Customer Testimonial

"Comprehensible, scaleable and fully actionable – NFV with Kapsch CarrierCom"

Photo: Radoslav Zlatkov, CTO, Vivacom Bulgaria

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Vivacom uses Kapsch CarrierCom's NFV Starter Workshop to define tailor-made approach to NFV adoption

At Vivacom, we are committed to preparing ourselves in the best way to become as agile as possible to meet the demands of the future. Network Functions Virtualisation (NFV) opens a lot of possibilities and advantages – and raises a lot of questions among carriers. Large operators have spent years in their labs developing use cases for the implementation of the new technology – using their extensive financial and personnel resources.

Most of the smaller market players don't have the possibility to follow the same pattern, or at least, they can only do so on a smaller, limited scale. It seems like we're left with just two options: missing out on the benefits of network virtualisation and falling behind in customer service, or outsourcing the technological implementation to the vendor that delivers the product.

But there is also a third option, which we prefer. In order to mitigate risks and define obsolete elements of our infrastructure to be replaced with NFV, we teamed up with NFV experts from Kapsch CarrierCom. Over a three day workshop Kapsch CarrierCom helped us to define our own, tailor-made approach to NFV adoption. With the guidance of Kapsch CarrierCom's NFV experts, we were able to really focus on deliverable and quantifiable benefits of the new NFV model and matched those benefits to our own business needs and environment. The next step was to identify where NFV could complement our existing network, to reduce the need for full-scale, and expensive, changes that may not necessarily translate into a business benefit. Kapsch CarrierCom also informed us of open industry standards and

how the solutions from different technology vendors should be deployed to work efficiently together, while avoiding vendor lock-in.

Like any other operator, Vivacom cannot predict what exactly will be needed in the future to meet demands of our content-driven subscribers. Agility is the key factor in introducing the new services but also in choosing the right technolological solutions for us to be able to address market shifts, in a timely manner. Working closely with Kapsch CarrierCom has given us clear, beneficial results. We are now able to deploy virtualised Evolved Packet Core (vEPC) within four hours, rather than in weeks or months needed before. Moreover, Kapsch CarrierCom uses the best-of-breed solutions from leading vendors, put through a series of lab tests to ensure interworking. That knowledge was hugely important to us as a company looking to get the biggest return on investment, without being able to compete with the major players. The NFV workshops by Kapsch CarrierCom supported us in having a clear path for our NFV journey, defining specific actionable steps and reducing costs while staying fit for the future. Having Kapsch CarrierCom by our side is invaluable, and we couldn't navigate through the NFV as strategically or as cost-efficiently without their help.

Radoslav Zlatkov, CTO, Vivacom, Bulgaria