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# Enterprise service orchestration

Virtual CPE and SD-WAN orchestration



# Case study: driving enterprise service flexibility with virtualization

Ericsson has been awarded a three-year deal with a major South American communications service provider.

We will be providing virtual customer premises equipment (vCPE) and Software-Defined Wide-Area Networking (SD-WAN), with the aim of providing increased flexibility and reduced hardware management and expense.

For many service providers, investing in virtualization technology is enabling them to strongly compete in the enterprise market. While service providers have a natural advantage in the “traditional communications” segment (such as fixed connectivity and mobile connectivity), virtualization enables them to compete more effectively in the lucrative “services beyond communication” segment, by driving down operational costs and increasing agility.

By implementing a transformational NFV infrastructure (NFVI) and orchestration capability they are then able to build virtual network function (VNF) based services for the enterprise market. Using vCPE, service providers are able to rapidly add new enterprise branch offices, traditionally a challenge, and deploy multiple services on that vCPE.

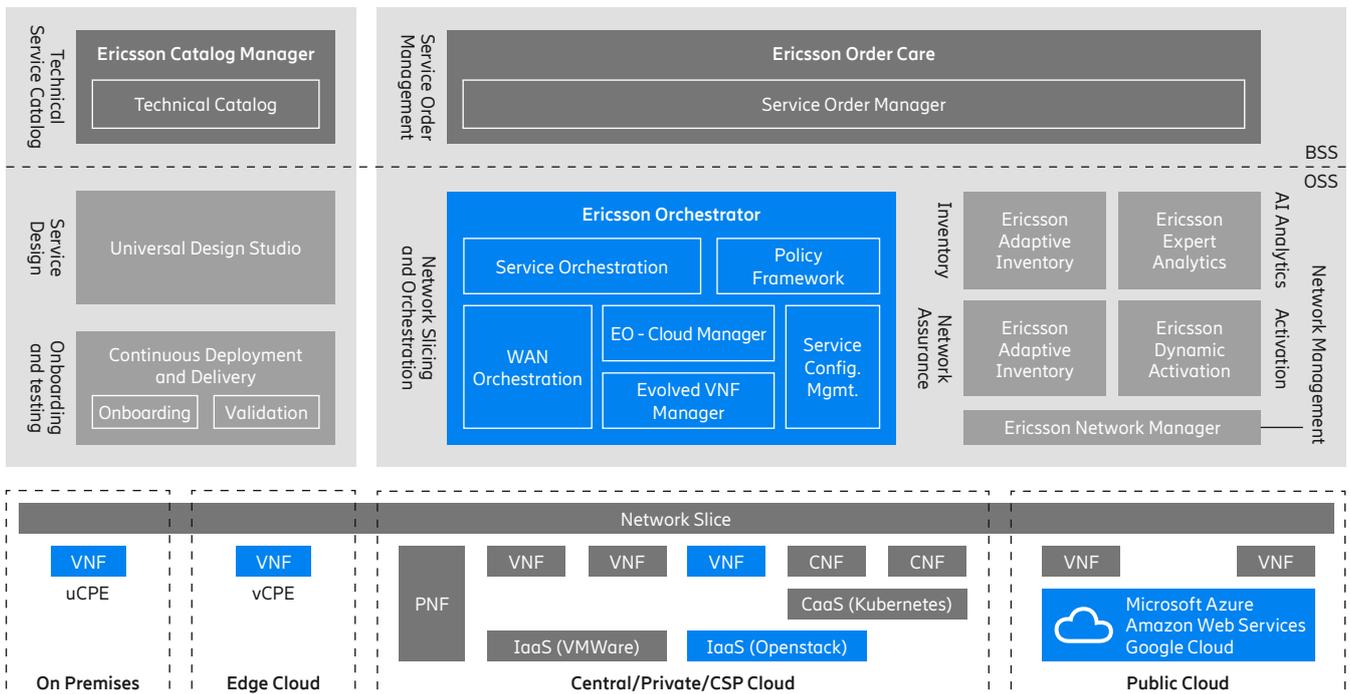
Deploying an SD-WAN overlay allows service providers to offer enterprises highly tailored connectivity and services such as VPN over their own network, but most importantly over third-party networks and connectivity. This is especially important for service providers with regional network coverage, who have enterprise customers who want to standardize their services nationally and sometimes internationally.

### Ericsson’s solution

Our South American customer has selected Ericsson Cloud Execution Environment (CEE) for NFV infrastructure, Ericsson Orchestrator for service management and automation and Ericsson’s partner Versa for SD-WAN overlay. Using Versa’s pre-integrated SD-WAN solution as its first VNF, the customer is able to deploy SD-WAN in customer vCPE.

The customer is then able to offer advanced VPN and security services to their enterprise customers, leveraging not only on their own fixed network options (Multi-protocol Label Switching (MPLS) and broadband) but also using last-mile connectivity from third-party operators, providing a future-proof telco-cloud platform using Ericsson’s NFVI to host all kinds of virtualized applications and services in the same environment in the future.

Figure 1. Ericsson NFVi and Orchestration Solution





Orchestration is a key enabler for agile and efficient entry into the wider enterprise services market

### Seamless connectivity and an advanced platform

The adoption of NFV infrastructure and orchestration capabilities enables service providers to enter and compete more effectively in the enterprise market beyond traditional communications services, by driving down network operational costs through automation, improving time to market through continuous integration/continuous delivery (CI/CD) and enabling new customer services and choice.

**“This deal proves our leadership in providing cutting-edge telco cloud solutions, which will help service providers deliver new services to the market faster as well as move onto the next level of network operational efficiency.”**



**Daniel Colas,**  
Core and Cloud  
Sales support  
CU Latam South

The four key benefits of this approach are:

- Faster service creation and end-user choice. The ability to build new services and service chains based on 200+ pre-integrated VNFs.
- Future-proof infrastructure for scalability and growth. The implementation of Ericsson Cloud Execution Environment and Orchestrator creates a modern service platform that supports future scalability.
- Network agnostic SD-WAN overlay. Deploying Versa’s pre-integrated SD-WAN solution enables virtual private network (VPN) deployment at any enterprise location, within minutes, and enables the service to be delivered over multiple bearers.
- Cross-domain orchestration for efficiency. The Ericsson Orchestrator provides service and domain orchestration meaning that a single system can orchestrate multiple services and multiple technology domains from multiple vendors.

### Enabling new enterprise service revenues

The implementation of telco cloud (NFVI) and orchestration is a key enabler for agile and efficient entry into the wider enterprise services market. SD-WAN is frequently seen as a strong entry-point to the enterprise market because of the potential of programmable networks to cut costs, compared to dedicated enterprise connections such as MPLS. This drives the business case for transformation.

Our South American customer is using the solution to deliver advanced VPN and security services to enterprises, which leverage a service provider’s networking knowledge and security credentials. This deployment forms a platform for the development, deployment and scaling of new enterprise services that will drive success in both new enterprise connectivity services and new enterprise services beyond connectivity.

Ericsson enables communications service providers to capture the full value of connectivity. The company's portfolio spans Networks, Digital Services, Managed Services, and Emerging Business and is designed to help our customers go digital, increase efficiency and find new revenue streams. Ericsson's investments in innovation have delivered the benefits of telephony and mobile broadband to billions of people around the world. The Ericsson stock is listed on Nasdaq Stockholm and on Nasdaq New York.

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