

ALPHA DATA

Agenda



- ➔ What is the Solution?
- ➔ Solution Scenarios
- ➔ Pillars & Solutions
- ➔ Case Studies
- ➔ Questions?

Private MEC Capabilities

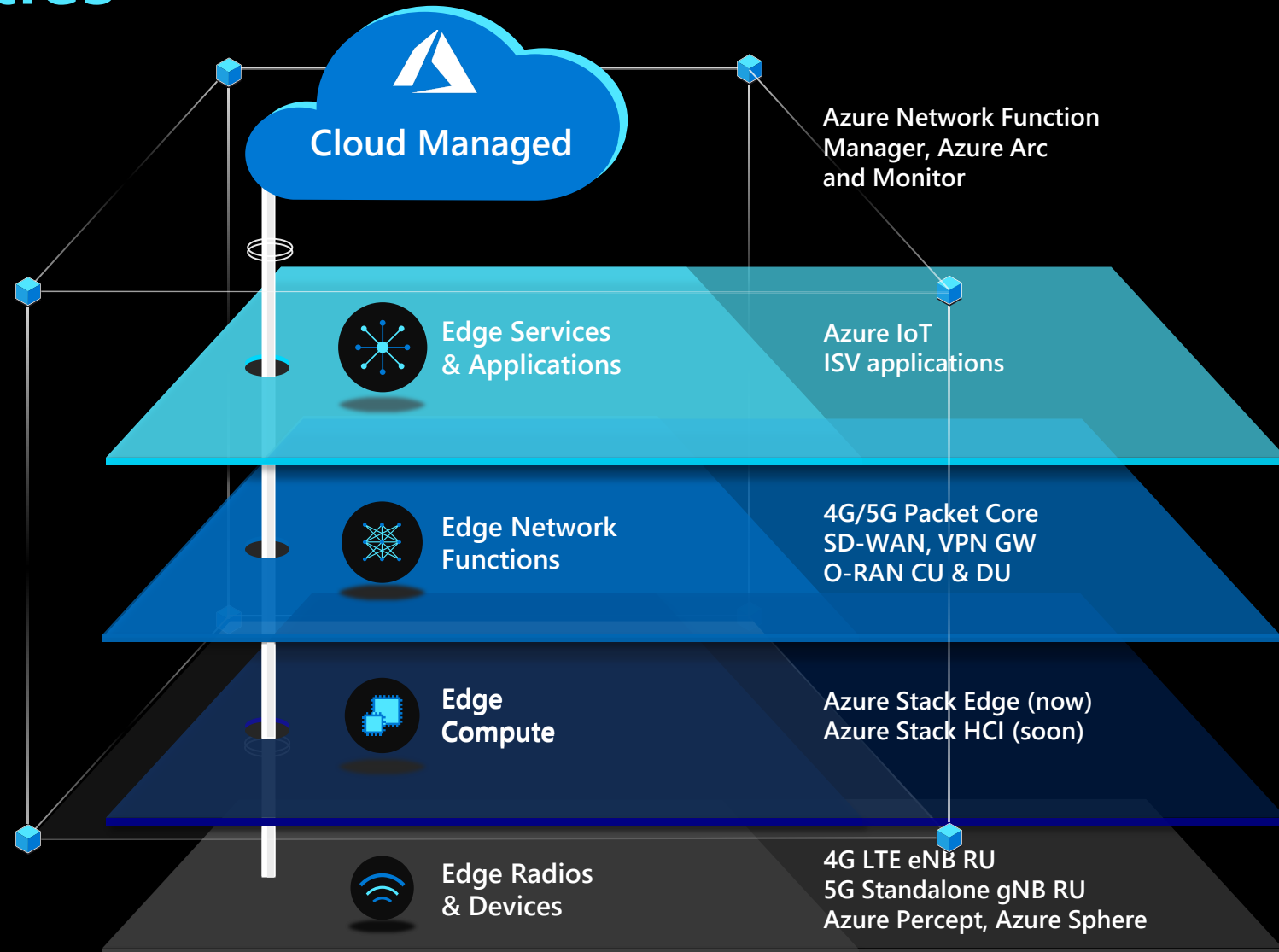
Cloud based orchestration, monitoring, configuration, and updates for applications and network functions

Azure services on the edge plus verified customer applications from ISVs

Microsoft and partner network functions

Choice of Microsoft and partner compute platforms from smallest footprint to scale

Azure Percept for AI/ML workloads at the edge for video, audio, environmental analytics



