

Cloud CPE Assessment

Service Overview

As NSPs provision services for their business customers, they face challenges associated with physical onsite customer premises equipment (CPE) devices. These devices can provide physical connectivity and various other specialized functionalities like security, WAN optimization, load balancing, etc. However, they have introduced the challenges of deployment, scaling, evolution, and monetization of new services. Moreover, this is one of the biggest costs incurred and the proportion of time spent in the provisioning of services today.

The answer to this challenge lies with Network Functions Virtualization (NFV) of the various physical CPE functionalities by deploying a Cloud CPE solution.

Service Description

As a result of their previous experience involving hundreds of customers around the world, Juniper Networks® Professional Services experts are ideally suited to accelerate the design and execution of a successful network service provider (NSP) business transformation towards a Cloud CPE (also known as virtual CPE) architecture. These professionals understand today's network and security demands and those that are just around the corner—for bandwidth efficiency, best-in-class security, solid reliability, and cost-effective scaling.

The Cloud CPE Assessment service enables network service providers to examine the existing services delivered by physical CPE devices and lay out a plan and roadmap for the decoupling of these services from physical hardware to virtualized solution.

The service provides the expertise needed to examine the existing network and provide next steps in preparation for a cloud solution deployment. This allows the NSP to develop a solid understanding of how to make network transformation and monetization an achievable goal with the Juniper Networks Cloud CPE solution architecture, which is aligned with the ETSI NFV reference architecture.

As part of the Cloud CPE Assessment, Juniper Professional Services consultants will meet with the NSP technical and business teams in a workshop to discuss options and plans to move the existing CPE-based services into a virtualized environment. This workshop helps create proper understanding of existing managed CPE and other value-added services supported by the NSP. It also allows the Juniper Professional Services team to understand the existing workflow of service creation/activation, which may include existing operations and business support systems (OSS/BSS) solutions or other automation tools that are integral to the customers' business operations, in order to enable the team to deliver recommendations tailored to the business' roadmap.

The Cloud CPE Assessment service is based on our proven 4-phase methodology that includes:

- Review of business requirements
- Analysis of the current environment
- Evaluation of the necessary changes in order to achieve the business' strategic goals
- Development of tailored recommendations for the business' cloud roadmap and an outline of proposed next steps for transforming the current network from its current state to a Cloud CPE solution.

