

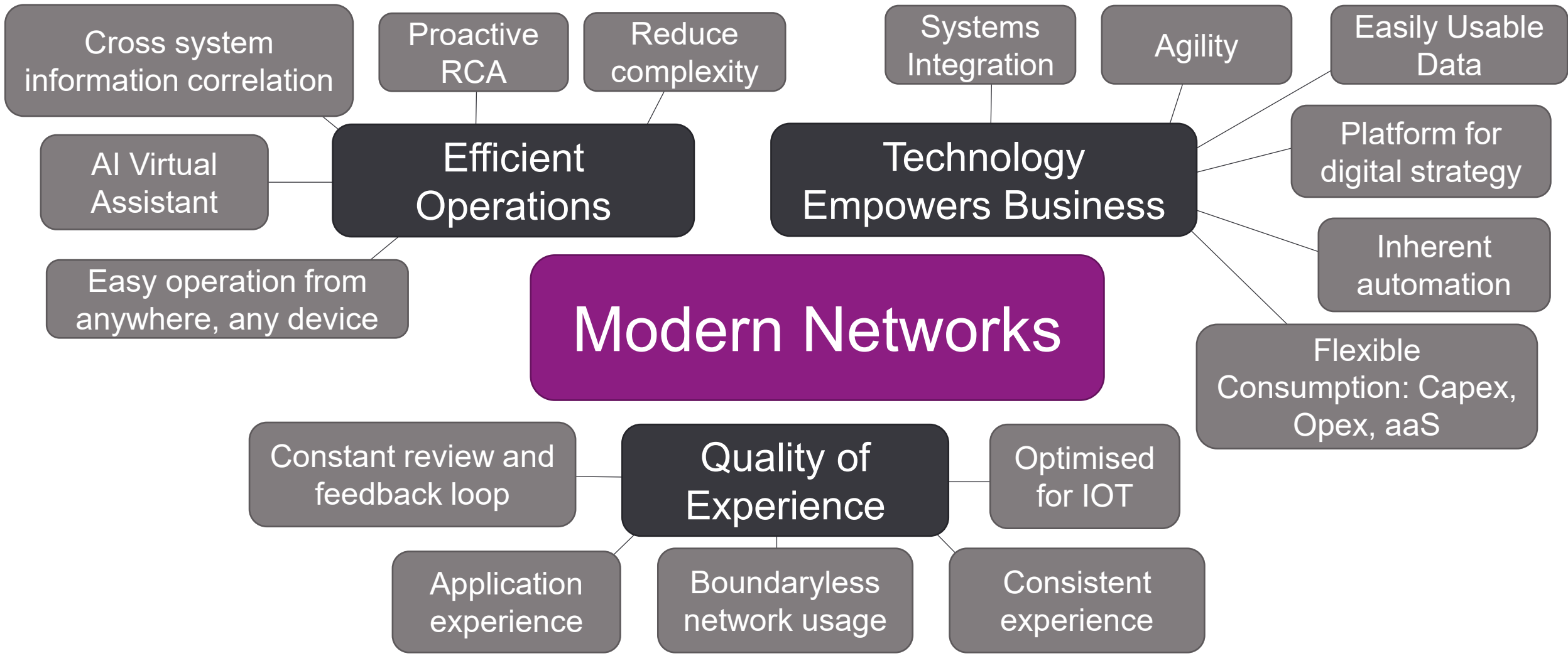


AI Driven Enterprise

BAPCO 2023

telent
talent with technology

The Relevance of Modern Networking



Demand for high-performing Modern Networking

IoT is on the rise



15 billion IoT devices will connect to the enterprise infrastructure by 2029¹

Cellular traffic is offloaded to Wi-Fi



63% of cellular is offloaded to Wi-Fi² and will increase with 5G

Workforces are more distributed



50% of employees will work remotely at least some to the time³

Digital Transformation has accelerated



58% of customer interactions are digital, up from 36% in 2019⁴

1. Gartner, Feb 2021
2. Wi-Fi Alliance
3. IDC, Feb 2021
4. McKinsey, June 2020



Traditional vs. Modern Networks Comparison

Proven over decades

Well Understood

Simpler Design

Cost Effective

Less Flexible

Good Scalability

Traditional

Modern

Inherent Automation

Quality Focused

Fabric Architecture

Highest Scalability
