

## AT&T and Ciena Partnership

AT&T and Ciena have maintained a strong partnership for over 20 years, with almost 600,000 Ciena network elements deployed in the AT&T network. AT&T TAO Remote Edge Compute (TREC) is delivered in partnership with Ciena's routing and switching platforms, and Blue Planet intelligent automation solutions.

### Product Overview

TAO Remote Edge Compute (TREC) is an AT&T Business managed solution for virtual network functions and IT applications. TREC leverages the capabilities of AT&T's Total Access Orchestration (TAO): an ecosystem of modular networking building blocks. TREC functions like a scaled-down, more portable version of TAO, enabling a streamlined network architecture – ideal for edge data center applications.

- TREC simplifies enterprise VNF and IT networking, and enables a faster time to market.
- It allows businesses to combine network functions such as SD-WAN and IT functions on a single device, reducing power consumption, space and complexity.
- AT&T manages hardware, infrastructure and certain IT functions if needed, so the IT department is free to focus on strategic objectives.
- TREC utilizes Blue Planet [Unified Assurance and Analytics](#) (UAA) to consolidate events in a single pane of glass. This allows AT&T Business to identify and mitigate network problems before businesses are even aware of them.

## Qualifying Questions

**Do you want to simplify your IT networking logistics?**

**Would you like a managed solution that takes care of the networking, cloud access and infrastructure for your IT applications?**

**Are end-to-end network visibility, telemetry and VNF health metrics important for your customers?**

**Would you like a single platform to support both large and small enterprises?**

### Key Benefits & Differentiators:

1. **Consolidation** – supports VNF and IT networking needs on a single device
2. **Flexibility** – supports complex service chaining of many virtual devices
3. **Fast time to market** – rapidly adjust to customers' changing requirements
4. **Improve agility** – add or change VNFs, or service chaining requirements, with no downtime
5. **Bring your own IT** – customers can bring their own IT software and applications
6. **Cloud-ready** – supports interfacing to a cloud network
7. **Visibility and analytics** – per service and per VNF with UAA
8. **Managed or self-managed options** – for different functions, reducing need for technical skills
9. **Multi-tenant equipment** – for different departments that need IT separation
10. **Fit-for-purpose** – supports large enterprises with on-site compute and small enterprises with edge cloud compute

## Large Enterprise – Infrastructure-as-a-Service

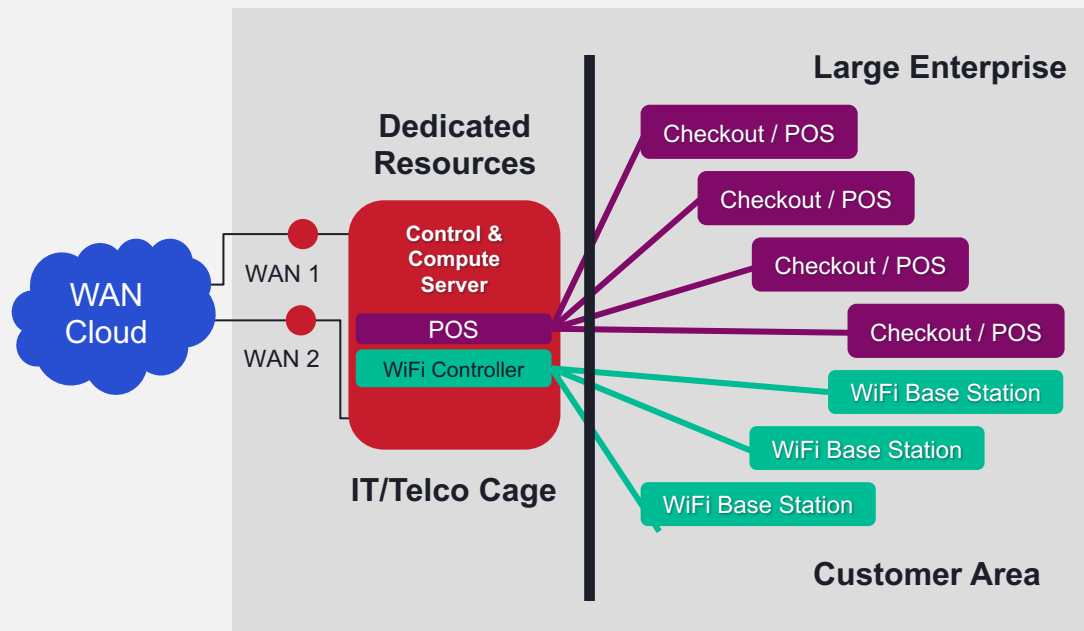
AT&T provides a large compute platform that resides on the customer's premises

- Large compute resource is dedicated to a single enterprise location

**Supports network and IT virtual functions**

- All functions reside on the compute platform on-premises

AT&T provides infrastructure for the enterprise to manage its IT applications



## Small Enterprise – Infrastructure-as-a-Service

AT&T provides a large compute platform that resides in the network edge cloud, along with a small uCPE that interfaces with the edge cloud

- Large compute resource can be shared among multiple small enterprises in different locations

**Supports network and IT functions**

- Some functions reside on-premises – most reside on the edge cloud
- This solution requires low latency

AT&T provides infrastructure for the enterprise to manage its IT applications

