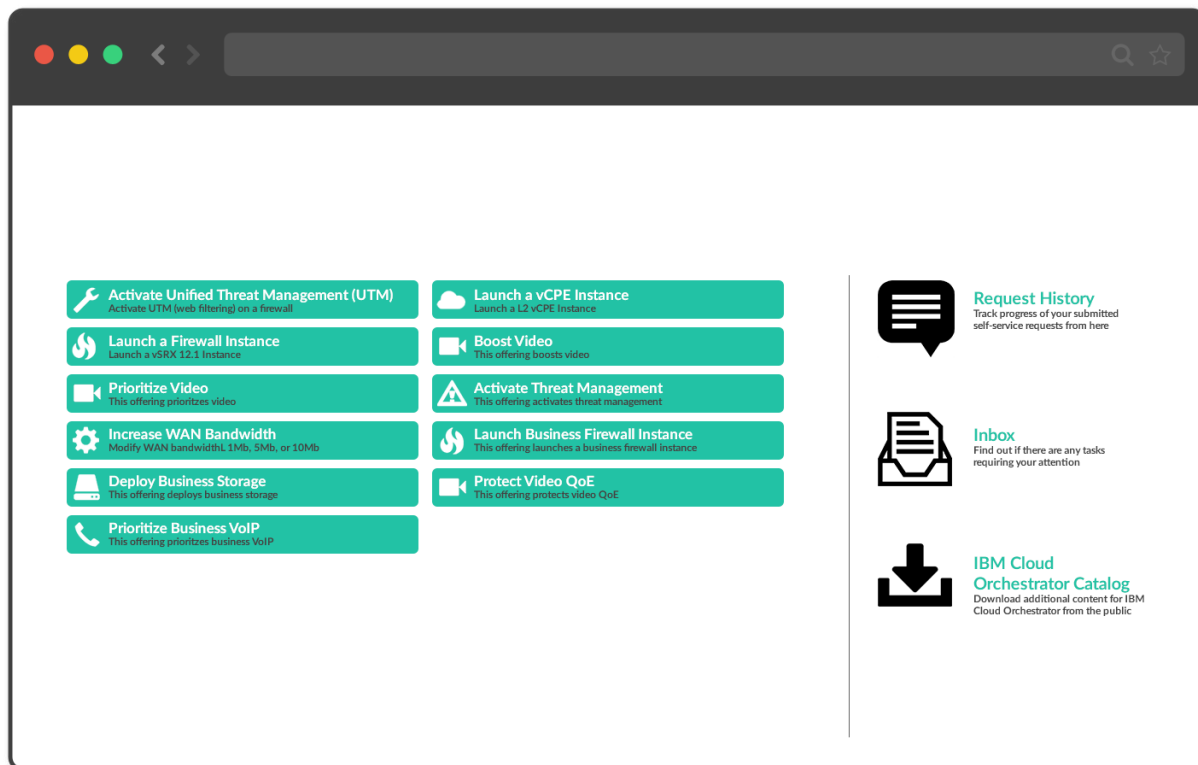


Success Story: Strengthening Cloud Marketplace Offerings with Sandvine

Tier-1 communications service provider (CSP) in Asia-Pacific uses Sandvine to bring cloud-based network services to their business customers

Many CSPs around the world are swiftly adopting cloud-based infrastructure to make services like storage, security, Office365, email, etc. more dynamically accessible to their business customers. Unfortunately, even with their cloud marketplace offerings, many service providers are unable to deliver the robust network services their business customers require to increase productivity and regain control over their business Internet usage.

That's precisely the challenge that this Tier-1 operator in APAC faced in introducing network-based services to their cloud marketplace. As a leading provider of Internet access, email, storage, cloud and security services to business customers, this CSP sought to offer additional value to their customers, but aging, legacy systems bloated costs and implementation timelines for their customers.



Sandvine Adds Powerful Network Services to this Tier-1 CSP's Cloud Marketplace

In order to match the speed of the market, this service provider searched for a partner that could bolster their cloud marketplace offering and help harnesses the benefits of Network Functions Virtualization (NFV):

- Elastic, cloud-based solutions without the need for on-premises hardware
- Ease-of-insertion into the network (without impacting existing elements)
- Centralization of traditional hardware elements (Firewall, Security, WAN Optimization, etc.)