Flexible and Adaptable

Flexible Approach

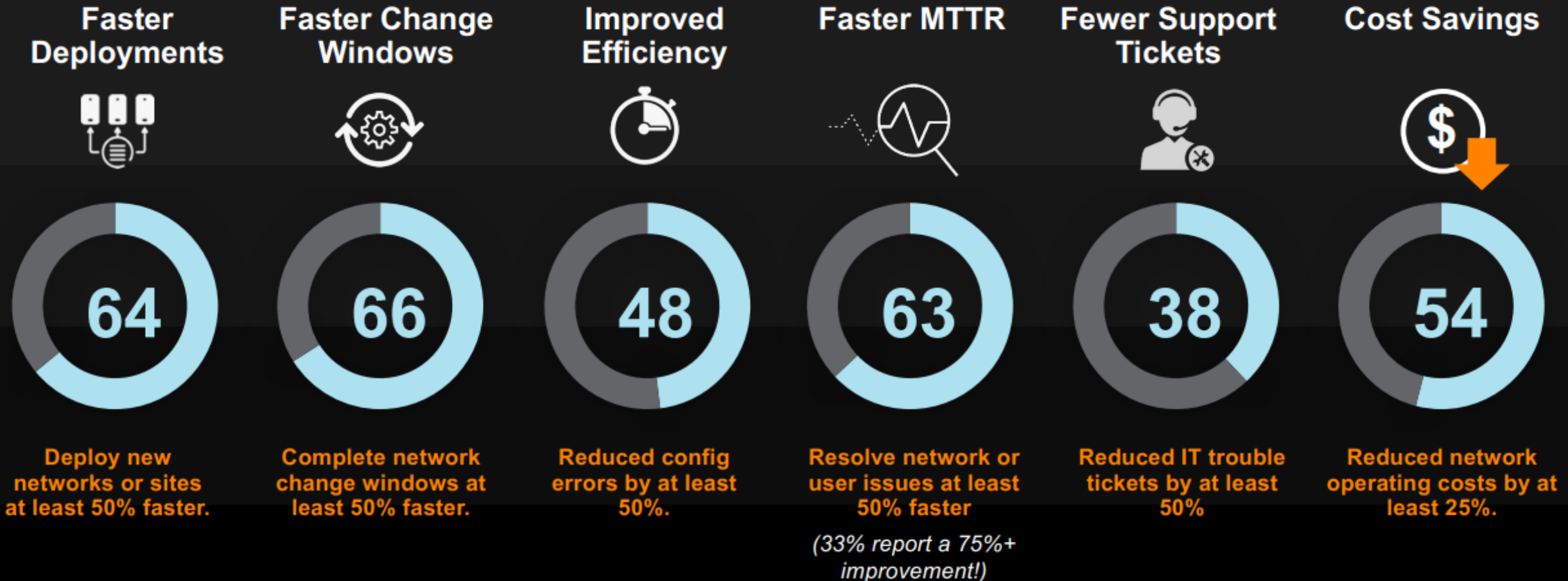
Capex, Opex, aaS

Software Defined Approach

Micro-Services Architecture

Rapid Deployment

Benefits of AI Ops & Cloud based management




Source: Aruba Central TechValidate Customer Survey, July 2021

Telent Modern Network Capabilities


 Consult

 Demo

 Proof of Concept

 Design

 Deploy

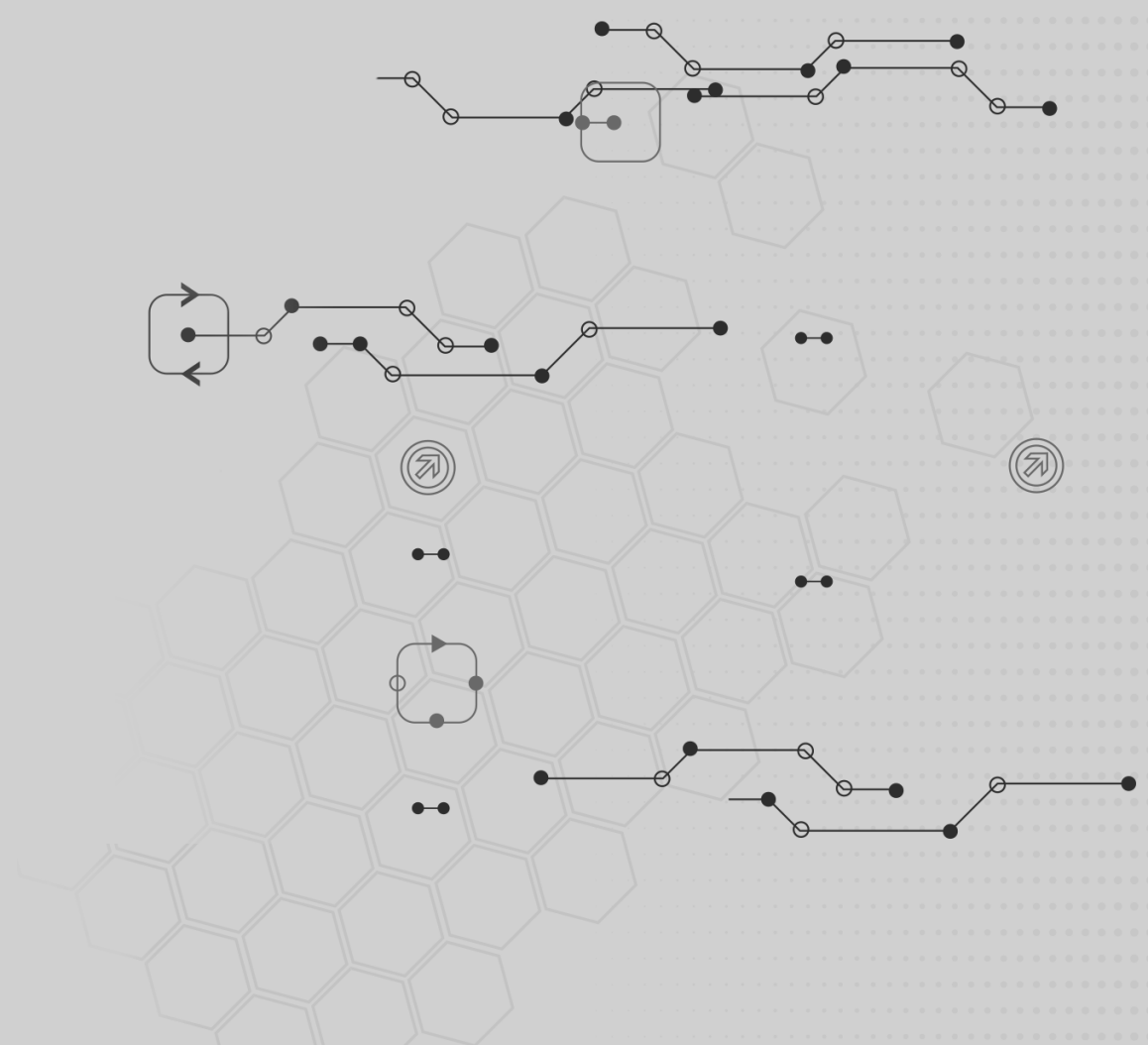
 Monitor and Manage

 Support



Changing Dynamics within the Industry

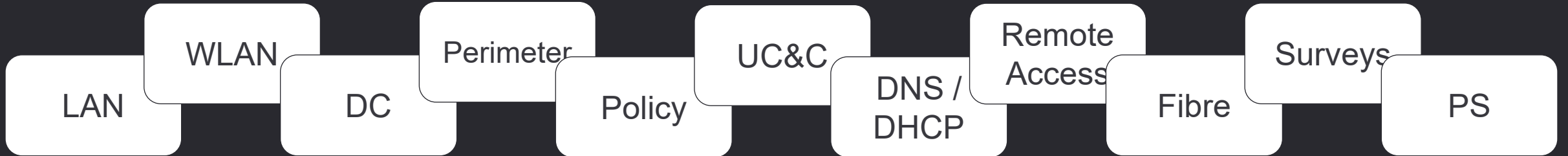
- Customers Need Partners
- Mindset shift to Experience
 - Quality not connectivity, Digital Transformation
- Procurement Shift
 - Licensing, Flexibility
- “Campus as a Whole”
 - AIDE / Campus Fabric, Proprietary vs. Open and Integrated, Many Modern Options
- Embracing Cloud
- Green IT – Evolution not Revolution
- Automation and Orchestration
- Importance of Sustainability / CSR



Customer References



