THE BUILDERS DILEMA



Peter Sprygada VP of Product Management



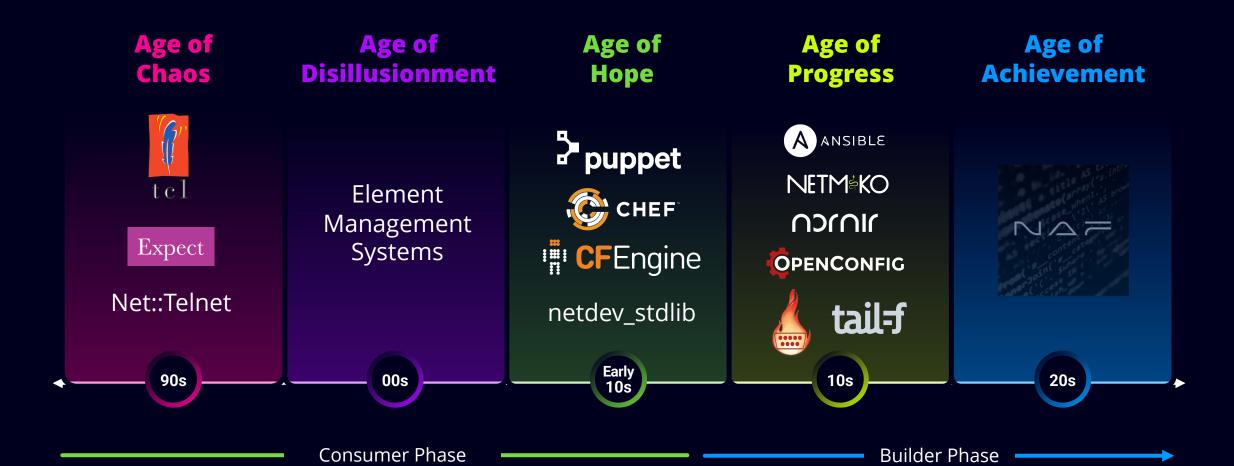


We've been talking about Network Automation for a long time: 15 years or longer. Yet, it's just not taking off like we thought it would. NAF aims to answer the question: Why is this?

Network Automation Forum



THE EVOLUTION OF AUTOMATION

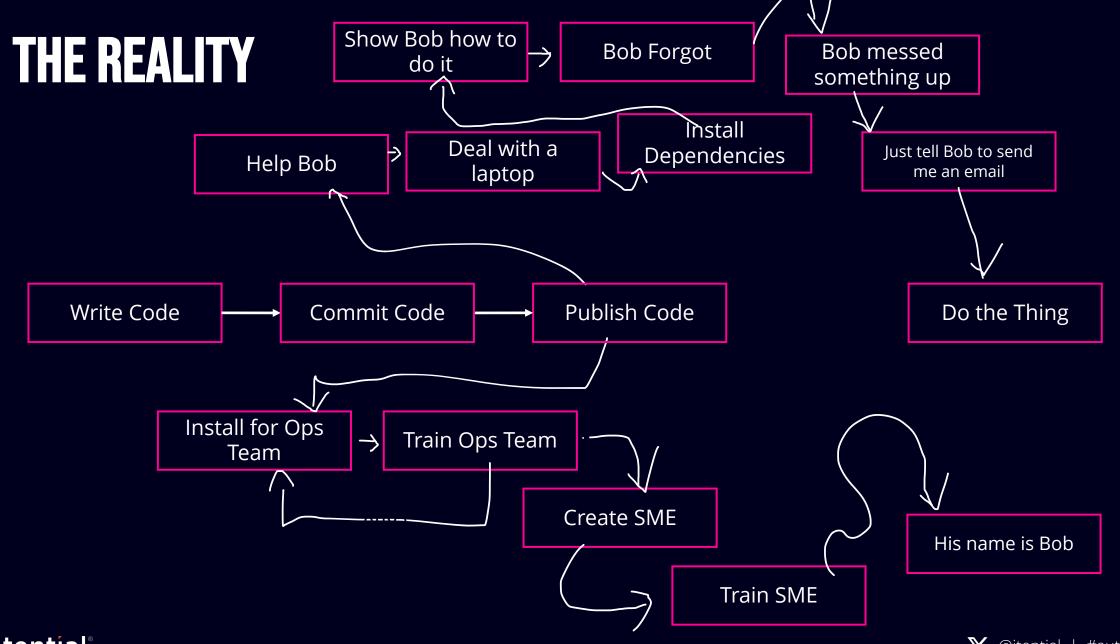




MY JOB









THE CONSUMERS DILEMMA



















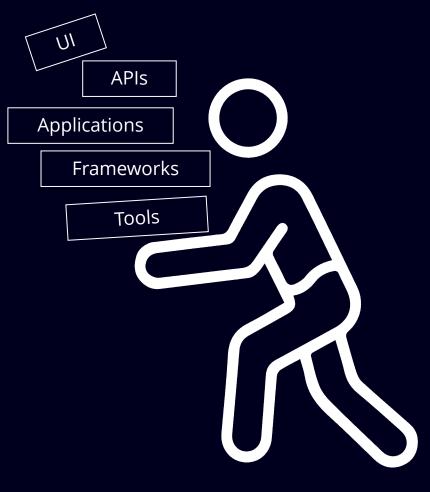














TRANSITIONING FROM CONSUMER TO BUILDER

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

Resources define things that can be consumed

State identifies resources that are tracked

Productization

Automation unlocks the opportunity to expose capabilities

Manage shared infrastructure in support of individualized services

Product

Automation

Orchestration

This is a product mindset.

Operations tend to be stateless and automated.

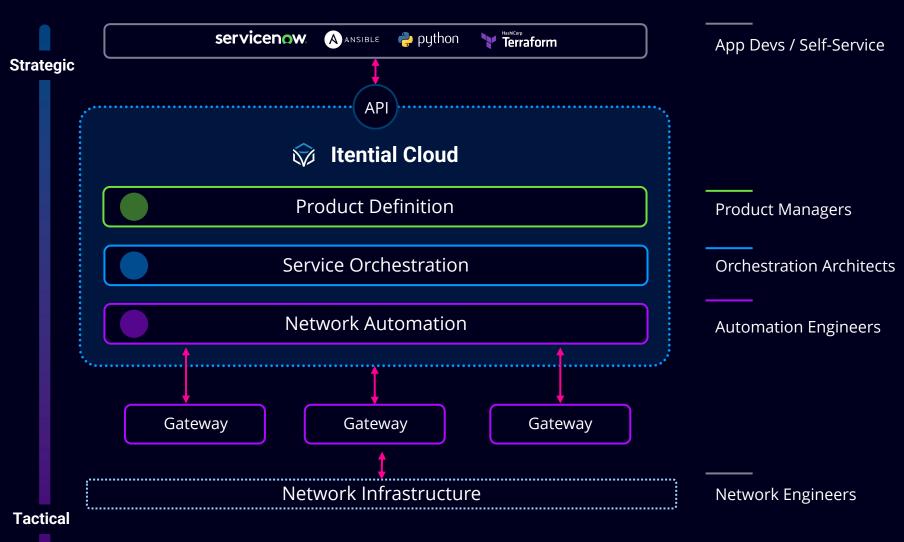
Resources tend to be stateful and orchestrated.

Build workflows in support of defined products and services

Tie together islands of automation



HOW ITENTIAL DELIVERS







THANKYOU

Have Questions?

Come chat with us at our booth.