- Partner FEDRATED CLOUDS

**Platform Hosting**

**Intelligent Infrastructure**

- Software Defined DC LAN
  - Records Controller
  - Services Intelligence
- Software Defined Campus LAN
  - Engagement Controller
  - Workload Intelligence
- Intelligent Analytics
  - Distributed Compute
  - Intelligent Collaboration
  - User Behaviour Captures
  - Device Behaviour Captures

**Hybrid Network Functions**

- Branch Routers
- Layer 3 Switching
- Dc Lan Core
- Campus Lan Core
- Wireless Access
- Hard Phones
- Virtual Network Functions
- Soft Phones
- Collaboration Core
- Dc Routers
- Lan Access
- Video Endpoints
- Specialized Hardware
- Commodity Hardware
### TRANSPORT INDEPENDENT SITE

A framework to facilitate enterprise movement towards transport (MPLS /Internet) agnostic architecture. It has a ‘Network Service Node (NSN)’ module that enables secure and direct connectivity to public clouds, laying the foundation of a hybrid cloud.  
- Lean & agile network with software defined ecosystem  
- Flexibility to connect to network & cloud providers

### EVOLVE

HCL Evolve helps interconnect multiple UC solutions and give an endpoint agnostic collaboration platform where any IP telephony endpoint irrespective of the make can fully leverage its available audio and video functionalities.  
- Deep level real time analytics & insights  
- Single pane of glass web based GUI and workflow structure  
- Pay as you grow

### SENSUS

A framework that takes into consideration a broad range of engineering and architecture parameters in defining the right SDN strategy. This include the entire lifecycle of services for SDN keeping overall synergies and holistic IT approach in mind.  
- Network agility  
- Minimum migration effort  
- Vendor neutral approach  
- HCL Sensus certified team

### NetBot

A solution to automate the complete operational lifecycle of network devices from provisioning to policy based change management, compliance and security administration. Automation is integrated into the very fabric of NetBot.  
- Improved staff efficiency & increased ROI  
- Reduced risk & business loss  
- Blind spot elimination, Network agility
HCL network services is adapting its offerings to the changing enterprise business and digital needs by embracing the most relevant trends around IoT, SDN, and collaboration and communications with a differentiated positioning as a ‘Network Service Integrator’

NSI framework enables enterprise manage the service providers in a consistent and efficient way, making sure that the performance across a portfolio of multi-sourced goods and services meets user’s needs. While processes encompass a value chain, which has many touch points within the enterprise IT landscape, orchestrating these processes enable integration of multiple process areas and function areas across the extended enterprise to allow seamless flow of operational pipeline across multiple providers.

STRATEGIC ALLIANCES
HCL have 360 degree partnership with world’s leading vendors such as Cisco, Brocade, Microsoft
Partner of Choice for services and development for world’s leading Network equipment manufacturers

FLEXIBLE PRICING MODEL
We offer our clients flexible and transparent pricing options which help them reducing their upfront cost and convert that into an operational expenditure
Global tie ups with all leading OEMs (HP, IBM, Dell, Hitachi, NetApp, Sun, Oracle, SAP etc.).

OPERATIONS & MANAGEMENT
Strongest reputation in the market for client infrastructure management,
Pioneers in this field with over 90% customer retention and satisfaction rate
Support NOC for Telco, Enterprise as well as OEMs

TAILORED EXPERIENCE
Personalize network experience
A vendor neutral Network Services provider with Million Plus devices under management
Customized throughput and Latency level supporting big data, IOT and M2M business models
Network Experience becomes a revenue driver

The company developed a long-term network practice that defines four essential growth pillars. The first two pillars — “Lead” and “Reposition” — largely consist of the network service’s current business portfolio and new growth opportunities. The third and fourth pillars — “Disrupt” and “Extend” — form the basis to develop a leading position in the network transformation and virtualization business, including new opportunities around Internet of Things. The company developed a long-term network practice that defines four essential growth pillars. The first two pillars — “Lead” and “Reposition” — largely consist of the network service’s current business portfolio and new growth opportunities. The third and fourth pillars — “Disrupt” and “Extend” — form the basis to develop a leading position in the network transformation and virtualization business, including new opportunities around Internet of Things.

HCL has strong partnerships with leading technology and services vendors, which enables the company to foster innovation and offer best of breed services and solutions to its customers. At the same time, HCL strongly focuses on close partnerships with start-ups to seek new business opportunities and innovate around emerging technologies.
HCL NETWORK PRACTICE

- **250+ Customers**
  - Data center Networks, WAN Networks, Corporate LAN Redesigns, Voice migration and Transformations.

- **25+ years' experience**
  - of working with 70+ Telcos and 25+ OEM platforms

- **$10 Mn**
  - Invested in State of the art labs

- **360 Degrees**
  - partnership ranging from product development, beta testing and implementation

- **$350 Mn**
  - In annual revenue and growing

- **100+ SDN Certified Resources**
Hello there! I am an Ideapreneur. I believe that sustainable business outcomes are driven by relationships nurtured through values like trust, transparency and flexibility. I respect the contract, but believe in going beyond through collaboration, applied innovation and new generation partnership models that put your interest above everything else. Right now 120,000 Ideapreneurs are in a Relationship Beyond the Contract™ with 500 customers in 32 countries. How can I help you?

PAC (A CXP Group company) publishes an exclusive report on HCL offerings in DACH market. HCL’s unique next gen network services & carefully devised localization strategy is creating substantial value for customers in DACH market.

Download the report [here](#).
To know more contact us at ITO@hcl.com