



The bridge to possible

# Building a Bridge to the Future

The Accelerating Network Evolution

Douglas Wadkins, Vice President, Product Management & Strategy, Opengear

# Building A Bridge To The Future - The Accelerating Network Evolution

Session: BRKPAR-2912

7 February 2023

**Douglas Wadkins**  
Vice President,  
Product Management & Strategy



# Predictions Are Hard, Especially when they are About the Future\*



## It's That Time of Year Predictions 2023

### We Have Some Doozies

- Smart investments will lead to innovation
- CIOs will be pulled between competing priorities
- Prioritize the customer experience
- Developers and engineers will leverage data to drive decision-making
- CIOs should address bottom-line value metrics
- CIOs - stay focused on digital transformation journey
- 2023 will be the year of the citizen developer
- Etc. etc. etc.

### What Do We Know?

- Euro area and the UK are probably in recession
  - Business cycle slows = OPEX budgets reduced
- Due to persistent inflation, can expect rate hikes
  - Raises cost of capital

\*Yogi Berra, American baseball player known for Berra-isms (colloquial expressions that lack logic)

# Network Evolution Has Accelerated

## Importance Of Network Ever Increasing



**Hybrid work is here to stay**



**Multi/hybrid Cloud**



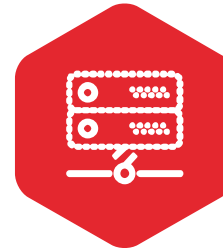
**Applications move to cloud**



**Agile and Resilient Networks**



**More Hardware to manage remotely**



**Business criticality of network increasing and IT budget for networking decreasing driving need for efficiency**

**COVID accelerated the network evolution**  
**Networks need to be more agile and resilient to respond needs of the business**

