

# THE BUILDERS DILEMMA



**Peter Sprygada** *VP of Product Management*



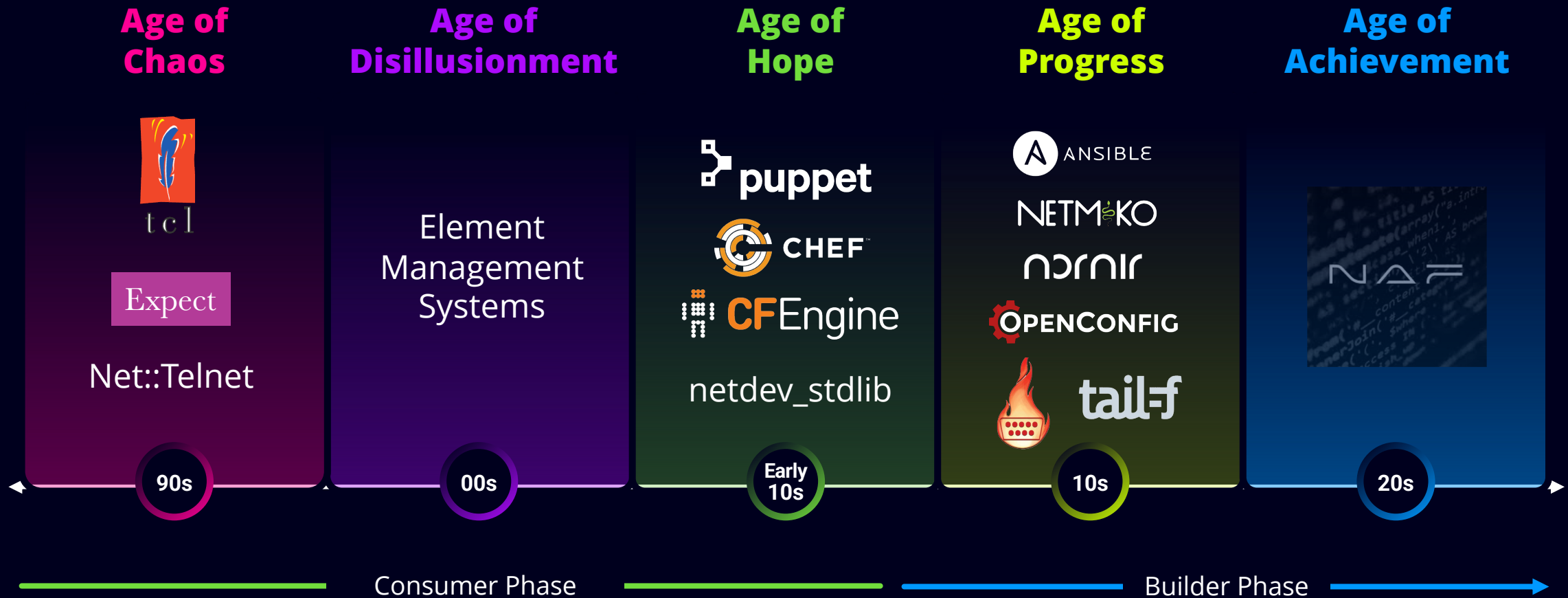


We've been talking about Network Automation for a long time: 15 years or longer. Yet, it's just not taking off like we thought it would. NAF aims to answer the question: **Why is this?**

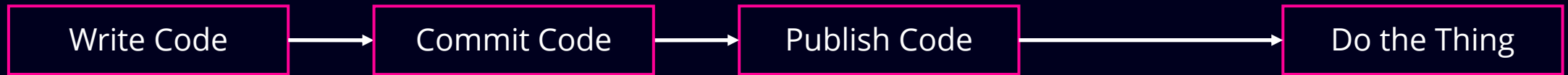
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Network Automation Forum

