



Using ROI to Guide a Network Inventory

EMC Consulting provides a blend of technical skill, industry knowledge, and business vision focused on our clients' "network facing" organizations (e.g., switching, transport, NOC, engineering, planning, capacity management, and field operations). Drawing on a wealth of expertise and re-useable assets, we are able to help companies match business visions with the right technology implementation.

Challenge

Over the past several years, as telecommunications companies have grown both their services portfolios and their geographic coverage areas, they have faced increasing challenges in the area of network management. Acquisitions often exacerbate the problem in that the new, merged entity finds itself managing separate networks using separate network inventory management systems. In order to ensure service readiness and deploy network assets in a strategic manner, companies must be able to build and manage a single consolidated view of their networks. This single view enables them to manage capacity, maintain infrastructure, provision new subscribers, and respond to outages in a more cost-effective manner.

One large telecommunications company was wrestling with whether to continue deployment of a new network inventory management system or halt deployment and pursue other options. Commitment to the new system had been based on plans for a new service offering. However, when that business objective faltered, the new system initiative lost focus. The company turned to EMC® Consulting for help in resolving the question.

Solution

EMC consultants have an average of 15 years of industry experience and a vast library of reusable solutions accelerators (SAs) and industry best practices which enable them to jumpstart client initiatives. These SAs include a "value equation of network inventory," which identifies elements, objects, and the level of detail for populating a network inventory. The EMC best practices can be used to guide package selection and configuration, help develop a data migration methodology, and assist in identifying operational process implications.

Result

The EMC team assessed the client's situation and raised key issues regarding the network inventory system strategy. They recommended developing a more business-driven strategy which resulted in a new RFP based on business requirements. Adopting the business-focused strategy and the detailed project plan allowed the client to address return on investment of a new system which ultimately enabled the client to be successful in this initiative.

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Take the next step

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