Challenges we are solving



High cost/complexity in integration and management of private wireless network solutions



Small footprint infrastructure is critical for enterprise deployments



Reliable IoT apps are primary drivers but expensive and time consuming



Multiple companies have roles to play e.g., cloud providers, operators, technology partners, ISVs

Microsoft Consumption

Microsoft Azure Services Consumption

3rd Party Marketplace Consumption

Recognized as Co-selling ACR

Teams Voice Licenses Consumption (PTT)

Azure Stack Edge and Azure Services Consumption

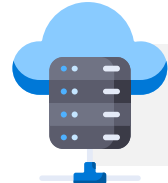
New breed of enterprise connectivity



Intersection of Enterprise demand for automation with key technology trends



IoT



Cloud Edge



Real Time AI



Cloud Native 5G



Telco Networks

- Enterprise services for users and Macro IoT
- Carrier Services - Massive IoT, voice, SMS, roaming etc.
- Shared / Slice coverage; Nationwide or global
- Low volume data, centralized collection & consumption
- Carrier controls devices, policies, workflows

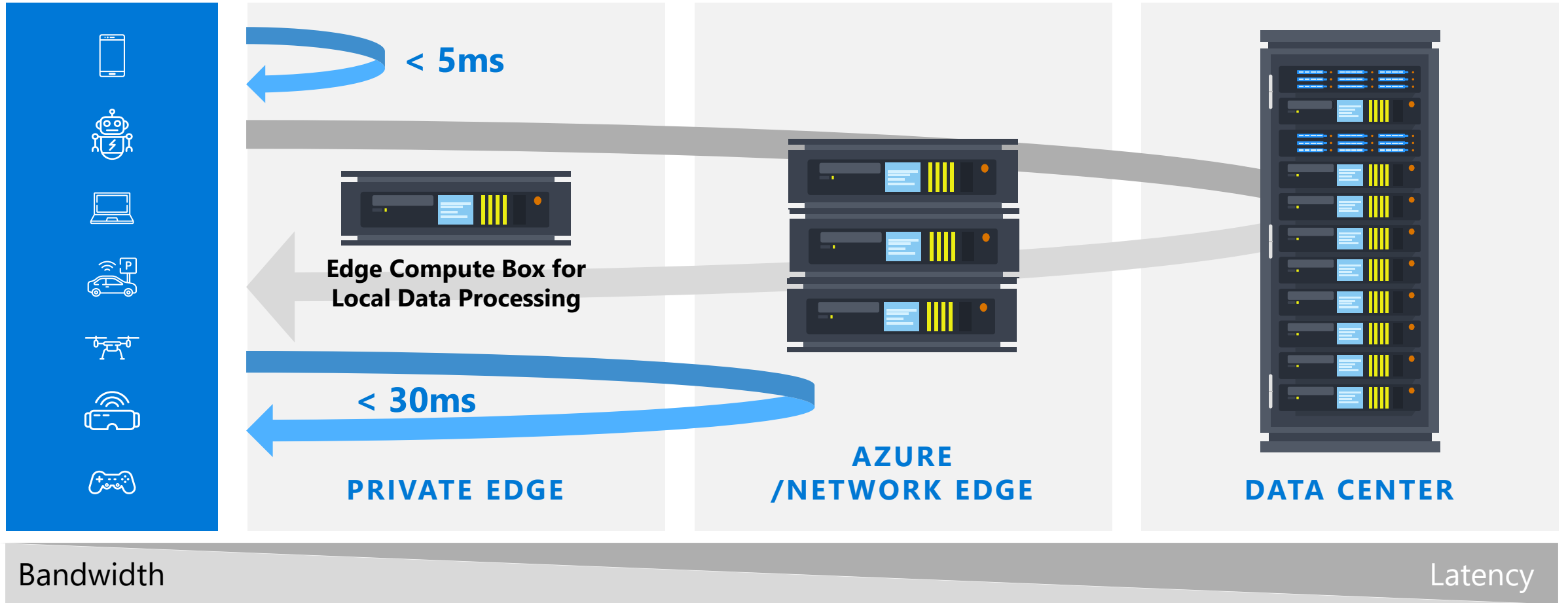


Private Networks

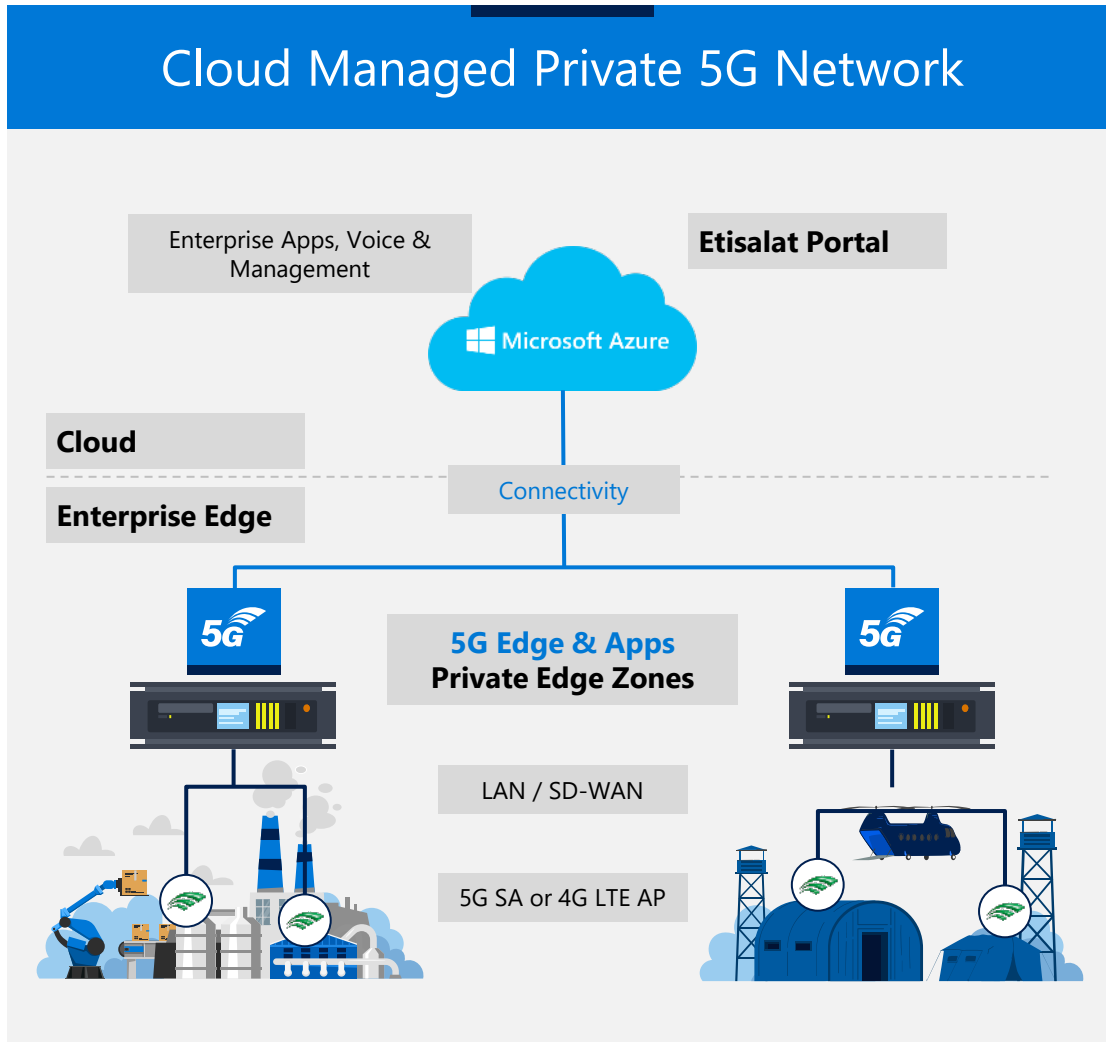
- Low latency connections for IoT
- Industrial automation, M2M, edge apps and workflows
- Dedicated coverage; localized, ad hoc, remote
- High volume data, real time edge processing & consumption
- Enterprise controls devices, policies, workflows

Importance of Enterprise Edge

Latency drives need for Local Compute and Networking, Close to the Devices



5G Edge | Faster Path to Private 5G



Our Mission is to simplify consumption of 5G

- **Innovative 5G network stack for enterprise edge**
 - 5G Packet Core for Multi Access connectivity
 - MEC networking for secure enterprise connectivity
 - Highest performance in Smallest Edge footprint
- **Azure powered consumption experience**
 - Compute and Cloud Management
 - IoT Edge applications and developers
 - Ecosystem for radio and enabling services
- **Go-To-Market is to enable partners to serve enterprises**