# Efficiency - Doing More With Same Or Less

## Automation generates efficiencies if...

From This



To

This

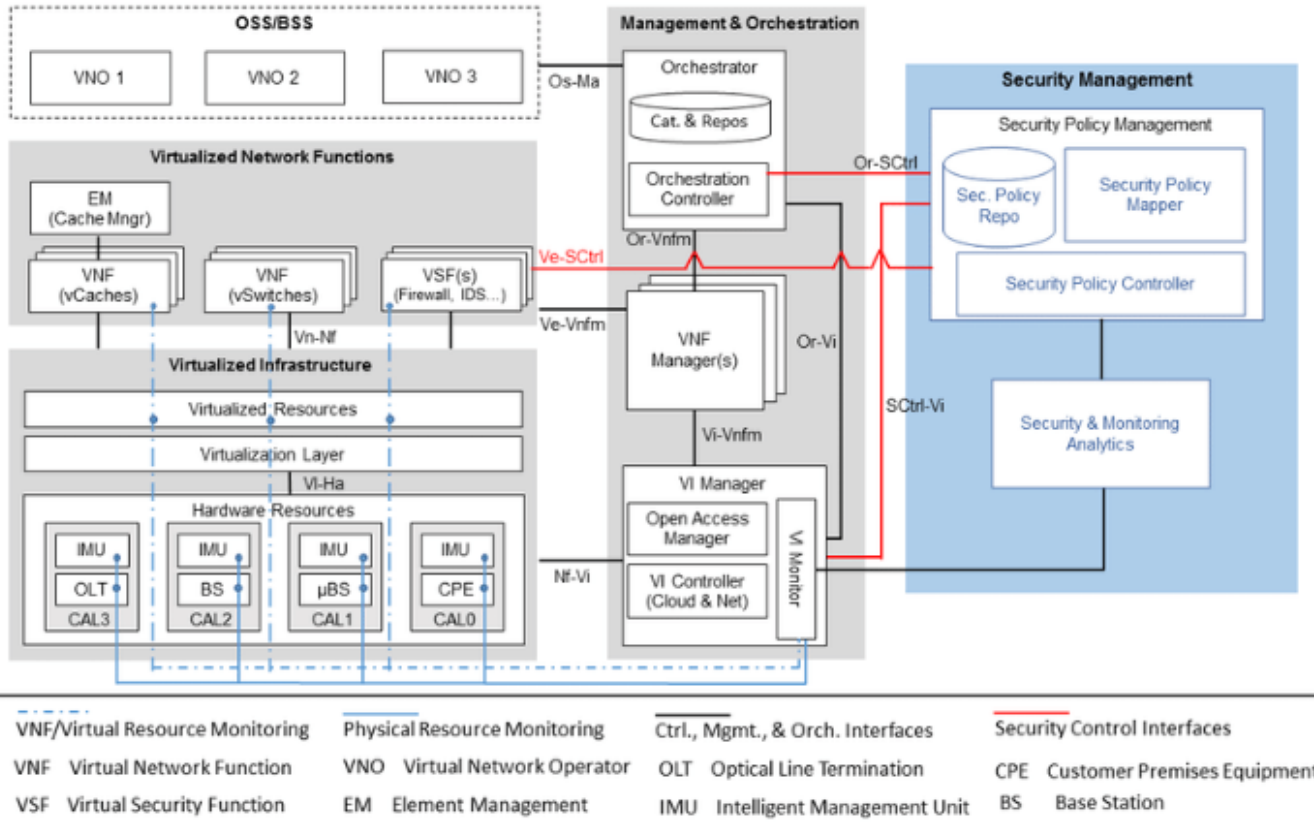


**Requires:**

- Redesigning the car
- Technical skill uplift



# Redesigning The Network

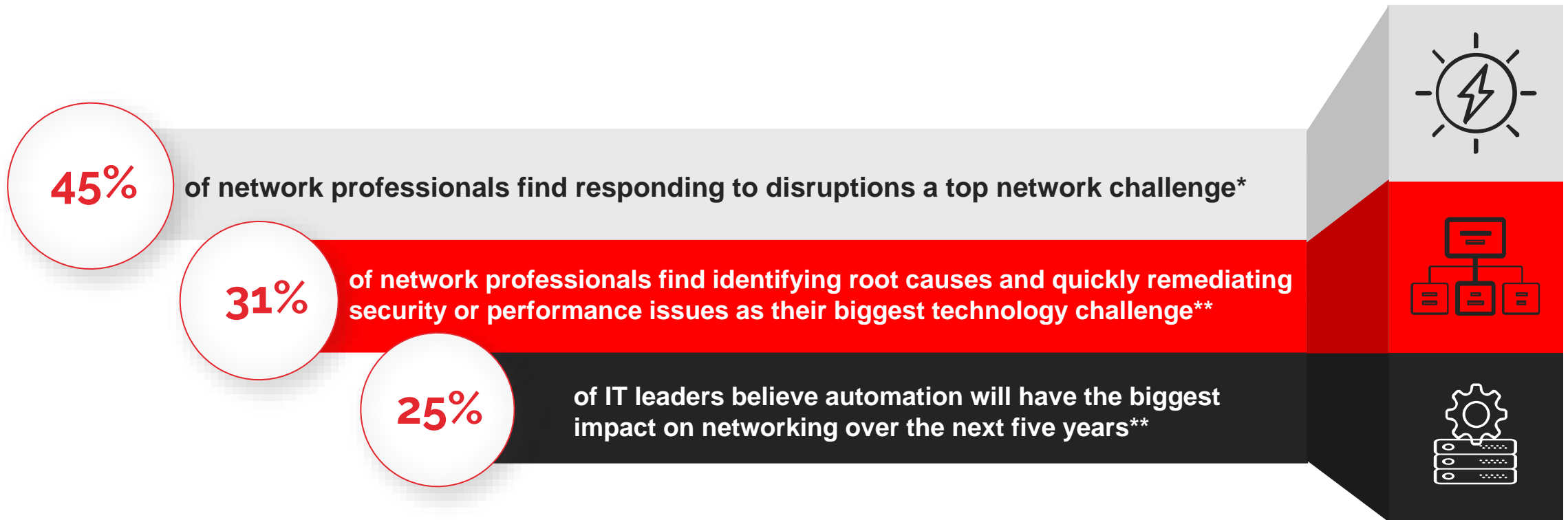


# Up Levelling Skills

## Cisco Training

- DevNet Automation Bootcamp for ACI
- Developing Applications and Automating Workflows Using Cisco Core Platforms
- Multicloud Automation and Orchestration with Cisco CloudCenter Suite
- Developing Applications Using Cisco Core Platforms and APIs
- Python, HTTP APIs, YAML, JSON, YANG, RESTCONF, NETCONF, Ansible, Docker

