



Axians Network as MY Service

Axians Managed Service Solutions

Our contribution for a „greener“ Life

HMI 2025

Axians Speaker



Lars Eberlein
Head of Service Operations
Axians XaaS



Oliver Schnau
Business Unit Manager
Axians XaaS



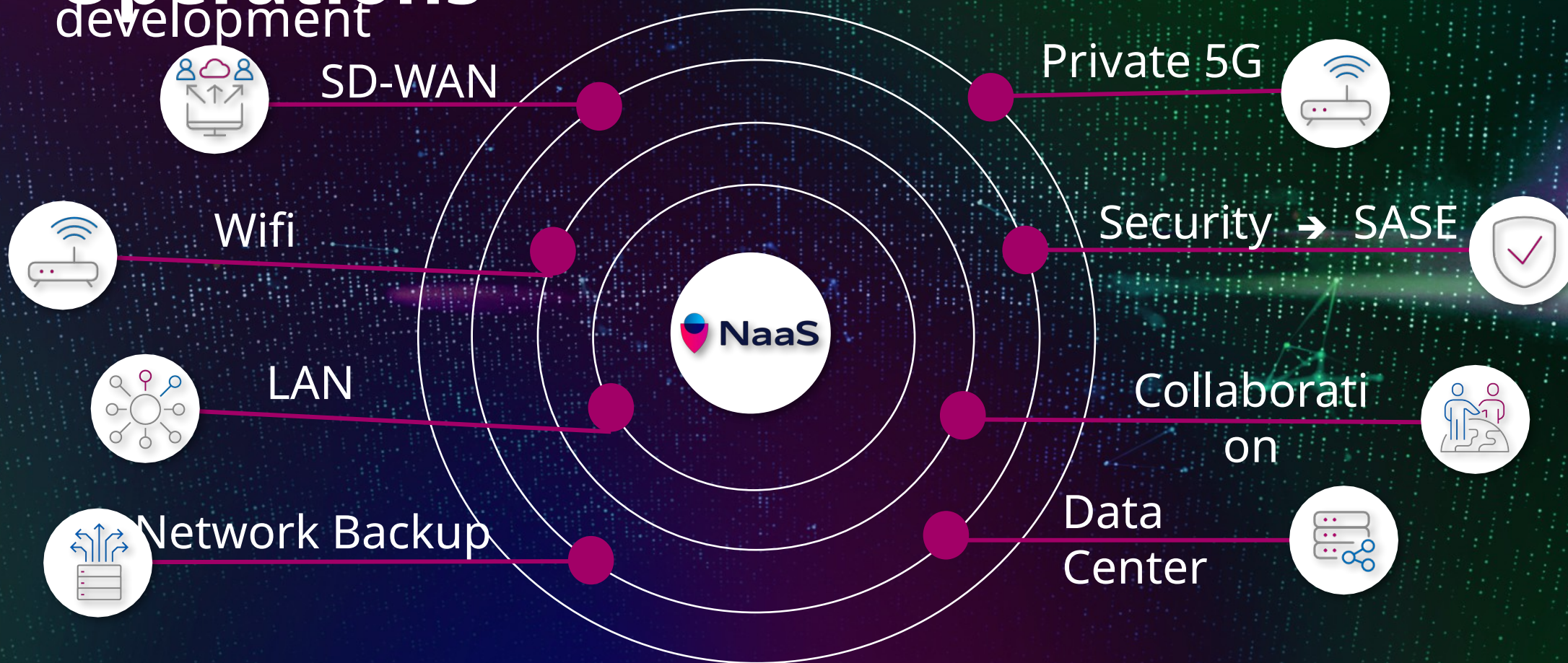
Michael Goppelt
Account Manager
Axians XaaS

Portfolio Axians



Technologies, Consulting, Support & Operations

for technologies and solution areas, continuous development



Axians Network as MY Service

From consulting to "as MY service" for enterprise & carrier customers

Axians develops, implements and operates ICT solutions in the enterprise and carrier sectors, among others.

