



**Is your infrastructure
agile enough to unlock
your company's digital
transformation?**

**Transformations are hard,
and digital is no exception**



**Business
Services**



Introduction

Digital transformation is not about simply tweaking what you have to make it slightly more efficient. It involves fundamental change to your infrastructure and corporate culture that will make your enterprise more agile and able to adapt to a dynamic marketplace. Transformation is all about better supporting and driving business outcomes by transforming and digitalizing IT. Also, it isn't about one technology, it is about an ecosystem of technologies that work in harmony.

Over the last two years, we have assisted many enterprises, across all sectors, to accelerate change. Transformation challenges have become more complex, and we have witnessed companies struggling to find the right solutions by focusing on how IT can align and drive our clients' corporate objectives.

For example, we frequently see missed opportunities for IT to work hand-in-hand with business, often triggered by the fear of putting IT failures in the spotlight. Improving cross-departmental collaboration is vital to succeeding in the digital economy. Silos need to be broken down in favor of a value-based, relationship-focused approach. All decision-makers must come to the table and find the best way to align all the building blocks and optimize costs and efficiencies by looking at cross-organizational benefits. This is the most efficient route to getting buy-in for the project.

We have found that when putting a strategy or roadmap in place, answering the following ten fundamental questions will build the foundation for future success.



69%

of tech leaders worldwide are very or extremely concerned about the growing amount of technology investments required to remain competitive.¹

Q1

Was your digital starting point the business strategy and use cases?



Getting digital right isn't as easy as it sounds. It requires far more than stakeholder support and financial commitment. It requires a robust strategy to drive the transformation forward in the right direction.

It is important to hatch a robust plan from the overarching business strategy, which directly addresses major pain points and strategic use cases. Simply carrying out proof of concept (PoC) projects with vendors that shift focus and priorities isn't enough. This is why we use a very successful methodology that brings together needs, outcomes, and stakeholders. It first focuses on the **Why** and the **What** before we look at the **How**.

Our network and security strategy engagement delivers a top-down view of the enterprise, complete with pain points and ambitions. We start with a discovery and analysis process; this helps build the foundation of an infrastructure that digitalizes core processes to support business outcomes. The second step involves IT and business in a co-construction approach. It will allow you to align infrastructure investments with new business needs demanded by digital transformation. There are many new products and business models to explore, and our team of experts will help you identify what is best for you.

Q2

Did you allocate the same amount of time for your transformation plan as developing your infrastructure strategy?



If you haven't taken the time to design a global transformation strategy that defines and builds an advanced infrastructure, you will find it impossible to transform and achieve business outcomes. It will also make it harder to put in the right people, processes, and technology tools to change successfully and avoid major issues such as integration incompatibilities.



Q3

Is your security strategy aligned with your infrastructure, and does it address business needs?



Security requirements around people, processes, and technology are changing. Defining the right security level without compromising on the user experience is a major challenge. Enterprises are facing a growing complexity of networks and mobile users, who demand anytime, anywhere access. This requires that organizations remodel their security design strategy to protect data using the most adapted frameworks (Zero Trust, SASE, etc.).

Orange believes that security should be top of mind for all its customers, and our experts can help you choose the right security approach. We consider the security aspects of every service we provide and can advise you on a security roadmap, tools, and services. This will secure your sites, your clouds, and your users now and into the future.

Q4

Have you optimized your infrastructure transformation plan to address your business cases and identified the most cost-efficient transformation model?



Infrastructure modernization has several moving components. It involves deploying, adopting, and upgrading technologies to integrate cloud, connectivity, and security. Network transformation takes time. Be realistic about the budget and resources you require, or you can incur costly delays. You must find the right balance between cost and features. For example, any dream list you have will need to fit into your budget.

Orange Digital Consultants can look at cost options and draw recommendations matching your business needs. We use a holistic, vendor-agnostic approach to integrate innovative technologies with your existing environment in the most sustainable way possible. We have a large ecosystem of partners that provide best-in-class solutions that will deliver on business value.



Q5

Did you consider legacy applications and integration challenges?



One of the biggest issues enterprises face today is unifying their increasingly disparate digital ecosystem to create a fully integrated experience for customers, employees, and partners. Getting it right during an infrastructure transformation is critical to avoid future issues. A robust, secure, and modernized network is central to this effort.

Orange Digital Consultants will scope a transformation strategy encompassing transparent integration management, which is essential to avoid everyday business disruption. Workflows will be prioritized so that projects can be mapped out in a targeted way.

Regarding legacy applications, we will advise on re-architecting, rationalizing, standardizing, and scaling applications for a cloud environment to provide greater flexibility to increase revenue streams. This will also enhance productivity, security, and customer experience.