# However, the Network Professionals' challenges persist

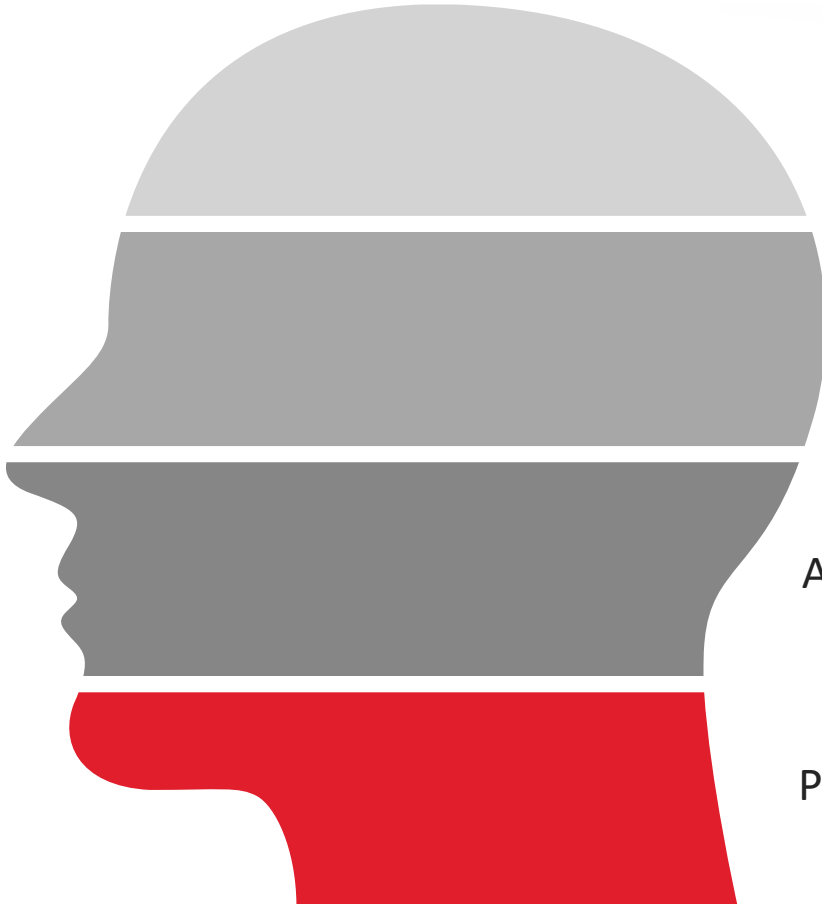


\*Cisco, Global Networking Trends Report, 2022

\*\*Cisco, Global Networking Trends Report 2020

\*\*Gartner, Andrew Lerner, Ted Corbett, 2022 Market Guide for Network Automation, Gartner, 22 February 2022

# Opengear Pioneers of *Smart Out of Band*



Purpose-built for network professionals since **2004**

Thousands of **customers** –including **80% of Fortune 100**.  
Extensive ecosystem of channel partners and technology alliances

A global engineering team building award-winning solutions

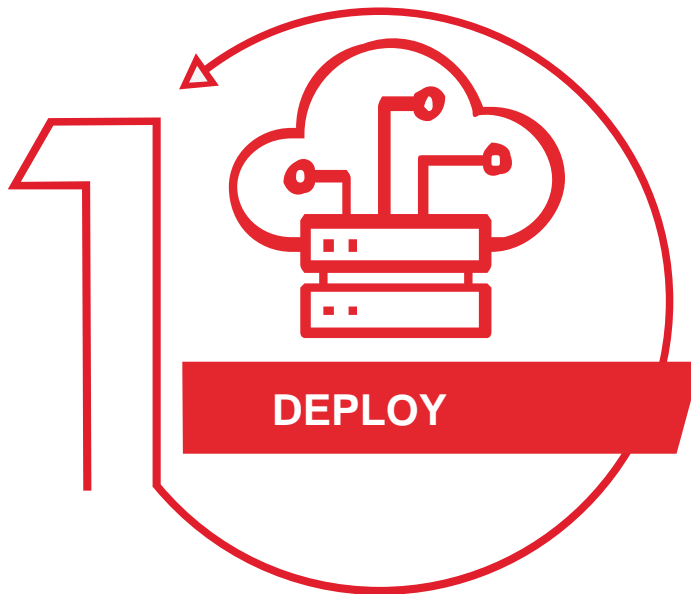
Presence in the **Americas, Europe, Asia, and Australia**



