

# Improve Your Network Awareness with DX NetOps

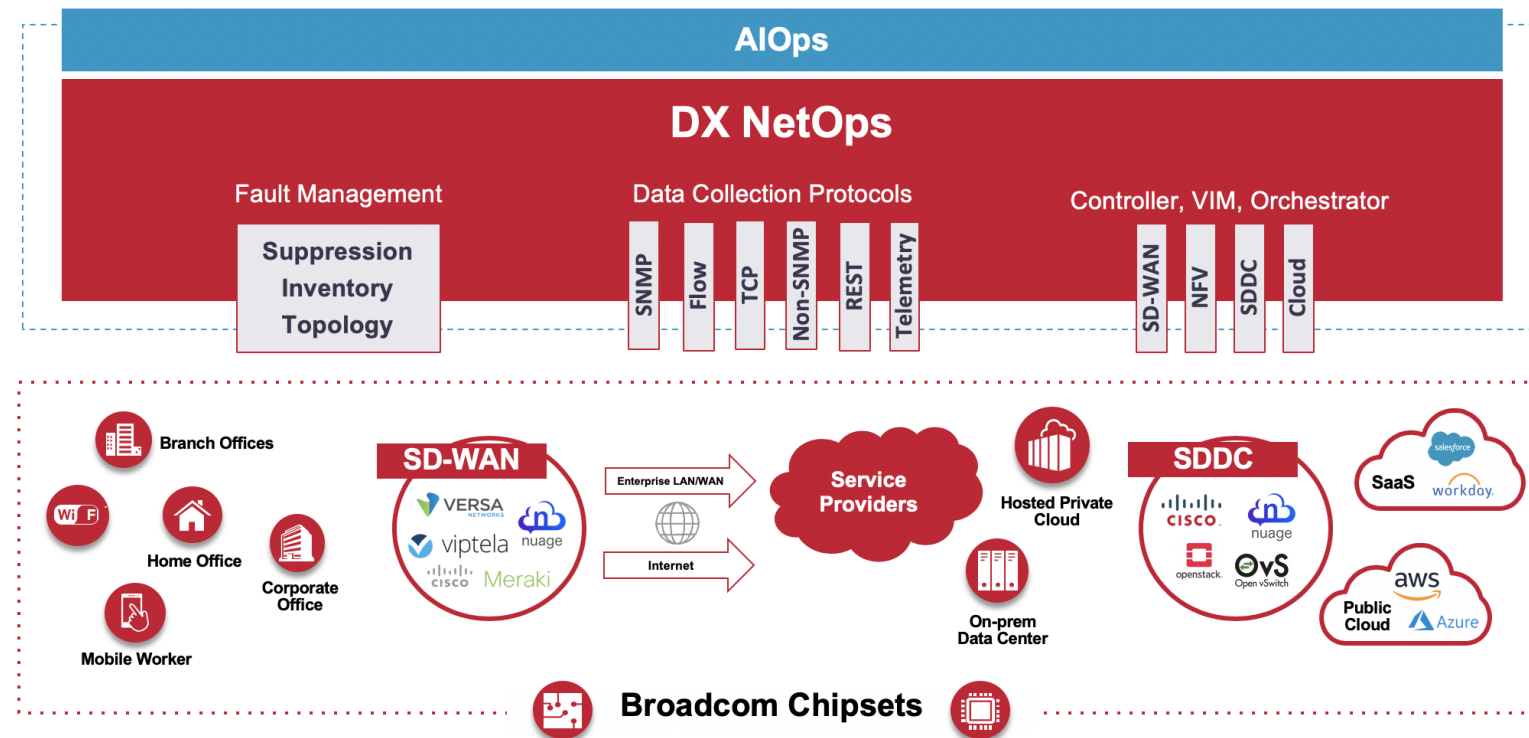
We want to improve your network awareness while reducing the amount of point tools you need to do your job. We are excited to delivering operational simplicity by unifying the network monitoring products into a converged solution for enterprise and service provider networks that monitors traditional, physical elements as well as modern, dynamic inventories in virtual and logical overlays.