Existing Customer– University of Exeter



Telent delivers for UoE:

- Partnership
COVID VPN Response
- SP Experience and Heritage
- Single Supplier
- Competence at Scale



Partnership



Heritage

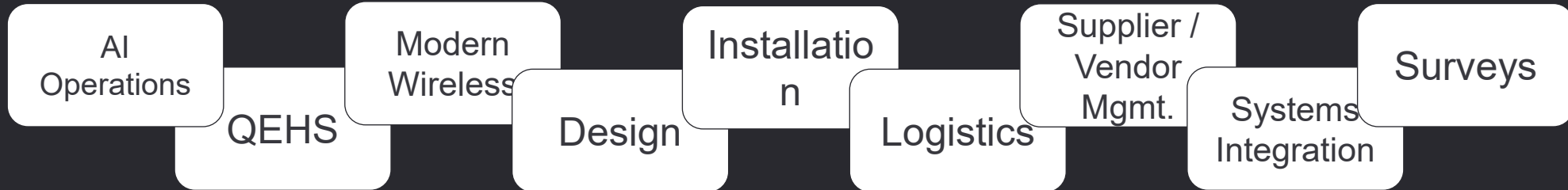


Single Supplier



Scale





Telent delivers for UoOx:

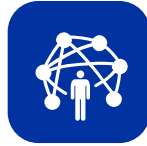
- Accountability and Ownership
- Truly Modern Wireless
 - AI-Operations
 - Programmability
- Systems Integration
- Competence at Scale
 - 2000 APs over 200 Sites (Inc. Heritage)



Partnership



Heritage



Single
Supplier



Scale

PDS – Campus Managed Network Service



Telent delivers for PDS:

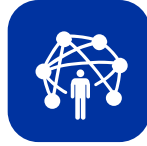
- Accountability and Ownership
- Managed Modern Campus
 - Integrated
 - Reliable
- Experience working in Complex Environments
- Competent working with multiple customer suppliers, teams and organisation units



Partnership



Heritage



Single Supplier



Scale