# Deploy, Manage, & Remediate From Anywhere, With *Smart OOB*™

## DEPLOY

Serving on the First day



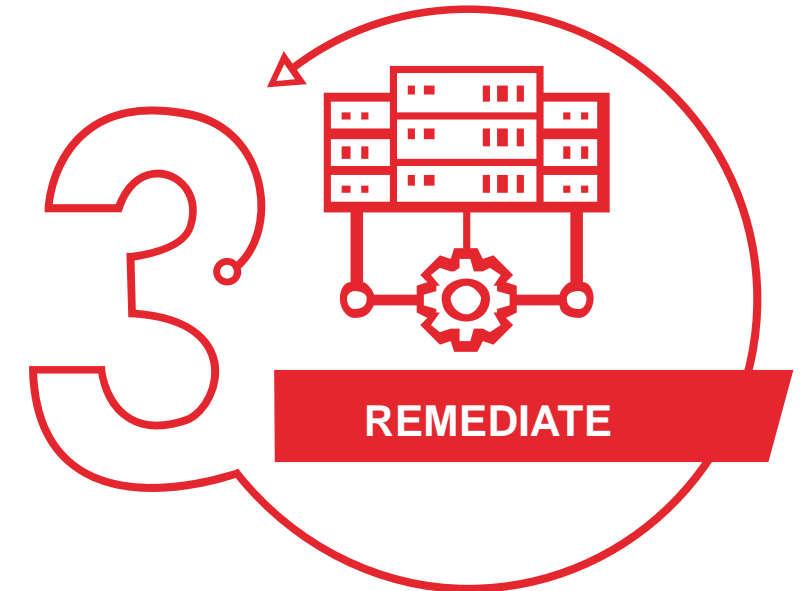
## MANAGE

Simplifying the everyday

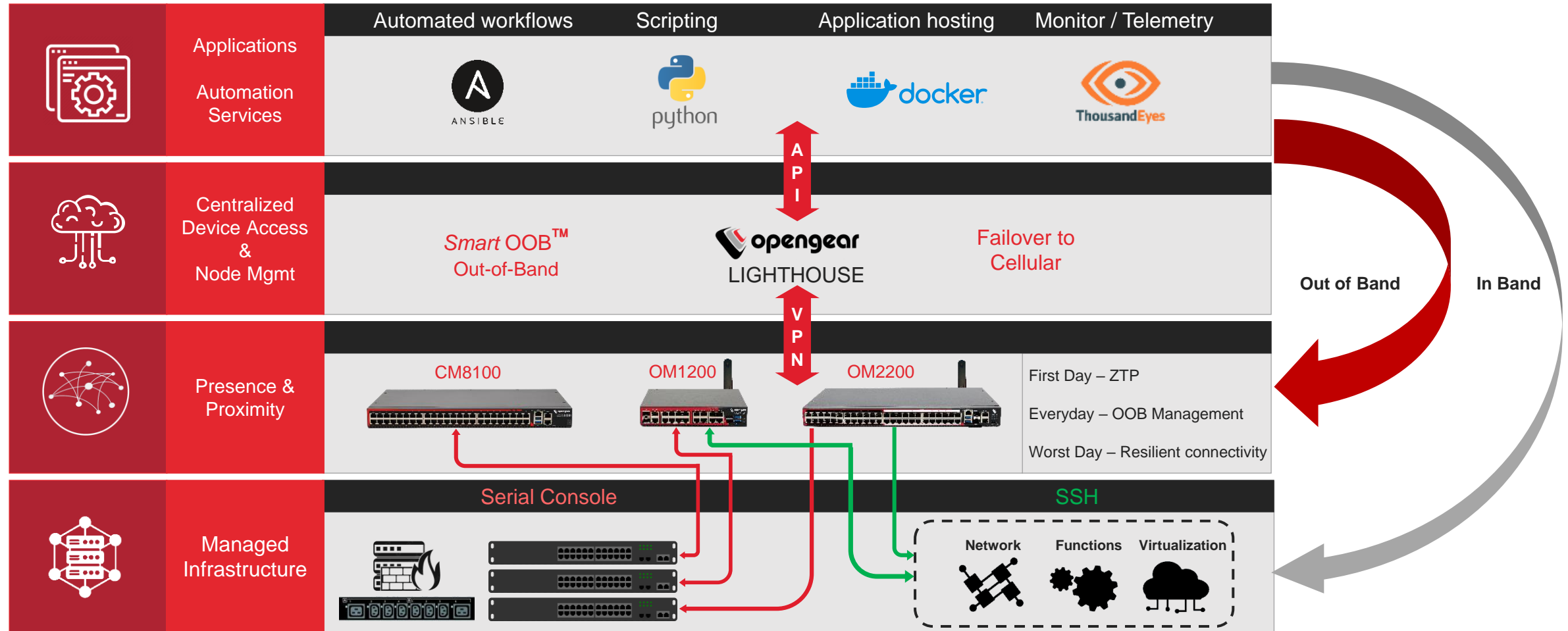


## REMEDiate

Minimizing the Worst day



# Opengear Enabling Network Evolution





**If there is a fork in the road take it**

**Opengear Booth # A14**

[www.opengear.com](http://www.opengear.com)



The bridge to possible

# Thank you

CISCO *Live!*

ALL

IN