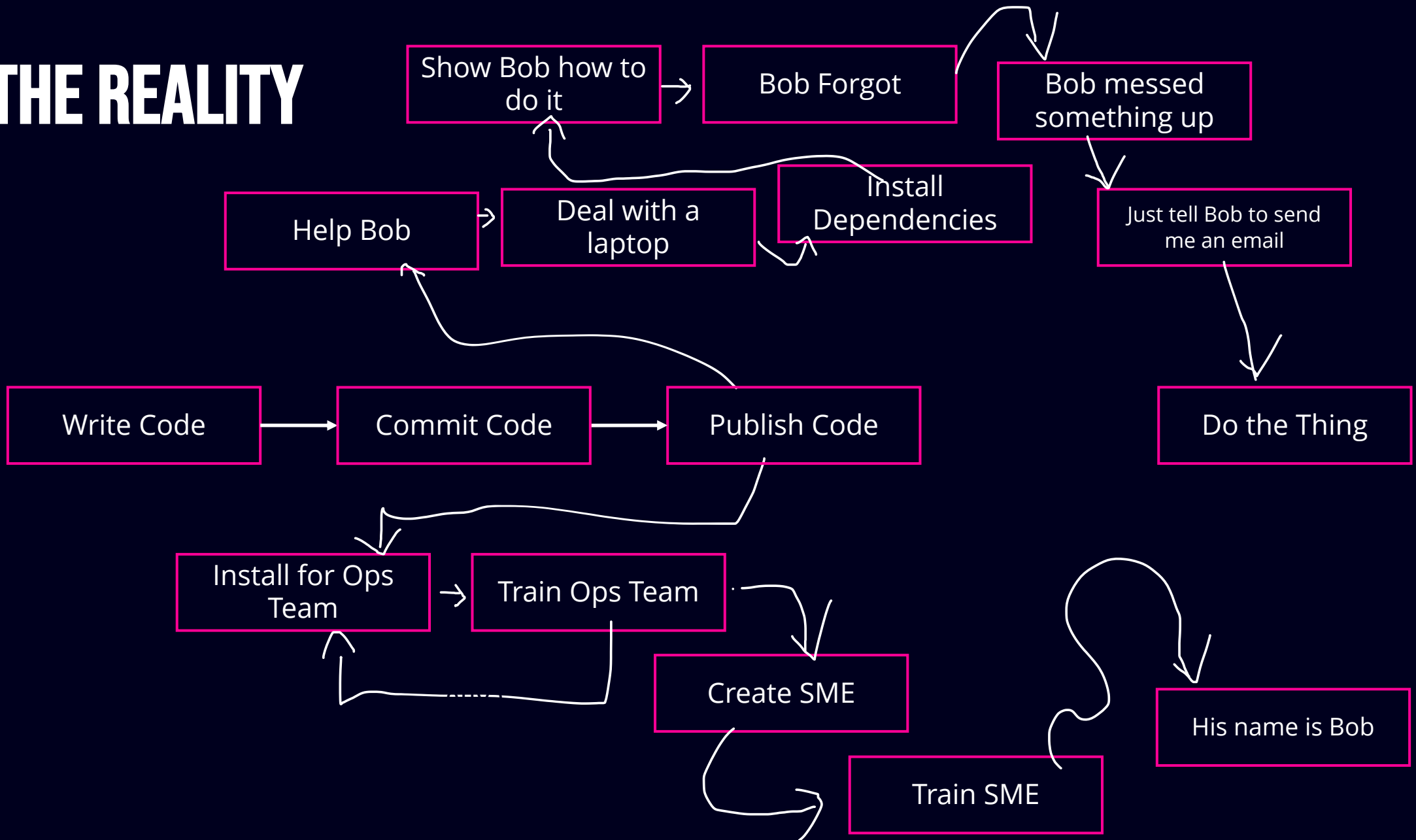
# THE EVOLUTION OF AUTOMATION



# MY JOB



# THE REALITY



# THE CONSUMERS DILEMMA

nornir

python™

git

Airflow



ANSIBLE

HashiCorp  
Terraform

puppet

torero

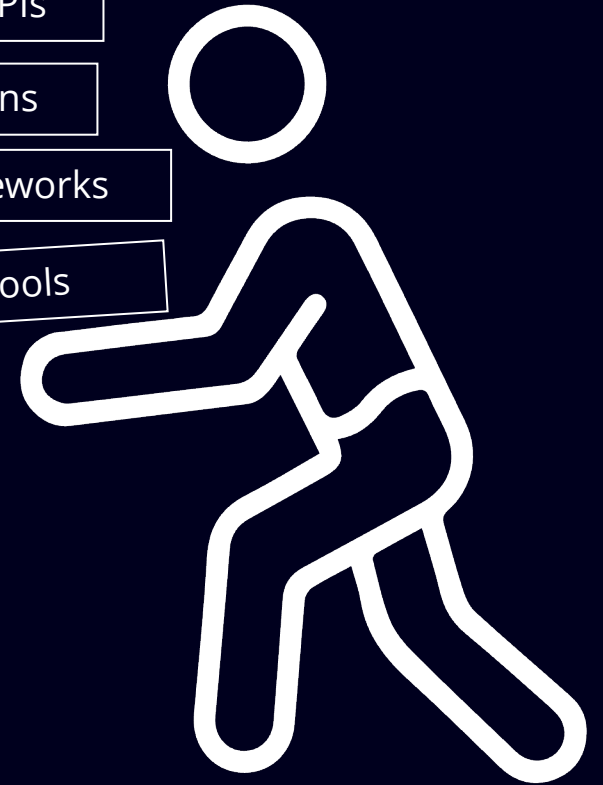
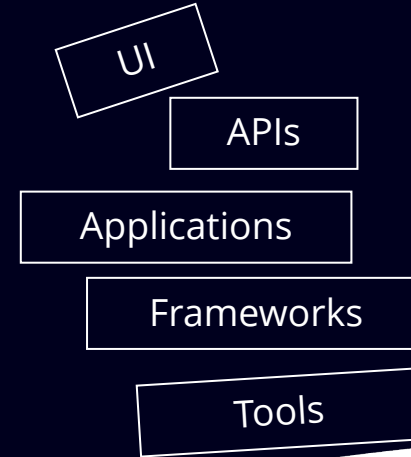


OPENCONFIG

NETMiko

GO

netbox



# TRANSITIONING FROM CONSUMER TO BUILDER

## Consumer



### Cost Optimization

- › Time-consuming tasks
- › Reduce errors & inconsistencies
- › Scalability
- › Cost reduction
- › Improved reliability
- › Use tools to accomplish a thing