5G Edge Stack

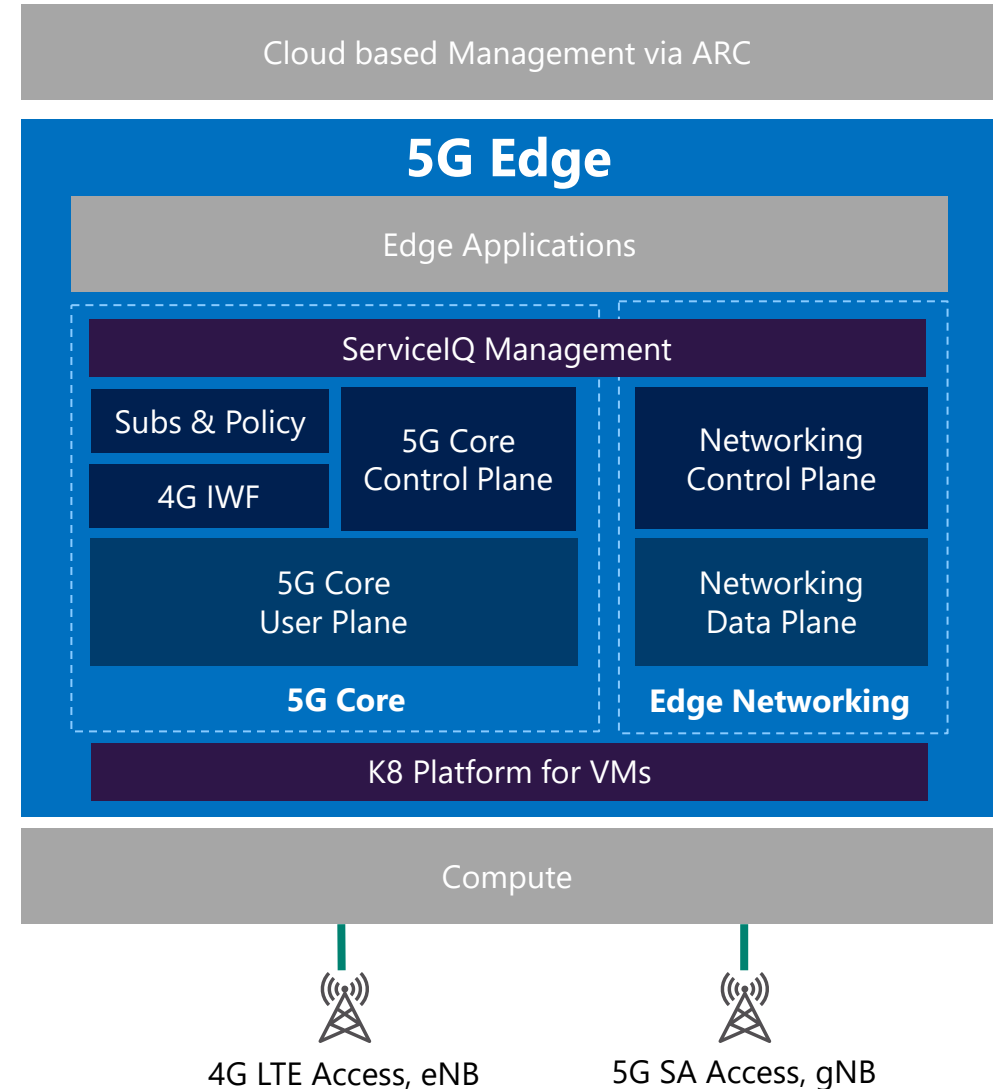
Single package of Network Functions

- 5G Core User and Control Plane, Policy & Subs management
- Multi access and secure enterprise connectivity
- Cloud native, K8 automation and management APIs

Benefits

- Faster network launch
- High performance in smallest footprint
- Portability for enterprise virtualized edge platforms
- Accommodate IoT Edge application workloads

