expereo

From complexity to clarity

Choosing the right managed Network-as-a-Service provider for your global internet network

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Every enterprise network eventually faces the same question: can the current model support what the business wants to become next?

To determine this, identify your 6 critical network strategy priorities by asking:

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

Based on your answers, you can assess whether your internal team, current or prospective managed NaaS provider can evolve your network from a support function into the infrastructure that determines whether your strategy accelerates or stalls through:

- Operational visibility and control at global scale
- A partnership aligned to your business trajectory
- A resilient network architecture built for transformation
- Reliable execution across critical sites and regions

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

Choose the wrong provider, and the network stops being an enabler of growth. It becomes the constraint that holds everything back.

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What is managed Network-as-a-Service?

Instead of sourcing connectivity market by market, managing multiple carriers, overseeing security overlays, and troubleshooting performance internally, you partner with a managed Network-as-a-Service (NaaS) provider that owns the full lifecycle:

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

The network becomes a dynamic, scalable service aligned to business outcomes rather than a static asset that accumulates complexity over time.

So how do you choose the right managed NaaS provider?

Choosing the right managed NaaS partner requires more than comparing technologies or prices. It means evaluating architectural flexibility, global reach, security posture, service experience, visibility, and commercial models.

This guide provides a usable framework to evaluate potential managed NaaS providers and so you can go from:

The **right partner** reduces operational burden, increases agility, strengthens resilience, and provides real-time visibility across your global estate.

The **wrong partner** introduces lock-in, fragmented governance, inconsistent regional delivery, and hidden commercial rigidity.

Complexity → Clarity → Scrutiny → Proof → Confidence → Commitment

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Define your network strategy's non-negotiables

Before evaluating providers, you need to define what your network must enable

Too many enterprises begin vendor discussions before agreeing internally on what success looks like. That leads to feature comparisons instead of strategic alignment.

Start by answering the following questions:

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 future AI, cloud or edge workloads change your network's traffic patterns?

These reflections should lead to clarity.

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By the end of this exercise, you should be able to define:

- Clear architectural priorities
- Defined resilience tiers and performance thresholds by location
- Documented performance and capacity requirements tied to business value
- A scalable bandwidth and traffic growth model
- Explicit security and risk mitigation standards
- A governance and operating model decision, including whether external expertise is required

These are your non-negotiables. They become the lenses through which every provider must be evaluated.

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Evaluating managed NaaS providers: The four capability pillars

Once your priorities are defined, the next step is structured evaluation.

Strong managed NaaS providers demonstrate capability across four integrated pillars:

- A resilient network architecture built for transformation
- Reliable execution across critical sites and regions
- Operational visibility and control at global scale
- A partnership aligned to your business trajectory

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A resilient network architecture built for transformation

Why it matters

Your network quality, performance, and architecture determines how far your transformation can scale. AI workloads, real-time applications, and distributed teams require performance consistency, not just bandwidth.

Security must be embedded within the architecture, not bolted on afterwards.

What good looks like

- A network designed around your specific sites, applications, and growth plans
- Access to a full range of connectivity and routing options, selected based on performance, not convenience
- End-to-end ownership across design, deployment, and ongoing optimization
- Built-in resilience and consistent performance across regions and environments
- Seamless integration with cloud and security architectures

The provider should demonstrate how their design supports your defined performance and security thresholds, not just industry averages.

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Reliable execution across critical sites and regions

Why it matters

Global strategies fail when local execution breaks down. Permits, compliance, customs, infrastructure availability, and regulatory nuances can delay deployment and increase risk.

You need a partner that executes consistently across regions while simplifying accountability.

What good looks like

- The ability to source and deliver connectivity effectively in every region you operate in
- Strong local supplier relationships combined with global coordination
- Fast, reliable deployment of new sites and changes
- Proven experience in complex and hard-to-reach markets
- Local expertise, support, and accountability where it matters

Operational maturity determines whether strategy becomes reality.

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Operational visibility and control at global scale

Why it matters

You cannot optimize what you cannot see. Enterprises require real-time visibility across performance, inventory, incidents, and financial exposure to maintain control.

Without unified governance, complexity resurfaces.

What good looks like

- Clear performance commitments backed by measurable SLAs
- Structured operational processes for change, incident management, and escalation
- Responsive, always-on support with defined ownership
- Strong governance, account management, and accountability
- A provider that consistently delivers, not just occasionally performs

Enterprises require real-time visibility across performance, inventory, incidents, and financial exposure to maintain control. Without unified governance, complexity resurfaces.

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A partnership aligned to your business trajectory

Why it matters

Enterprise priorities shift. Markets evolve. Projects accelerate or pause. But your network partner needs to support change, not restrict it.

Managed NaaS is a long-term partnership that should evolve with your business.

What good looks like

- A single, unified view of your network, performance, services, and costs
- Real-time insight that allows you to act, not just observe
- Automation and integration that reduce operational effort
- Flexible commercial models that adapt as your business evolves
- Clear, predictable financial control across your entire network estate

Commercial rigidity introduces technical debt. Flexibility enables growth.