Q6

Have you considered the implications of an anytime, anywhere, any device access model and the security on performance management?



Enterprises increasingly have employees accessing the network anytime, anywhere, and on any device. Many enterprises are unaware of the applications being consumed on their network, by whom, and from where. Infrastructure visibility is critical to securing the enterprise, and having the right tooling strategy is vital to efficiently operating your infrastructure.

With the right application performance management ecosystem, you can find out what applications are running, which ones are necessary, and their performance. This intelligence will help to create a transformed infrastructure that is secure by design, delivering on performance, security governance, and compliance. A zero-trust model inside and outside the enterprise will allow verified users, devices, and services to only access the resources they need.





Q7

Is your global strategy addressing local regulations?



Geopolitics has the regulatory landscape in flux, and the growing fines for non-compliance are an increasing concern for enterprises. The issue of data sovereignty, where data is subject to the laws and governance structure within the country it is collected or belongs to, is getting ever more complex.

For example, designing infrastructures for China, India, and the Latin Americas is fraught with regulatory difficulties. Our team of experts will consider these regulatory and geographic issues in planning your infrastructure transformation. For example, we have entities in China and know the market well.

Orange experts can balance data sovereignty principles with the business strategy, evaluating business outcomes against associated cost and risk tolerance. We can also look at your sourcing strategy to check if you need providers in each country or if it is better to consolidate them to manage costs and compliance more efficiently.

Q8

Do you have an adequate testing strategy?



Transforming the network is a significant undertaking. You want to be sure that the infrastructure design works in practice and that any tweaks can be made before deployment to avoid costly disruptions and missed deadlines. To achieve this, you need a testing strategy.

Orange proof of concept and pilots can test solutions in segments of the network to see if any components need fine-tuning. The final architecture is then designed in phases and implemented accordingly. We can carry out comparative pilots in parallel for enterprises who want to see how solutions work in their environment before selecting a final vendor. This can be done in our innovation labs and open labs. The latter is a permanent demonstration network across multiple countries. We also have testimonies available from customers on the work we have done.



Q9

Did you consider the digital skills drought in your transformation plan and operational model?



Transforming is one step, but the infrastructure needs to be managed and continuously improved to deliver business outcomes. Many enterprises are worried that this will be impossible given the growing skills drought, which may stall their digital transformation plans.

Orange Business Services provides a complete set of cloud and hybrid cloud networking services and capabilities, including operational experience, engineering, and project management. As a network-native digital services company, we can support an end-to-end journey to the cloud.

Q10

How do you plan to ensure that your strategy will deliver on performance and cloud enablement?



It is easy to forget that connectivity infiltrates all corners of the enterprise. If your rollout strategy is incomplete, you might miss significant business opportunities. But how do you find out know where your infrastructure is failing you?

We can undertake an end-user assessment of performance before and after a transformation so that you can see the benefits of the modernization initiative. Following this, we can also provide continuous improvement assessments to ensure you are exploiting the latest technologies and getting optimum value from your infrastructure investment.

Our 360-degree technical assessment comprises experts plus software. Analytics tools and specialist design software can help us to understand what is happening on the network, how applications are performing, what SLAs are being met, and spot any current and potential bottlenecks. By understanding your infrastructure's flaws, you can better architect its replacement to overcome any issues you have previously had.



67%

of CEOs want more technology work done directly within business functions, and less within IT.²



Why Orange

Our advice is based on practical experience as opposed to blue-sky thinking. We work with our colleagues daily to deliver and operate services for customers worldwide.

Here at Orange Business Services, we take a holistic and vendor-agnostic approach to transformation using an Evolution Platform framework. Infrastructure transformation is built on the right blend of connectivity, security, and cloud.

Orange can design an end-to-end network and security infrastructure transformation that will enable you to deliver your business outcomes and digitalization goals. Our network transformation portfolio includes consultancy skills, infrastructure design, network operations, service management, cloud, and security.

IDC noted our expertise, ranking us as a market leader in the Worldwide Network Consulting Services 2021 vendor assessment.³



What sets us apart?



Technological excellence as a network operator and our agility as a systems integrator



1050+ consultants



27,000+ expert staff in B2B operations



6000+ experts in data and artificial intelligence (AI), IoT, cloud, and cyberdefense



500+ managed service providers



20+ years of partnership with key players



3000+ multinational clients



Wherever you are in your network transformation journey, we are here to make it as smooth, efficient, and secure as possible. To find out more, contact us at www.orange-business.com/en/solutions/evolution-platform/digital-consulting

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