



## NGN Vision and Roadmap shows the way forward

Competitive pressures and technological changes converge in next-generation networks (NGN), enabling a low-cost infrastructure to be built that provides services flexibly and economically. But migrating to a new infrastructure is an enormous challenge, requiring comprehensive strategic consideration to derive a vision supported by a roadmap that shows how to migrate to the vision over time. As well as defining the practical steps needed to design and build NGN, this consultancy modelled the financial justification, developed a portfolio evolution strategy and assessed the impact of NGN on organisation and procurement.

### Challenge

An incumbent in the APAC region understood the breadth of considerations needed to begin NGN migration. As internal resource was overstretched, and the incumbent was aware that the functionality, efficiency and economics of the new network would be impacted if not developed and delivered optimally, it decided to bring in an experienced operator to provide a practical vision. Additionally, the client required advice on how NGN would impact on organisation design and procurement.

### Offices worldwide

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### Solution

The operator saw BT as benchmark in NGN. Five teams from BT focused on network, operations support systems (OSS), procurement, organisation design and financial business case. Initially this meant capturing and analysing the "as is" position in all domains before envisaging a target architecture (vision) and the major steps required each year in order to realise the vision (roadmap). For effectiveness, there was a dual-lingual aspect to this project covering both consultation and deliverables.

### Benefit

BT proved the financial case for NGN, calculating a NPV of \$1.1bn and estimating annual opex savings rising to approximately \$85m pa. These two outcomes, the roadmap and the business case, gave executives confidence to proceed with one of the largest investments in their history. BT met the client's specific request of providing not just recommendations on what to do, but also how to implement them. Thus, the primary benefit was a highly practical sequence of events that would form the basis of annual planning and budgeting. Additionally, the client was able to decide what projects to start, stop, continue or change, with justifications in their language of choice.

### About BT Telconsult

BT Telconsult is a global telecommunications management and technology consulting business with 30 years experience in providing consultancy services to fixed and mobile telecoms operators in over 90 countries. We are part of BT Global Services and leverage BT's experience and expertise as a 21C Next-Generation Communication Provider to help our clients overcome the challenges they face.

Our consultative practitioners have a deep understanding of how to address end-to-end business, technology and operational challenges using best practices and methodologies developed by BT to support your business transformation. For more information please visit <http://bt-telconsult.com>