

Creating a business case for managed NaaS

How to build a decision-ready document that wins stakeholder buy-in for your network transformation

ABI Research: By 2030, over 90% of enterprise networks will be at least 25% NaaS-operated

THE NETWORK FRAGMENTATION PROBLEM

FRAGMENTED

- Multiple regional suppliers
- Distributed accountability
- Variable performance
- Reactive incident management

MANAGED NAAS

- Standardized architecture
- Centralized ownership
- Consistent performance
- End-to-end lifecycle management

\$260k–\$2.48m

estimated cost per hour of downtime — the hidden cost of network fragmentation your business case must address

Building your business case in 7 steps

- 01 Executive Summary**
The problem, the solution, the ask — on one page
- 02 Strategic Alignment**
Why NaaS supports the company's broader business goals
- 03 Team & Sponsor**
Who's leading, who's accountable, who approves
- 04 Project Overview**
Scope, timeline, milestones and key risks
- 05 Benefits & ROI**
Quantified value: cost savings and operational gains
- 06 Alternatives Considered**
Three models reviewed and why managed NaaS wins
- 07 Approvals**
Sign-off requirements and next steps

THE CASE FOR MANAGED NaaS IN ROI NUMBERS

\$200k

p.a. implementation savings

~\$500k

p.a. operational management (5 FTEs)

\$50–100k

p.a. maintenance cost reduction

\$1–5m

p.a. infrastructure rationalization

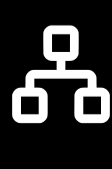
Milestones

- Business case approval | 2–4 wks**
Stakeholder sign-off to proceed
- Contracting | 4–6 wks**
Signed agreement with provider
- Network discovery | 6–8 wks**
Current state audit complete
- Provider evaluation | 8–12 wks**
RFP responses and shortlist
- Phased implementation | 3–6 months**
Live network handover
- Steady-state operations | Ongoing**
Continuous improvement cadence

Getting started in 3 simple steps

- 01 Get clear on the problem**
Document current network pain points with data and quantified business impact
- 02 Define the operating model**
Map how Managed NaaS can contribute to your strategic goals and define your provider selection criteria
- 03 Create a decision-ready document**
Build the 7-section business case, quantify ROI, and book the stakeholder review meeting

Expereo turns complexity into control

 Talk to Expereo about assessing your current network operating model and understanding whether Managed NaaS is the right next step.

TALK TO AN EXPERT

www.expereo.com