Simpler and leaner stack for faster consumption



Delivery Model for End-to-End Solution

Azure Value

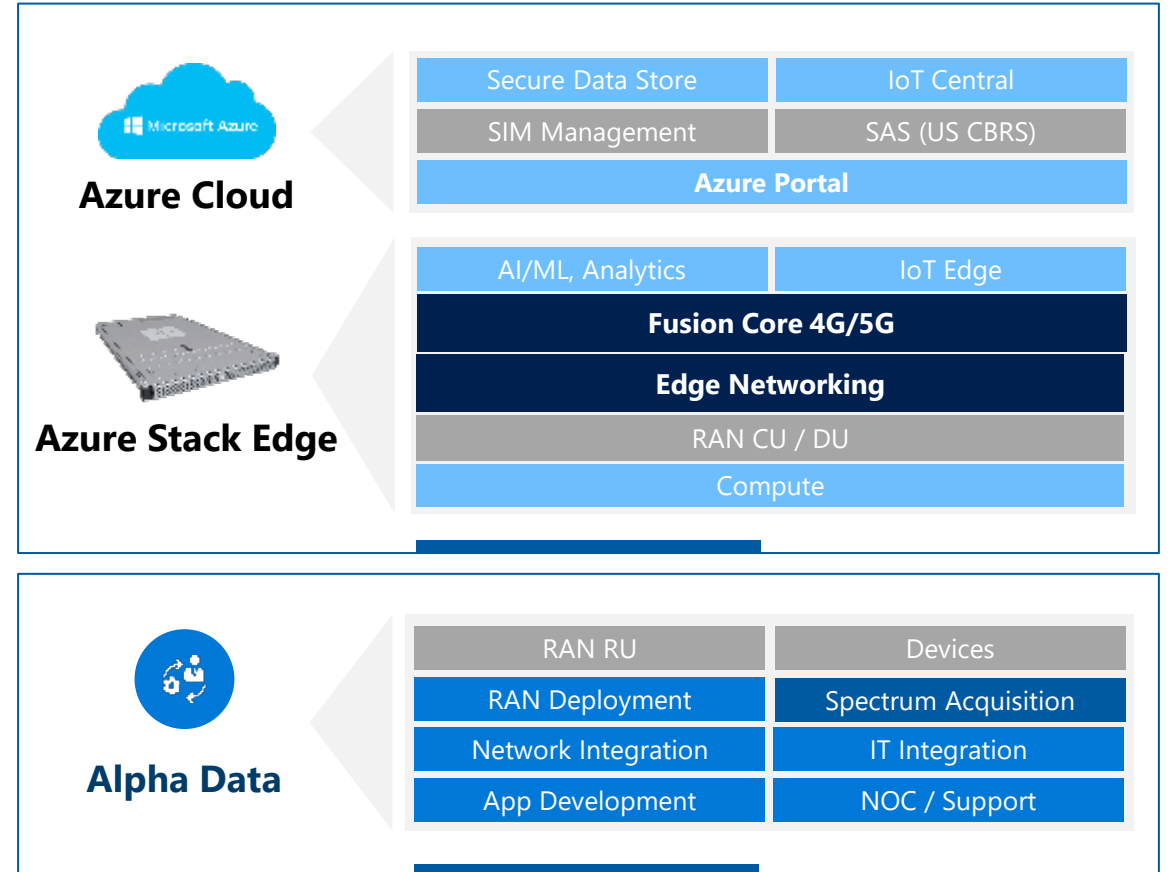


- Edge and cloud managed infrastructure
- Multi Access Core on Edge (Fusion Core)
- Powerful IoT and Real-Time data applications

Alpha Value



- Deploy and manage complete networks
- Accelerate time to market
- Eliminate 5G solutions dev and resource costs



Azure	Metaswitch
Alpha Data	Partners

Target Vertical Applications

Industrial Automation

M2M, Production-line analytics, warehouse automation with robots



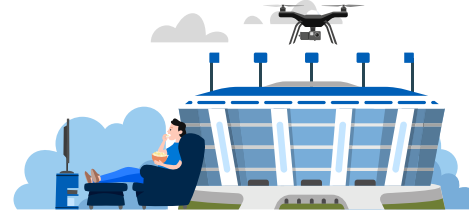
Smart Agriculture

Connecting farm operation & equipment; capitalize land more effectively



Live Events

4K/VR real time media streaming, security and capacity



Retail / Warehouses

Robotic supply chain for eCommerce to real-time store analytics for improved customer service



Gaming AR/VR

Interactive consumer experiences, on-demand AR content, multi player



Smart Cities

Mobility & connectivity for citizens, emergency workers, construction



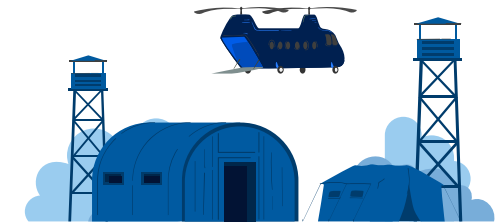
Healthcare

Enhanced experiences with ad-hoc edge processing



Defense

Connected command posts and battlefield with real-time analytics



Advantage Alpha Data



**One Stop
Solution & Services**



**Resource Pool
1200+ Personnel**



**Experience In
Strategic Engagements**



**Solution
Compliance**



**Financial
Stability**



**Proven
Track Record**