Axians' portfolio covers all services, from analyzing, planning and delivering to the complete "as a service" operating concept.

- As a partner and service provider, Axians develops company-specific ICT designs that enable customers to master the digital transformation.
- The Axians 'as MY service' concept, brings a tailor made network solution based on a well approved standard service concept to the customers.
- With Axians as My Service gets the customer the opportunity to get rid of high investment cost and to get instead a plan able monthly fee.
- The Axians expert operations teams takes care for high level networks operation, with low outage and high professional operation.

NaaS - benefits for our customers

Well aprooved "Standard" solution with options for customization

No CAPEX, pure OPEX model

Pay-per-X model

No inhouse know-how / skill required

- High stability of the network
- High professional operations
- Protection of business-critical infrastructure and processes
- Focusing on own customer business model



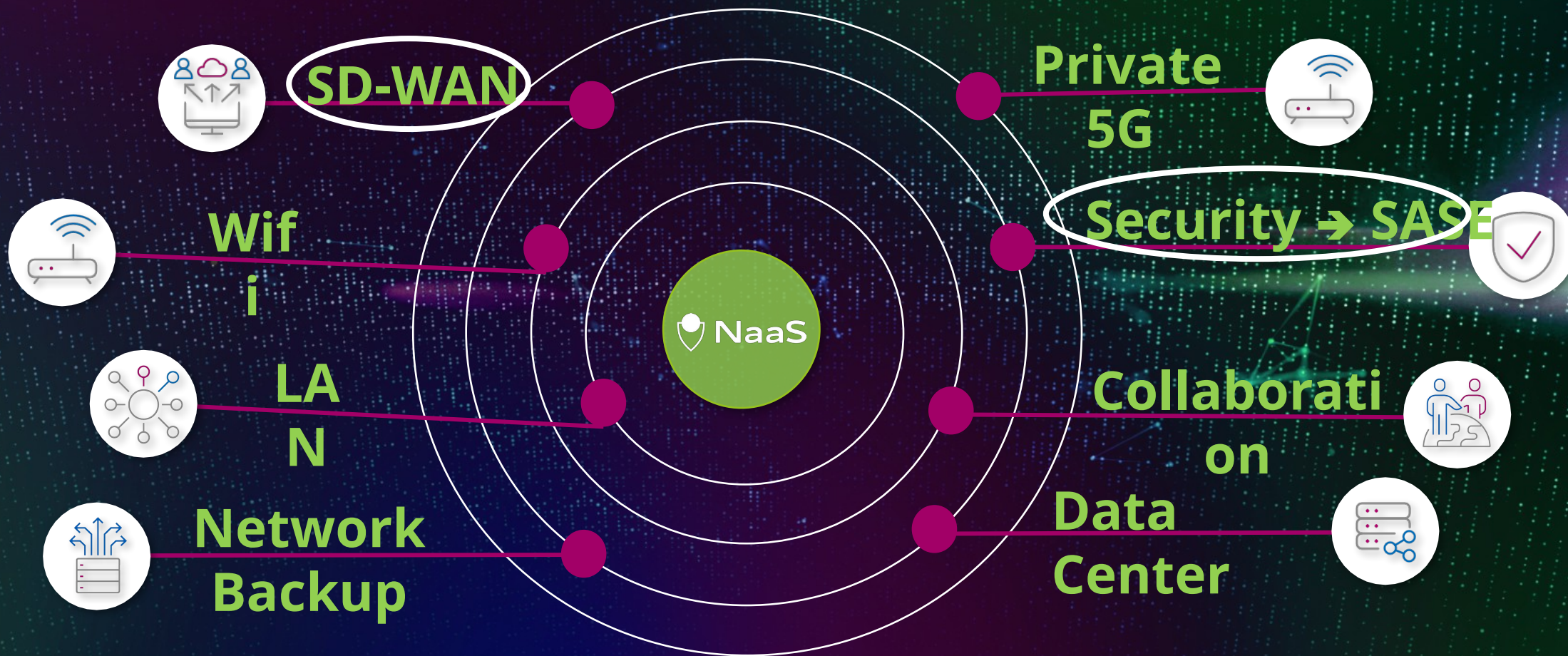
Network as **MY** Service

Our contribution

more security, higher availability

NaaS with a green heart

Axians solutions contribute to a greener environment



e.g. Solutions for SD-WAN - as the starting point



SD-WAN BASIC

A central platform

- + SD-WAN Basic Configuration
