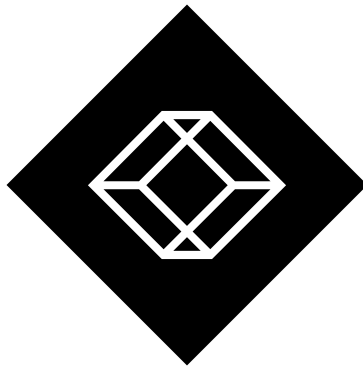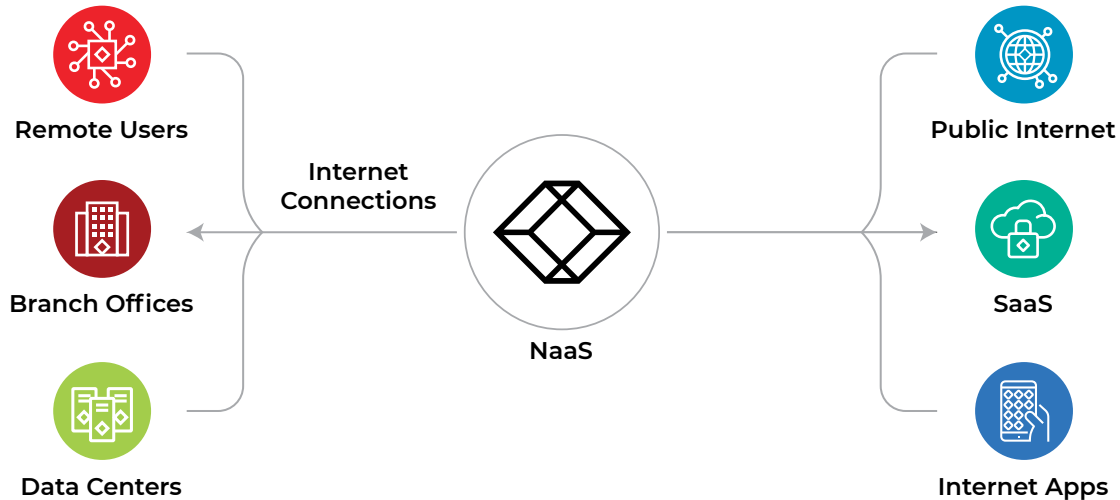# Network-as-a-Service
(NaaS)

As a service provider, Black Box has the ability to offer our customers a variety of options for network delivery

While each method has its unique benefits, one option stands out as being the most cost-effective and efficient for organizations: Network-as-a-Service (NaaS).

Delivery Methods of Network-as-a-Service

Before diving into the benefits of NaaS, let's discuss the other delivery methods:

Remote Users

Branch Offices

Data Centers

Internet Connections

NaaS

Public Internet

SaaS

Internet Apps

Resale

Resale refers to purchasing network equipment from a third party and reselling it to customers. This method allows organizations to purchase their own equipment as a Capital Expenditure, or CapEx. This option can be cost-effective if the upfront cost is not a concern.

However, it also means that the business is responsible for installing and managing the equipment, which can be time-consuming and require specialized expertise.

Resale with Install

Resale with install services is a similar option but with the added benefit of having Black Box handle the design and installation of the equipment. The issue of ongoing management remains problematic for organizations that may be ill-equipped to handle such operations.

Resale with Install and Management Services

Resale with install and management services is very similar to NaaS in how a solution is delivered and managed, so much so we refer to it as "Hybrid NaaS." This option combines the CapEx for equipment, design, and installation with a monthly or annually recurring fee for Remote Managed Services.

Benefits of Network-as-a-Service

Now, let's take a look at NaaS. With this delivery method, organizations don't need to purchase equipment as Black Box provides and manages it. Instead, organizations simply pay a monthly fee per device. This allows organizations to outsource the management and maintenance of their network, freeing up time and resources to focus on their core competencies.

> The network-as-a-service (NaaS) market is expected to grow at a **CAGR** (Compound Annual Growth Rate) of **34.5%** over the forecast period (2021-2026)

The main benefits of NaaS include:

Flexibility: Cloud services offer more flexibility and greater customization. Changes are made to the network via software, not hardware.

Scalability: Cloud services like NaaS are naturally more scalable than traditional, hardware-based services. Enterprise NaaS customers can simply purchase more capacity from Black Box instead of purchasing, implementing, and turning on more hardware.

Access from anywhere: Depending on how a cloud-based network is configured, users may be able to access it from anywhere on any device without a VPN.

No maintenance: Black Box maintains the network, managing software and hardware upgrades, incident management, performance management, and more. Organizations can focus on more strategic initiatives instead of worrying about their network

Bundled with security: NaaS makes it possible for Black Box to offer both networking services and security services. This results in tighter integration between the network and network security.

Cost savings: Purchasing cloud services often results in cost savings, eliminating the need to purchase and maintain hardware.

The benefits of Network-as-a-Service don't stop there. One of the main advantages of NaaS is that organizations 'don't need to purchase any equipment or services up-front. NaaS is an Operational Expense (OpEx) model, offering a significantly lower entry point than other delivery methods. Additionally, the monthly fee for NaaS includes all maintenance and management, so there are no surprise costs for repairs or updates. This allows organizations to have a clear and predictable budget for their network, which can be especially beneficial for smaller organizations with limited resources.

Another benefit of NaaS is the ability to scale as needed. With the other delivery methods, organizations must purchase additional equipment as their network grows, which can be costly and time-consuming. With NaaS, organizations can simply increase their monthly fee to access more bandwidth and resources as needed without purchasing additional equipment.

NaaS is a flexible option that can be used for wireless, wired, and SD-WAN technologies. This allows organizations to easily connect all devices and locations, regardless of location. And because Black Box handles all of the maintenance and management, organizations can focus on more strategic initiatives instead of worrying about their network.

https://www.mordorintelligence.com/industry-reports/network-as-a-service-market-growth-trends-and-forecasts

When should organizations consider Network-as-a-Service?

Network Refresh Cycles

- WiFi and LAN Switching have average refresh cycles of every 4-6 years
- The WAN is up for refresh at the end of managed circuit contracts

Cost Avoidance Opportunities

- Advanced Analytics combined with Location-Based Services of WiFi networks enables organizations to map out the most efficient path for scenarios like moving materials from point A to point B or creating a logistics plan based on real-time data - not to mention loss prevention/shrinkage.
- Best for Manufacturing, Airports, Healthcare, Retail

Revenue Generating Opportunities

- Advanced Analytics combined with Location-Based Services of WiFi networks creates opportunities to generate or increase revenues.
- Best for Retail, Events, City of the Future

Mergers & Acquisitions

- Acquired sites come with their own network infrastructure that often proves challenging to incorporate into the new parent company's network. The NaaS model allows speed, flexibility, and scalability to add new locations.

In summary, NaaS is a cost-effective and efficient option for organizations regarding network delivery. The lower upfront costs and predictable monthly fees make it an appealing choice for organizations of all sizes. And with the added benefits of flexibility and scalability, NaaS is an excellent choice for organizations looking to outsource the management and maintenance of their network.

About Us:

Black Box® is a trusted IT solutions provider delivering cutting-edge technology products and world-class consulting services to businesses across the globe in every industry. The breadth of our global reach and depth of our expertise accelerate customer success by bringing people, ideas, and technology together to solve real-world business problems.

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