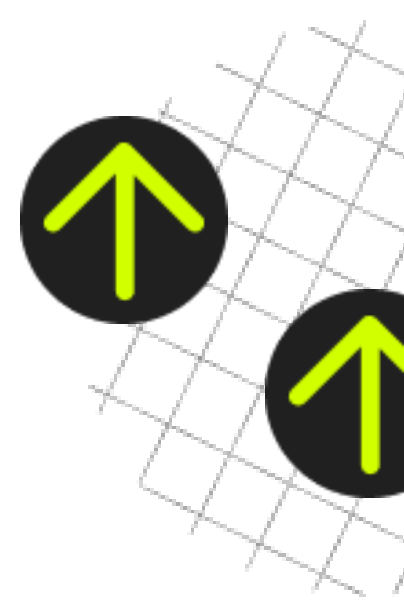


Your roadmap to the right managed NaaS provider



From complexity to clarity

Choosing the right managed Network-as-a-Service (NaaS) provider requires evaluating architectural flexibility, global reach, security posture, service experience, visibility, and commercial models.

When AI, data sovereignty, and global expansion all depend on your network, the stakes change.

YOUR JOURNEY

Complexity → Clarity → Scrutiny → Proof → Confidence → Commitment

THE FULL MANAGED NAAS LIFECYCLE

Design → Procurement → Deployment → Optimization → Security Integration → Support → Governance → Billing

THE RIGHT PARTNER

- Reduces operational burden
- Increases agility and scalability
- Strengthens network resilience
- Provides real-time visibility across your global estate

Operational maturity determines whether strategy becomes reality.

THE WRONG PARTNER

- Introduces lock-in and dependency
- Fragmented governance across regions
- Inconsistent regional delivery
- Hidden commercial rigidity

Commercial rigidity introduces technical debt. Flexibility enables growth.

Define your non-negotiables

Before evaluating providers, agree internally on what success looks like. These 6 questions define the lens every provider must be evaluated against.

- 1 What transformation initiatives depend on your network performance?
- 2 Which of your sites or regions are mission-critical?
- 3 What are your short-, medium-, and long-term network objectives?
- 4 Where does your current architecture create friction or risk?
- 5 Do you have the internal capability to manage global complexity at scale?
- 6 How will AI, cloud or edge workloads change your network's traffic patterns?

The 4 capability pillars

Strong managed NaaS providers demonstrate capability across four integrated pillars.

01 Resilient Network Architecture

- Full portfolio: DIA, SD-WAN, SASE, Fixed Wireless, Low Earth Orbit
- Measurable performance: latency, jitter, packet loss, throughput
- Zero-trust readiness and vendor neutrality built in

Security embedded, not bolted on.

02 Reliable Global Execution

- Proven in-region sourcing and local ISP relationships
- 24/7 global support + single point of contact
- Deployment capability in APAC, MENA, LATAM, Europe, US

Operational maturity determines whether strategy becomes reality.

03 Operational Visibility & Control

- Single-pane-of-glass platform covering the full lifecycle
- Real-time analytics, inventory visibility, incident tracking
- API integrations, billing transparency, capacity forecasting

You cannot optimize what you cannot see.

04 Partnership Aligned to Your Trajectory

- Flexible contracts + pay-as-you-grow commercial models
- OPEX-driven transformation + multi-vendor consolidation
- Strategic guidance + data sovereignty navigation

Commercial rigidity introduces technical debt. Flexibility enables growth.

Proof: Separating promise from performance

When evaluating providers, demand evidence, not just claims.

PROOF POINT	WHAT TO LOOK FOR
Best-in-class customer experience	Awards, certifications, third-party validations. Do they work with recognized industry partners?
Long-term customer relationships	Have they earned the trust of businesses like yours through tried-and-tested services over time?
Case studies across industries	Quantifiable outcomes: downtime reduction, deployment speed, cost predictability, resilience improvements.
Performance metrics backed by real data	Verifiable data covering availability, latency, packet loss, incident response times, and service benchmarks.

HOW TO GET STARTED

01 Clarity — Define success before you engage any provider

Understand your network realities, define success metrics, and align internally first.

02 Scrutiny — Evaluate with evidence, not just features

Use the four capability pillars. Assess consistently, challenge assumptions, focus on long-term fit.

03 Commitment — Partner with proven architectural depth

Choose providers with architectural flexibility, global execution, transparent operations, and genuine commitment.

The right managed NaaS partner sets your network up to handle today's pressures and scale with tomorrow's demands.

Expereo delivers managed Network-as-a-Service that simplifies global connectivity and improves performance with full visibility.

Expereo. Your roadmap to the right managed NaaS provider starts here.

TALK TO AN EXPERT

www.expereo.com