We call this UNIFIED platform—DX NetOps

## Business challenges

Why NetOps should care? Simply put, pressure comes from many stakeholders when it comes to the network:

- 1. Pressure from Above:** Business leaders require on-demand, self-service to capture the digital moment
- 2. Pressure from Technology:** whether cloud, IoT, SDN, new network traffic patterns (east-west) or security - technology is changing how the network must be managed
- 3. Pressure from Peers:** From compute, storage, security and DevOps - NetOps is under pressure to share their network metrics as well collaborate with the business to ensure success. That means open up access to network performance data instead of working “behind the curtain” like in years past.
- 4. What does the business want?** To be Proactive! To be agile, collaborative, continuous, automated and fast
- 5. What is the reality?** We are Reactive! - we still use observational data, manual processes, lack intelligent visibility, we are problem-oriented and have isolated or disconnected “sources of truth”.



## Key features

- View large topologies collapsed by segment
- 'Follow the red' approach to drive diagnostics to problem areas
- In-context analytics ensure root cause and service impacts are understood
- Detailed topology drill-downs across traditional and modern networks and data centers
- Vendor agnostic SD-WAN monitoring support from pilot to global deployment

## Key benefits and results

- **AI for Networks - A complementary AI/ML platform to NetOps that provides full stack correlations/prediction/algorithmic analysis of alarms, metrics, logs and topologies**
- **Modern architectures - A single portal approach to AWS, Cisco (Viptela), Versa, Meraki monitoring with comprehensive data visibility including advanced analysis application policy performance.**
- **Single Pane Operations - Unified portal that provides operational dashboards and unified reporting across multi-vendor technologies delivering fault, performance, and flow for operators and engineers**

Marquee benefits yielding **\$1.5M** per year in savings are detailed on the reverse side of this document in order to show examples of business value achievable through this DX Infrastructure Manager approach



A Broadcom Company



# Business Value Estimations

DX NetOps benefits can be quantified via a wide range of benefit scenarios. A selection of these is listed below to show common areas measured.



A Broadcom Company

Business Value Proposition	Business Value Enabler	Specific Measurement	Impact Range <sup>1</sup>	Key Resources Affected	Average Resource Value <sup>2</sup>	Projected Savings / yr <sup>3</sup>
Improved productivity for sys admins and network management staff	Role based displays along with simplified reporting enables viewing of information from multiple data sources	Reduction in system & network admin labor costs	20 - 30%	System & network management FTEs	15 <sup>4</sup>	\$487,500
Reduction in service desk calls for infrastructure outage or performance issues	Incident detection, notification and correlation of events by the solution leads to quicker root cause identification and faster resolution of service desk outage requests	Reduction in level 1 and 2 service desk labor costs	5 - 15%	Level 1 & 2 Service Desk FTEs	20 <sup>5</sup>	\$180,000
Reduction in frequency and duration of crisis or triage bridge calls	Quicker root cause identification allows crisis/triage teams to quickly isolate the source of the problem thereby increasing infrastructure availability and performance	Reduction in crisis management labor costs	25 - 35%	Crisis management FTEs	5 <sup>4</sup>	\$195,000
Avoidance of annual WAN bandwidth service upgrade costs	Understanding and management of the network topology and bandwidth utilization details allows network engineers to right-size the circuits thereby deferring typical annual service upgrade costs	Costs saved in WAN bandwidth subscription services	60 - 90%	Network subscription annual upgrade costs	\$250,000	\$175,000
Improved business services availability and performance for revenue generating customers	Increased availability of critical production servers and network components reduces the risk of revenue loss associated with infrastructure availability and performance issues	Reduction in risk of loss of revenue	0 - 10%	Revenue impacted by network failure at risk	\$10,000,000 <sup>6</sup>	\$500,000

This table shows some **key benefits** of **DX NetOps**. Your Broadcom representative can also share additional and more detailed ROI business case examples for this solution by engaging the Broadcom Business Value Analytics Team. This team works with customers to develop and analyze a comprehensive set of assumptions and environment specific metrics in order to build customized projective business cases.

1. The Impact Ranges shown above are estimations derived from the analysis of benchmark data which is a composite of data derived from industry analyst published information, interviews with subject matter experts and experiential data from prior projective analyses.
2. The Average Resource column shows resource values representative of those used in business case analyses by the Broadcom Business Value Analytics Team.
3. The Projected Savings may be representative results for organizations whose Average Resource values are similar to those in this table.. Actual calculations may include additional parameters. Your Broadcom representative can provide detailed benefit calculations for values in this column.
4. Average loaded resource cost for network and system admins, as well as crisis management resources is \$65 / hour.
5. Average loaded resource cost for service desk resources is \$45 / hour
6. Estimated revenue of the organization is \$1B, with 1% of total revenue at risk from network related outages.

Please note, the values expressed in this table are not a guarantee of achievable results and will vary depending upon your current infrastructure, people, and processes as well as the

