

Case Study

Cloud Computing Network as a Service (NaaS)

Client

Local Municipality

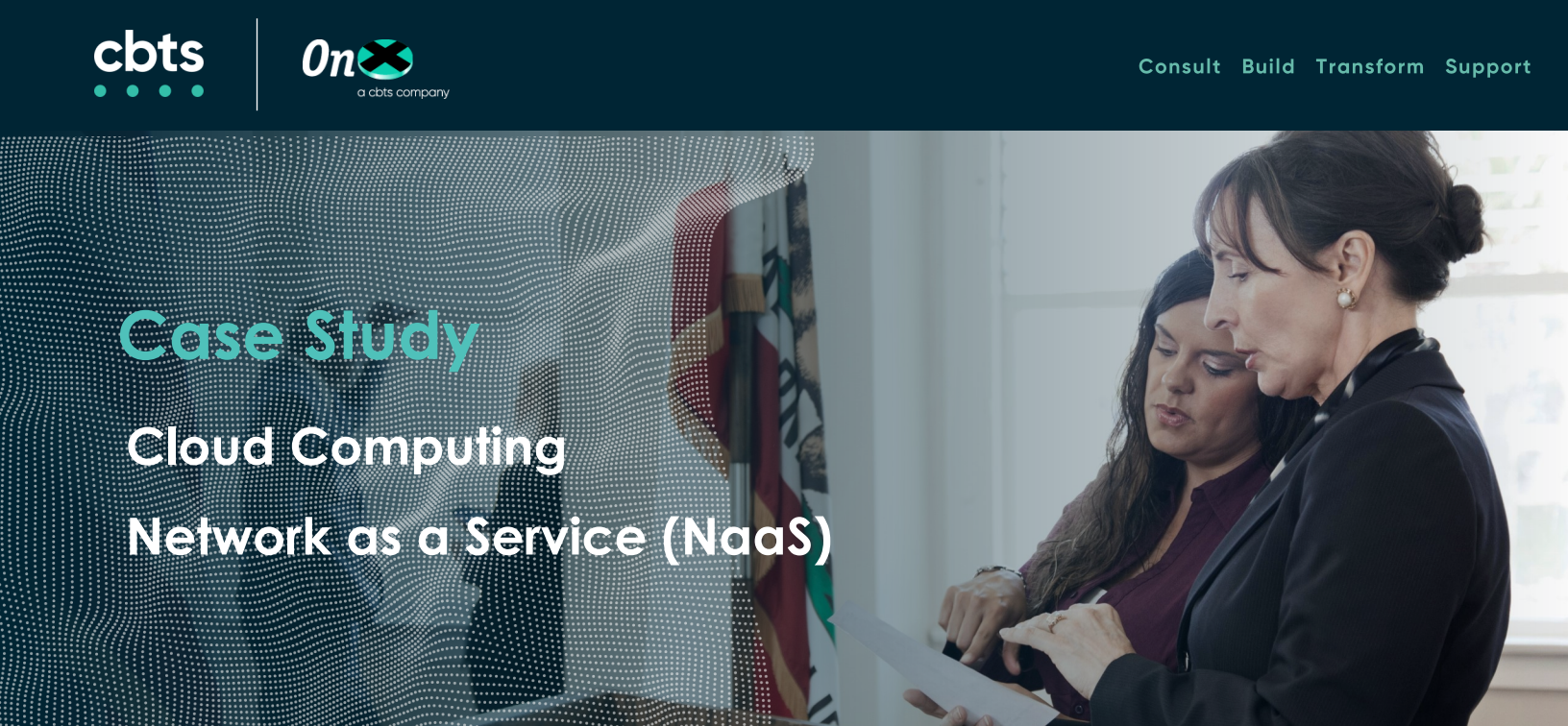
The client has approximately 120 employees providing services to more than 12,000 residents. They must connect multiple locations, including its Safety Center, Municipal Building, City Hall, and Fire Department. They also have a shared services arrangement with two other municipalities. The client has an existing relationship with CBTS, and has already migrated their servers to a Virtual Data Center.

Challenge	CBTS Solution	Results
<ul style="list-style-type: none">• The client was in need of a hardware refresh and facing tens of thousands of dollars in costs to achieve this.• The client desired a move to an OpEx model as opposed to a CapEx model and wanted a solution that would eliminate up-front costs for equipment.	<ul style="list-style-type: none">• CBTS recommended Network as a Service (NaaS) to provide the benefits of a customized solution that is monitored and managed, and eliminate future capital investments for expensive network equipment.• NaaS provides engineering expertise and supports existing Virtual Data Centers, among other benefits, all with a predictable monthly cost.	<ul style="list-style-type: none">• Network as a Service reduced the client's monthly networking expenditures by approximately \$12,000 a year.• Hardware refreshes are part of the solution, eliminating uncertainty around future equipment-related capital expenditures.

Business Challenge

The client needed a hardware refresh and faced \$62,000 of equipment costs, and \$20,000 in installation costs. Their monthly expenses included \$2,850 for a PBX solution with NOC management and monitoring, and \$5,500 for CBES and local services. They previously spent about \$250,000 for gear, including switches and phones, some of which was nearing end-of-life status.

Communications, covered.



Case Study

Cloud Computing Network as a Service (NaaS)

Business Challenge (con't)

The client needed to move to an OpEx model – as opposed to a CapEx model – and wanted to expand its use of the “as-a-Service” model. The client asked for a solution that would eliminate up-front costs for equipment, still provide monitoring and management, and feature built-in hardware refreshes. They also needed an IT partner that could coordinate with their third-party IT partner that provides desktop support. The client's IT lead is also the assistant fire chief, which makes outside IT support a critical need.

CBTS Solution

CBTS recommended the client adopt Network as a Service (NaaS) to continue enjoying the benefits of a customized solution that is monitored and managed, and eliminate future capital investments for expensive network equipment. Network as a Solution from CBTS:

- Includes 24x7x365 expert CBTS engineering support.
- Supports the client's existing Virtual Data Center servers.
- Provides necessary infrastructure for additional applications including the CBTS Hosted Unified Communications (Hosted UC) solution – which the client adopted in conjunction with deploying NaaS.
- Provides the client and its third-party IT partner visibility into the servers all the way down to individual phones.
- Features a predictable monthly cost that builds hardware refreshes in the solution lifecycle.

Implementation and Results

Network as a Service reduced the client's monthly networking expenditures by approximately \$12,000 a year – from \$9,500 a month to \$8,500 a month. Hardware refreshes are part of the solution, which eliminates uncertainty around future equipment-related capital expenditures. CBTS is also working closely with the client's third-party IT partner to give the client an end-to-end networking solution.