How Cloud Transforms your Mobile Voice Business
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Atos and Metaswitch Partner to drive real business outcomes with cloud native voice – new revenues, rapid service creation and lower TCO with automation.

Business Challenges

In today’s market, mobile network operators are facing voice services commoditization, competition from OTT to create value, and increasing demand in service requirements from traditional consumer and business users to new verticals such as IoT and 5G with Network Slicing. Many are looking to leverage the cost and speed-to-market advantages that are inherent to cloud infrastructure and cloud native VNF solutions available in the market. This multi-tier transformation introduces challenges for operators to achieve their business objectives:

• Cloud Readiness and Management complexity - The ability to seamlessly configure and manage multiple vendor Cloud Infrastructure and VNFs to derive cost and performance benefits is complex to achieve.
• Speed and flexibility of VoLTE deployment - Each telco cloud is different, having flexibility in the VoLTE solution enables you to better address the specificities of your network.
• Increasing revenue streams - Finding new services to monetize your network capabilities, differentiate against OTT and taking it to market needs to accelerate.

Cloud Native VoLTE

Metaswitch delivers a complete cloud-native VoLTE solution with an open and flexible TAS, enabling you to deliver relevant, revenue-generating services to your customers in an agile manner – drastically reducing time-to-market and reducing the TCO by up to 3X. All of the components in Metaswitch’s VoLTE solution are software-only and truly cloud-native. Metaswitch solutions also provide a foundation for services beyond VoLTE to both enterprise customers and consumers, and enables operators to monetize their investment in IMS and VoLTE.

Open Service Creation

Metaswitch’s Sentinel OpenCreate service creation framework on the Rhino TAS is a cloud-native, software-only solution. With the Open Service Creation solution, network operators can expose network assets such as voice and messaging services, location, presence, and user profile information, to enable developers to create, modify or integrate communications applications with carrier-class scalability, resilience, monitoring and billing. This ability creates new revenue opportunities while also providing a foundation for services beyond VoLTE to both enterprise customers and consumers.

Solutions

To overcome these challenges, Atos and Metaswitch are partnering to offer standardized, validated solutions for VoLTE/VoWiFi, B2C Services, and Open Service Creation. These solutions are integrated and automated by Atos for the creation, setup, configuration, and lifecycle management of Metaswitch based NFV Cloud Native services. These end-to-end solutions are available for purchase from Atos and include professional design, migration, installation and are backed by global deployment and operational support services from Metaswitch.
As a systems integrator with exceptional experience in the telco industry, Atos is the ideal partner for delivering Cloud NFV solutions incorporating Metaswitch. Atos is resourced and ready to support you throughout the journey, delivering business value and reducing risk. Atos is prepared to help providers in crafting their NFV strategy and building the respective business cases, while helping the customer navigate change management and implementation. Atos will provide a value driven architecture with best of breed components and see the projects through to ongoing success.

**Atos’ Leadership as a Telco System Integrator**

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**Atos Grenoble Lab - joint show case**

Cloud native solutions from Metaswitch and Atos allow service providers to leverage the principles of NFV to deploy SDN with industry leading VNFs, create cost effective telco services and operate the environment efficiently with a management and orchestration solution. The pre-validated solution enables a faster time to revenue and automation maximizes the operational and network efficiencies thus reducing the TCO. The Atos-Metaswitch NFV Lab is located in the Atos worldwide center of excellence in Grenoble, France. The Lab can be accessed virtually from around the world via the Atos network of Business Technology Innovation Centers or if customers want to get hands-on with new network and business technologies they are welcome to visit in person.

**Flexible POC and Delivery**

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MaX Business to Consumer Engagement

MaX by Metaswitch is a cloud-native, carrier-grade mobile group communications product that enables mobile network operators to blend the native dialer of the smartphone with network-based voice and messaging services, multiple personas, group communications and collaboration features, and simple options for users to manage and control the experience from their mobile devices. MaX provides the next generation consumer experience to position the carrier against the competition of OTT.

**Benefits of the Joint Solution**

- **Full stack solution** – Cloud Infrastructure and Voice Core – packaged, tested and ready to deploy
- **Reduced Time to Market** – particularly with automation
- **Combined global deployment**, operational and support resources
- **5G Ready VoLTE** solution ready to be deployed on any cloud infrastructure offering greater resiliency and reduced TCO by up to 3X
- **Greater service agility** to introduce new services with 5G, IoT and enterprise communication
- **Increased solution flexibility** allowing the operator to differentiate

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About Atos

Atos is a global leader in digital transformation with approximately 100,000 employees in 73 countries and annual revenue of around €12 billion. The European number one in Big Data, Cybersecurity, High Performance Computing and Digital Workplace. The Group provides Cloud services, Infrastructure & Data Management, Business & Platform solutions, as well as transactional services through Worldline, the European leader in the payment industry. With its cutting-edge technologies, digital expertise and industry knowledge, Atos supports the digital transformation of its clients across various business sectors: Defense, Financial Services, Health, Manufacturing, Media, Energy & Utilities, Public sector, Retail, Telecommunications and Transportation. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline. Atos SE (Societas Europaea) is listed on the CAC40 Paris stock index.

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Let’s start a discussion together