Building Business on Top of Open Source

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Business is Based on Healthy Ecosystem

The Challenge of Healthy Open Networking Ecosystem is to Get **Community** & **User** & **Vendor** Working Together!

- **Community**
  - Working On Common Framework & Interface
- **User**
  - Bring Real Use Cases
  - Committed to realization
- **Vendor**
  - Product Quality & Solution

Ecosystem is NOT mature!
Business is before Chasm!
Harmonizing Open Source to Build **Common Framework/Interface/Blocks**

**Great Accomplishment**
- Have Open Source Projects in Each Layer and Each Domain in JUST a Few Years!

**Challenges**
- Too Many Similar Projects in Each Domain with Overlaps
- No End to End Model Driven Framework with closed loop

**Going Forward**
- OPNFV Intended to Provide Integration
- Open-O and OpenECOMP Merged into ONAP
- ONAP provides End to End Framework with Closed Loop Functions.
- DPDK/ODP Convergence

**We Look Forward for More Consolidation and Collaboration in Open Source Communities**
Operators Bring **Real** Use Cases to Community Which They Are **Committed in Realizing**

How Real SDN Use Case Solution Looks Like:

- Need Users Who are Committed in Using the Open Source Production – so Bring Real Use Cases
- Focus on **E2E Solution** Framework rather than Technologies
- Move to Field Trial or Production with Operation Team
- $ Talks!, **Bring Values to Business.**
Vendor to Deliver Product Quality and E2E Solutions

Agile Controller Quality
Best-in-Breed

All-Cloud Network Solutions
Best Solution for Specific Scenarios

To Deliver 1000 Sets in 3 Years
Case Study : China Unicom DCI Project

• Business Motivation
  ✓ Bring L3VPN-on-demand service to DC interconnection market,

• Project Scope
  ✓ Reusing existing multi-vendor national MPLS network and OSS/BSS system
  ✓ Bring Dual-vendor SDN controller and 3rd VPN APP into the environment to bring service automation.

• Common Interface
  ✓ Restconf as controller NBI
  ✓ Netconf/BGP-LS as SBI
  ✓ Common service modelling : IETF-L3VPN-SVC

• Vender Specific
  ✓ SBI device modelling

• Key Technologies for Success
  ✓ Dynamic Model-driven Configuration
Thank You.