- + Basic firewall function
- + 1 SD-WAN profile (Active/Active WAN or Active/Passive WAN)
- + 24/7 managed service
- + on request: local breakout for Top5 Webapps



SD-WAN SECURE

A plus in safety

- + SD-WAN BASIC
- + 2 SD-WAN-Profile
- + IPS/IDS
- + DNS/ Antivirus /Content Filter
- + Policy Routing for 3 services
- + Performance Reporting



SD-WAN PRO

A plus in individuality

- + SD-WAN BASIC
- + SD-WAN SECURE
- + 3 SD-WAN-Profile
- + User/Group Based Policies
- + Policy Routing for 5 Services
- + Underlay Management
- + Performance Reporting Plus



SD-WAN ACCESS+

A plus in availability | 4G failover in conjunction with each device

e.g. Secure access and secure production in OT



SASE BASIC

The secure edge foundation

- + Connection SASE + SD-WAN
- + Basic-Firewall-Function InternetAccess
- + Basic-Firewall-Function SD-WAN
- + DNS-Filter
- + Intrusion Prevention System (IPS) / Intrusion Detection System (IDS)
- + Basic Application Filter
- + 24/7 Managed Service
- + 1 Endpoint Security Profile



SASE BASICPLUS

More edge security

- + SASE Basic
- + Group & User based policies
- + Antivirus/Content Filter
- + inline CASB
- + Data Loss Prevention (DLP)
- + 3 Endpoint Security Profiles



SASE ADVANCED

360° Edge-Security

- + SASE BASICPLUS
- + Offline CASB
- + Zero Trust Network Access (ZTNA)
- + 5 Endpoint Security Profiles