Power the Connected Business

After partnering with Sandvine, this service provider is now in a better position to capitalize on virtualization and replace and upgrade their existing solution to provide richer insight and additional productivity controls that are easily orchestrated and deployed through their existing cloud services marketplace:

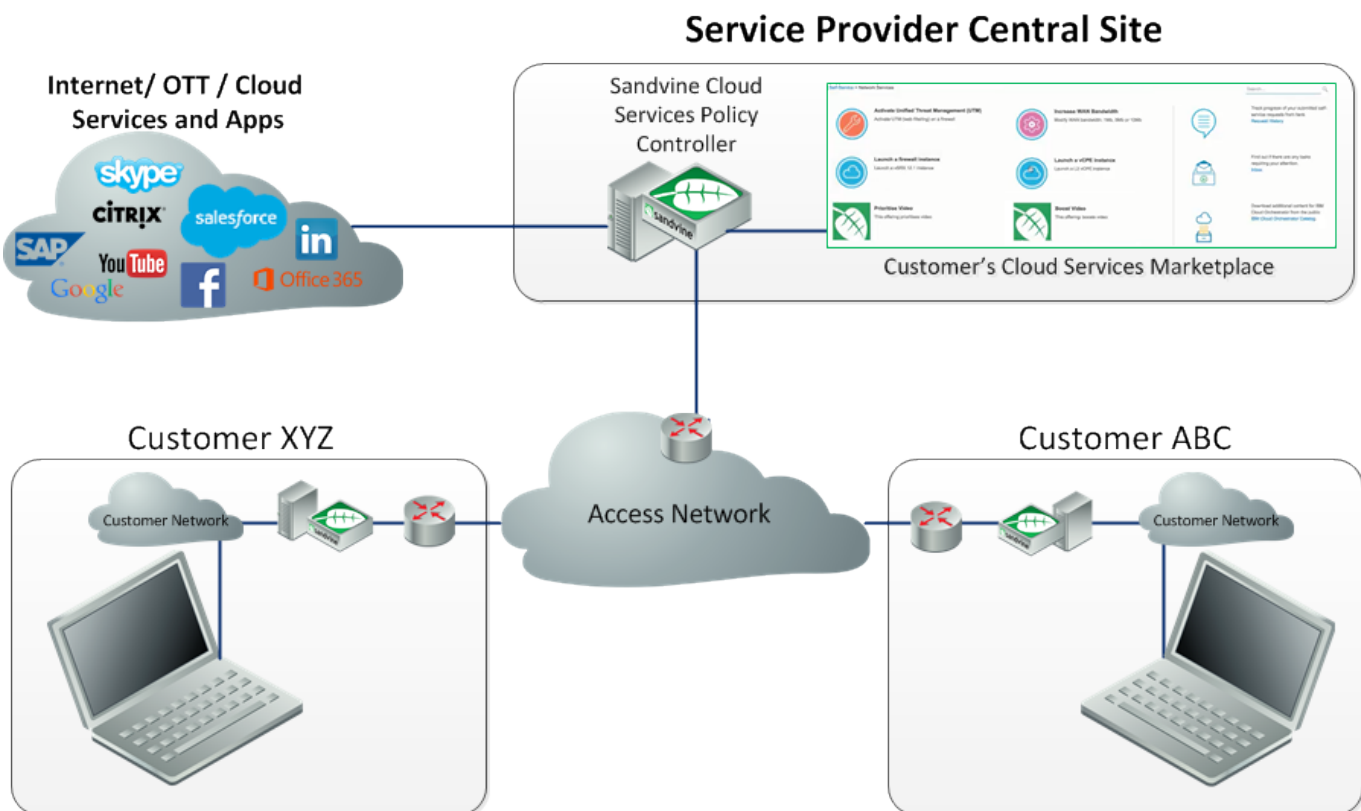
- Detailed Usage Data Records (UDRs)
- Real-time reporting
 - Application-level usage
 - VoIP and Video QoE
- Productivity Controls
 - Deliver “turbo” functionality to increase bandwidth for selected business-critical applications and increase bandwidth on customer-provided equipment

Infrastructure Components

- **Cloud Marketplace:** IBM Cloud Marketplace
- **Orchestration Layer:** IBM Cloud Orchestrator
- **Virtual Hosting Environment:** Juniper OpenContrail
- **Platform:** Sandvine Cloud Services Policy Controller
- **Network Services:** Sandvine View, Control

Simplified Virtualized Deployment

Leveraging the power of Sandvine’s Cloud Services Policy Controller, a completely virtualized platform that enables on-demand, elastic provisioning of network policy control functionality, this service provider has created completely new cloud-based network services that can be delivered dynamically to their business customers directly through their existing cloud marketplace. These new services are improving network efficiency; boosting business productivity and helping their business customers reduce or eliminate costs associated with maintaining on-premises hardware.



Reference Deployment: Sandvine Cloud Services Policy Controller with Cloud Marketplace