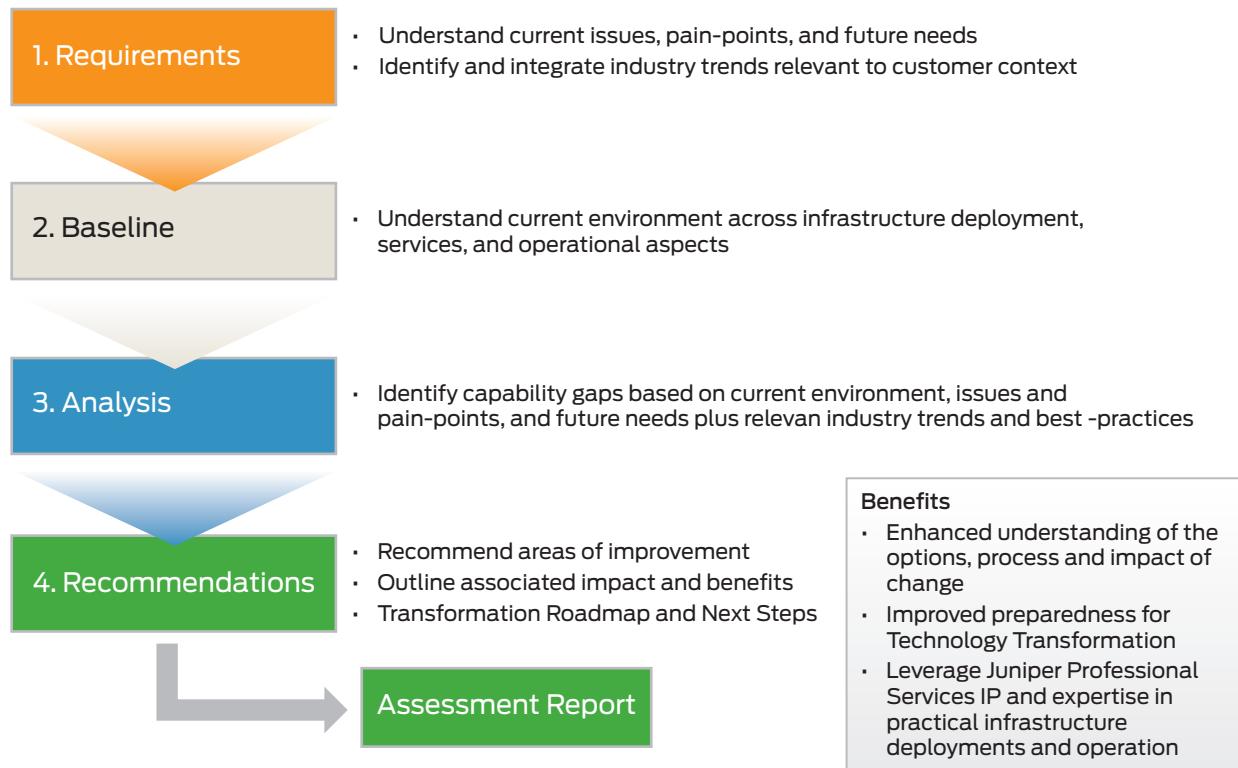


Figure 1: Juniper's assessment methodology

Benefits

The Cloud CPE Assessment provides guidance, recommendations, and a roadmap for potential Cloud CPE deployments within the NSP's environment. The analysis also highlights the gaps and dependencies for integrating a Cloud CPE service; allowing for the business to foresee and identify milestones, understand the challenges, and plan an optimal path to deploy services within the shortest feasible timeframes.

Ultimately, this builds a framework that the business can analyze and use either on its own, with a partner, or continue with Juniper Professional Services. Juniper Networks Professional Services experts can leverage the assessment findings to provide a more relevant and accurate project scope and assist customers to move towards achieving their business transformation goals.

Additional Services

Juniper Networks provides additional consulting services to consider along with the Cloud CPE Assessment service. In addition to engagements that are customized for individual customers, a broad range of consulting and packaged implementation services are available to help enhance the business' network design and optimize its production environment.

- **Cloud CPE Service Creation Advisory**—The Cloud CPE Service Creation Advisory service is designed to enable Juniper virtualization solution (such as Cloud CPE)

customers to accelerate the adoption of virtualization for business services and to help them identify, define, evaluate, and launch new services as well as evaluate the potential impact of new business models on existing services.

- **NFV OSS Assessment**—The NFV OSS Assessment service focuses on the OSS/BSS design, management, orchestration, and integration aspects of NFV, providing a roadmap and recommendations that can help justify the business case and clarify how business objectives can be achieved through the deployment and integration of the Juniper Networks Contrail Service Orchestration platform with OSS/BSS.
- **Customer Field Trial Service**—The Customer Field Trial service accelerates deployment and time to value by guiding and managing the initial Cloud CPE deployment. Juniper Professional Services can be engaged to launch initial field trials in limited markets before expanding across the entire customer portfolio.
- **VNF Life-Cycle Service**—VNF Life-Cycle service is a suite of capabilities focused on providing customers assurance that third-party virtual network functions (VNFs) are compatible with Juniper's SDN solutions. The VNF Life-Cycle service offer. Offer varying degrees of standardized interoperability testing support to validate third party VNFs will perform successfully in the End User's cloud architecture.

- **Cloud CPE Design and Deployment Services Package—**

Cloud CPE Planning and Deployment services ensure the optimized design and deployment of Cloud CPE-based networks with the Juniper Cloud CPE solution architecture.

In addition to these additional consulting services, Juniper service and support can deliver capabilities to help customers plan, build, and operate their Cloud CPE and other virtualization capabilities in their network. These include: education services to help accelerate the training and knowledge of your own staff; onsite resident engineer service to provide technical assistance and bring Juniper best practices to help with operational transformation from physical to virtualized environments; and customer-focused technical support services to deliver focused troubleshooting skills that help identify and resolve issues specific to customer deployment.

Juniper Networks Service and Support

Juniper Networks is the leader in performance-enabling services that are designed to accelerate, extend, and optimize your high-performance network. Our services allow customers to maximize operational efficiency while reducing costs and minimizing risk, achieving a faster time to value for your network. Juniper Networks ensures operational excellence by optimizing the network to maintain required levels of performance, reliability, and availability. For more details, please visit www.juniper.net/us/en/products-services.

Ordering Information

For more information on the Cloud CPE Assessment service, and for assistance with ordering, contact your Juniper account manager. Before the service begins, a statement of work (SOW) will be established outlining the scope of effort to be performed.

Model Number	Description
PRO-ASSESS	Cloud CPE Assessment

About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at www.juniper.net.

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