SASE combined with sensors & cameras for „green“ solution packages



Network as **MY** Service

Our contribution

Use Case ONE – **support Windpark operator**

Site Networking with SASE & more

Core requirement of wind farm operator → **PRODUCING GREEN ENERGY**

1 data center, 5 office locations, 100 Employees

700 wind turbines

Telemetry of wind farm → data center/ AI / data analytics

Data Center -> wind farm management

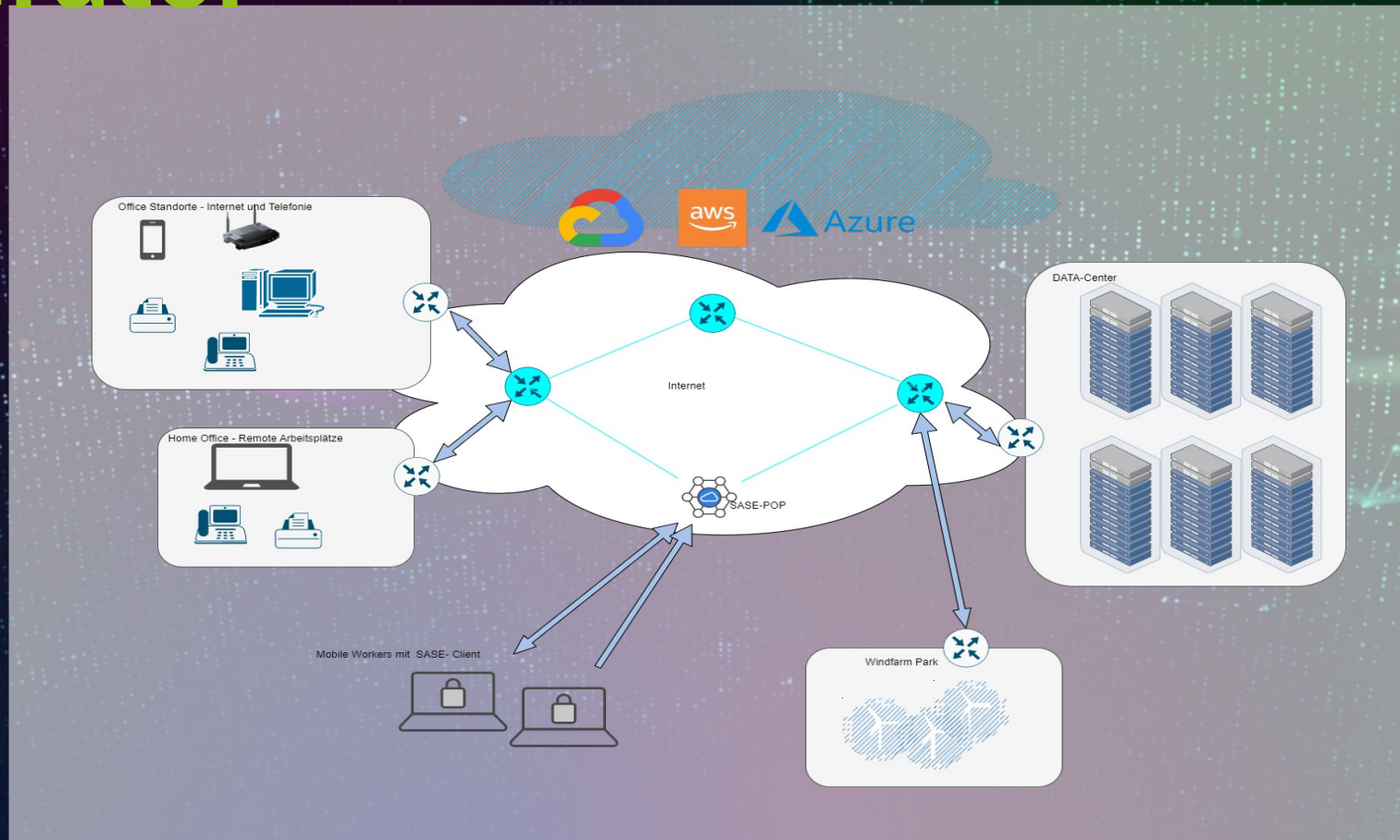
Remote and on prem users need secure access to DC-services

**Intelligent
network
monitoring/
management**

- ▶ **L3/L4 Security with Cisco SASE-Approach**
- ▶ **Sensors (humidity, noise, vibration, etc.) / refitting the turbines / gathering data / analytics / cameras**

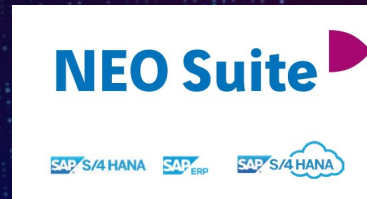


Axians Network Concept for a **Windpark Operator**



More Axians Solutions for e.g. **Windpark Operators**

- ▶ AI / Data Analytics
- ▶ Management Plattform
- ▶ Sensoric and more Solutions for resilient IT/OT environments
- ▶ Axians Neo Suite
- ▶ Integration of Splunk



Wind turbine operator



axians
NEO Suite

a new dimension of field service with Axians NEO Suite

- 5,000 service technicians and 100 plant maintainers use **NEO Mobile** to service wind mills, report hours and spare parts as well as checklists and count inventory in the van.
- utilizes **NEO Schedule** and **NEO Mobile** in 26 countries in Asia, Europe and America.