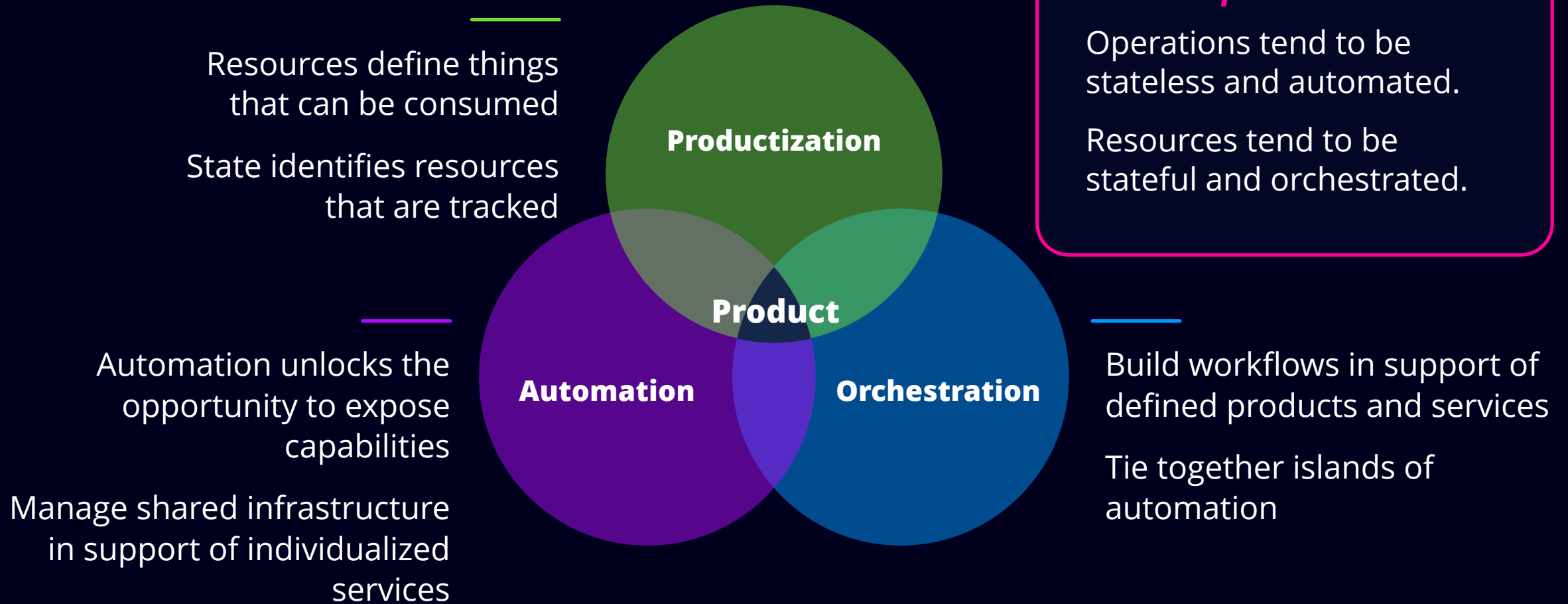
## Builder



### Value Creation

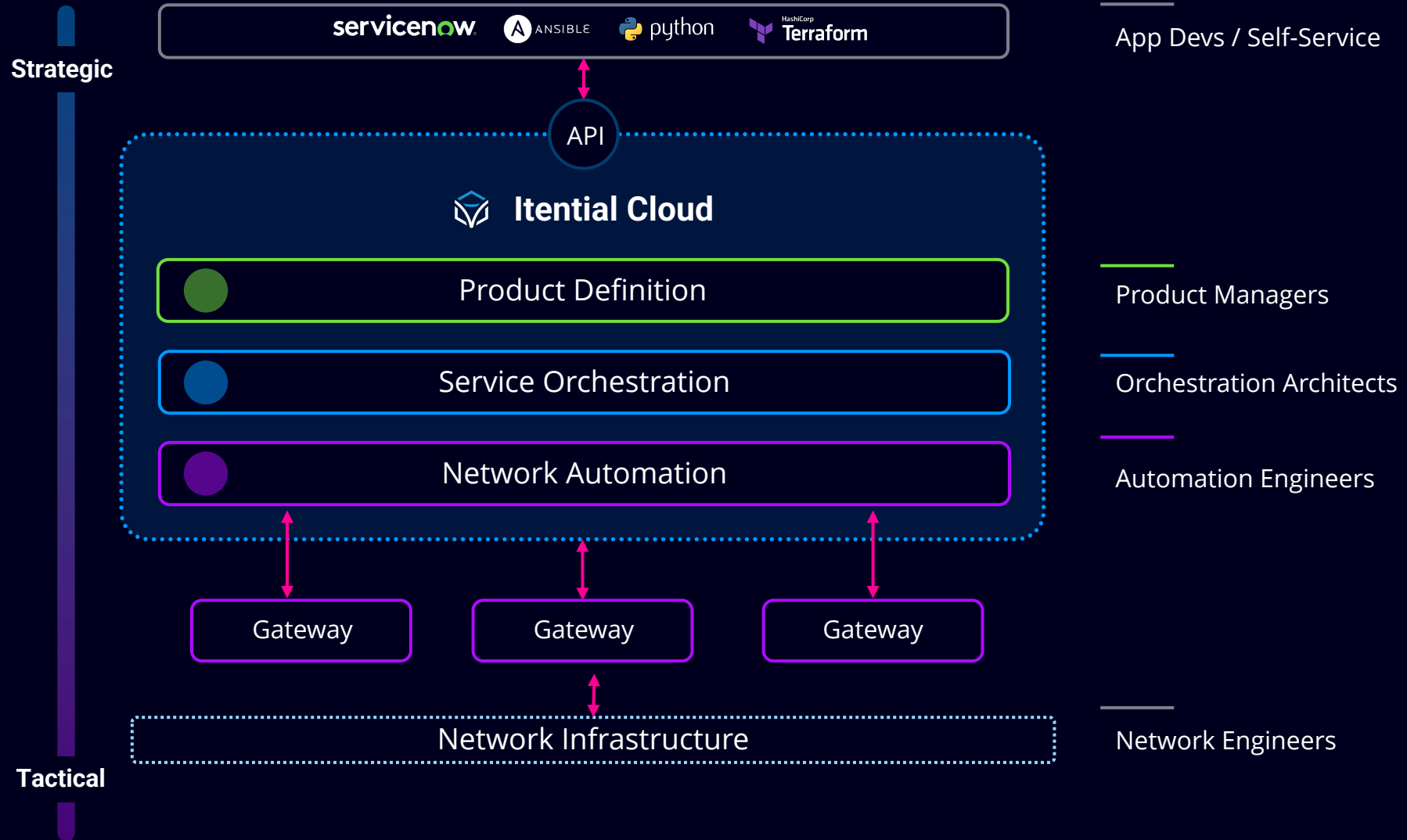
- › Create new products & services
- › Taking a product mindset
- › Making products consumable
- › Create a thing for other people to use
- › Focused on delivering a service

# ACHIEVING A PRODUCT MINDSET





# HOW ITENTIAL DELIVERS





# THANK YOU

*Have Questions?*

Come chat with us at our booth.