

# Solutions to support your changing business needs



Gain a global team with a background in all forms of technology sales, telecommunications, and systems integration, that incorporates subcontractors and business partners to innovate at the point of customer decision. By bringing every aspect of what and who is available in the market, AT&T can help you address almost any need or challenge.

## Maximize customer return on technology by extending our portfolio

AT&T offers a robust global, customer-centric approach to integrated network solutions across voice, data and IP infrastructures. As your integrator, AT&T becomes your general

contractor that supplements our leading network services portfolio while integrating technologies and services from other service partners, platform providers, and carriers. We deliver the cost effective, vendor-neutral solutions that meet customer requirements and integrate their network and applications.

## Strategic services offered with Network Integration:

AT&T helps businesses connect to the cloud through next generation network technologies based on software defined networking (SDN).

- **The AT&T Total Access Orchestration platform** is designed to be a rapid deployment, multi-service ecosystem that enables seamless integration across the clouds present in each IDC.
- **Software defined networking from AT&T** is replacing hardware-centric infrastructures. Network Function Virtualization (NFV) gives network administrators the ability to simplify the deployment of network services and reduce both CapEx and OpEx.
- **AT&T Network Edge Orchestration** brings the benefits of SDN and NFV right to the edge of your network. The solution allows you to customize your choice of VNFs relevant to your business needs.

Network integration provides an end-to-end solution that builds on and complements what a customer already has or may be contemplating purchasing from AT&T. AT&T is differentiated from regional networks and global system integrators as we have a core network as part of our offer. We believe that Gartner has positioned us in the **Leaders quadrant of the Magic Quadrant for Network Services, Global\***, due to our strong integration business and the flexibility it represents.

We bring technology solutions, expertise, and resources that support your changing business needs and challenges:

- Business optimization
- Multicarrier servicing and management
- Emerging technologies
- Integration of services due to merger and acquisition activity
- Network and IT convergence
- Outsourcing/out-tasking

We can assist you at any phase of your network evolution. In addition to program management and execution, our team can design and build all or part of your network solution, minimizing your risk and optimizing your chances of success. We can support the assessment, planning, and design of your standard or custom solution with proof of concept testing and application readiness prior to deployment. After deployment, our team of experts

is available to maintain and manage your network environment based on your level of need.

Service Areas of Focus include AT&T or client-owned Internet Data Center (IDC), Cloud based Solutions, IP/Technology Transformations and Refresh, Network Security, Voice/Video Transformations, Carrier Aggregation, Voice over IP/IP Telephony, Wireless LAN, Digital Signage and Virtual Desktop Infrastructure.

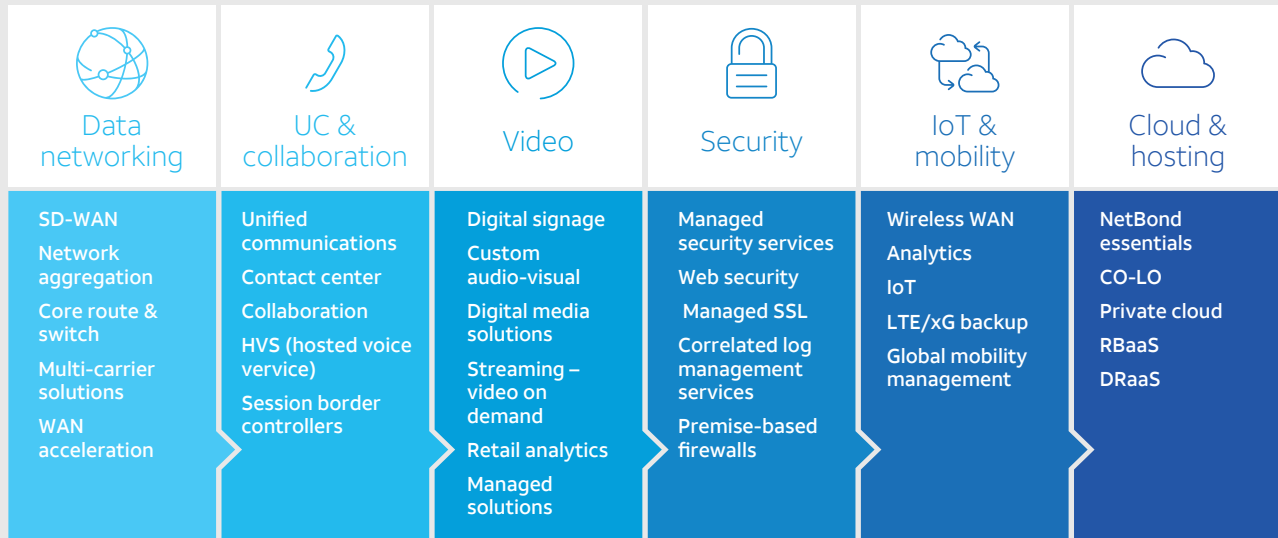
### Trust in an experienced and highly skilled team

AT&T engagement and program managers have in-depth consultancy and industry experience and can quickly relate technology solutions to your business challenges. Over 50% of the AT&T team has at least one technical certification in the areas of IT, PBX/IP telephony, networking, security and wireless along with project management and business certifications supporting platforms and technologies from leading IT performance vendors.

**AT&T assessed the LAN infrastructure for a global manufacturer and proposed an upgrade to the existing networking. The design utilized MPLS to simplify the network, ensure performance for new applications, and support a vendor agnostic IPT implementation. The AT&T team performed the assessment, designed the architecture, ordered, staged, configured, tested, and installed the solution. The manufacturer now boasts a state-of-the-art IP telephony environment and a 20% savings.**

\* Gartner, Magic Quadrant for Network Services, Global, Danellie Young | Katja Ruud | Bjarne Munch | Takeshi Ikeda | Neil Rickard, 27 February 2018. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

## Solution pillars within network integration



Transformation planning | Program management | WiFi | Global logistics  
 Deployment and management | Staff augmentation

### Think globally, execute locally

Our solutions are designed to meet your goals of global consistency and control over your network and IT environment. With our local relationships, we can help establish an infrastructure that meets your company’s standards and policies on a national or global scale. Global companies have diverse needs with multilingual workforces, making it critical to have internationally experienced consultants that understand the business culture and speak the local language.

- Americas: French, Portuguese and Spanish
- Asia-Pacific: Cantonese, Japanese, Korean, Mandarin and Hindi
- EMEA: Dutch, French, German, Italian and Spanish

### Get strategic solutions

By offering integrated, global, end-to-end services, Solutions, and support, AT&T provides a single point of contact that mitigates risk and ensures well managed implementations. Our solutions can provide you with a clear ROI/TCO and offer enhanced performance, integration, control, and security.

The scale of our diverse service portfolio, coupled with that of our pre-selected business partners, can deliver you cost efficiencies and competitive advantages to utilize anywhere around the world.

For more information contact an AT&T Representative or [click here](#).