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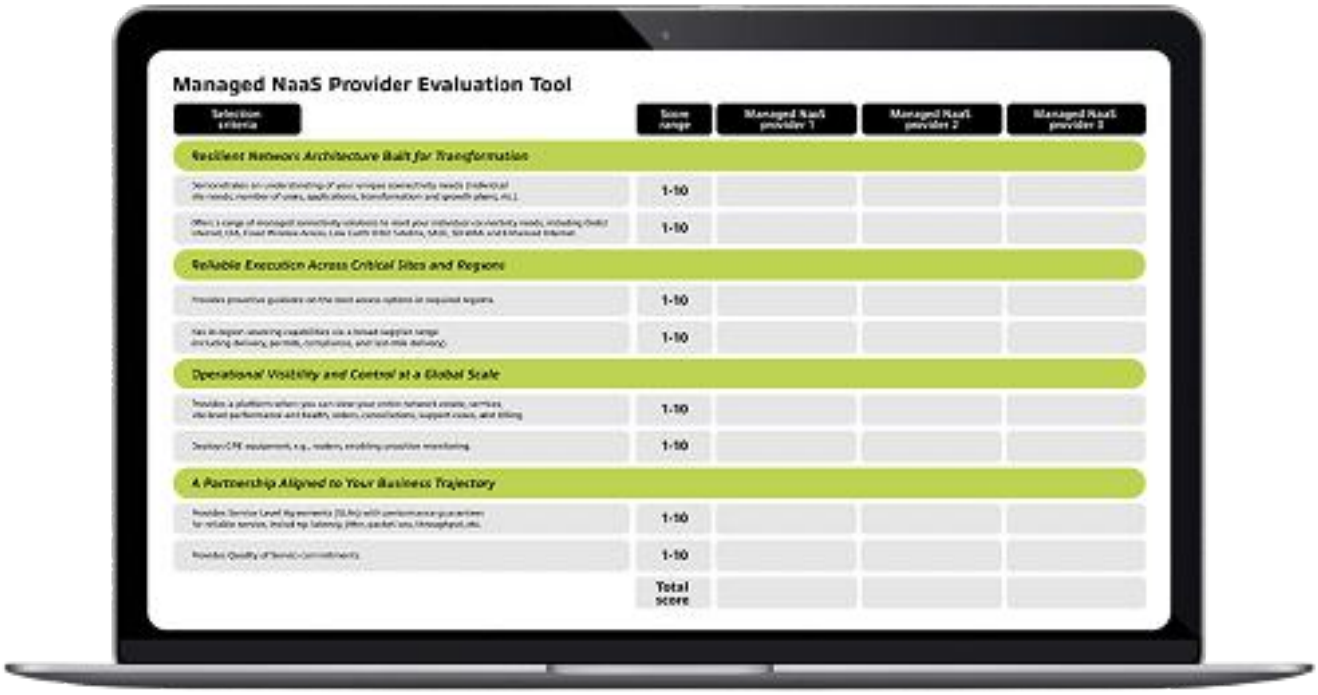
The proof that separates promise from performance

When selecting a managed NaaS partner, you need evidence that backs up any claims. The best proof points to ask for when assessing a potential network partner are:

Proof point	Details to look for
Evidence of best-in-class customer experience, services, and support.	Have they won awards, achieved certifications or been validated by third-party bodies? Do they work with recognized industry partners?
Demonstrable long-term relationships with existing customers.	You need to know that they have earned the trust of businesses just like yours through tried-and-tested successful services.
Case studies across industries.	They should have a range of case studies they can draw from, demonstrating how they have solved challenges with quantifiable outcomes like downtime reduction, deployment speed, cost predictability.
Performance metrics backed by real data.	They should be able to provide transparent, verifiable performance data covering availability, latency, packet loss, incident response times, and service delivery benchmarks. So you can clearly see how their network services perform in the real world, not just in theory.

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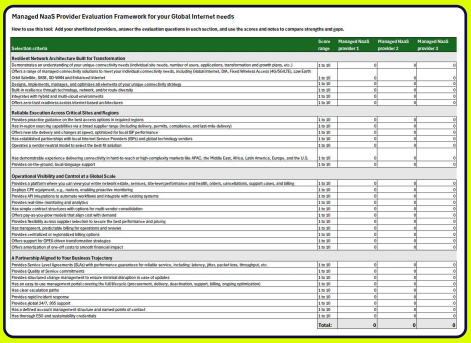
Your usable Network-as-a-Service provider evaluation framework



Complex decisions stall when they remain subjective.

This evaluation framework converts strategic intent into measurable scoring criteria.

It gives you a defensible, board-ready method to justify your decision so you can move beyond surface-level claims and evaluate managed NaaS providers against the capabilities that truly matter: a resilient network architecture built for transformation, reliable execution across critical sites and regions, operational visibility and control at global scale, a partnership aligned to your business trajectory.


Managed NaaS Provider Evaluation Framework for your Global Internet needs

To see the full range of evaluation criteria to compare providers

Download here

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How to get started

Selecting the right managed Network-as-a-Service partner starts with clarity.

Step 1

Understand your current network realities, define where the business is heading, and agree on what success looks like before engaging providers.

Step 2

Use the evaluation framework to turn those priorities into clear selection criteria. Assess partners consistently, challenge assumptions with evidence, and focus on long-term fit, not short-term fixes.

Step 3

When you're ready, start the conversation with providers that can demonstrate architectural flexibility, global execution, transparent operations, and a genuine commitment to partnership.

Because the right managed NaaS isn't just something you buy. It should be a long-term partnership that sets your network up to handle the pressures of today, while being able to flex and scale to support tomorrow.

Discover how Expereo's managed Network-as-a-Service can simplify your global connectivity, boost performance, and give you complete visibility, so your network moves as fast as your business.

Arrange a consultation

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