Network as **MY** Service

Our contribution

Use Case TWO – **support charging point operator**

Site Networking with SASE & more

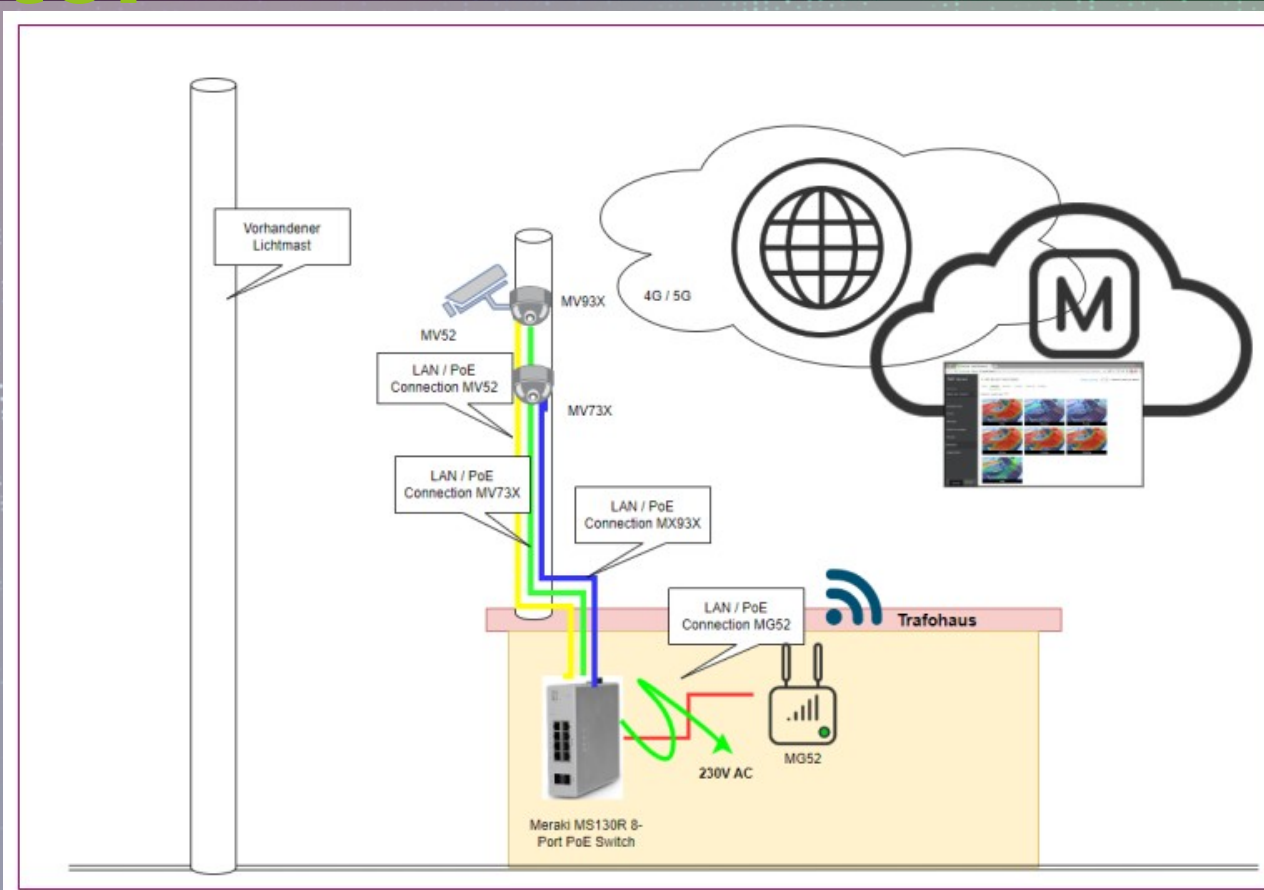
Core requirement of charging Point operator → **PRODUCING GREEN mobility**

- ▶ **6000 public charging points in Europe**
- ▶ Analyze the corresponding charging points with cameras
- ▶ Camera picture analyzes → data center/ AI / data analytics
- ▶ Detection of vehicles at the charging points that are parked at a free charging station but do not use the service to charge the vehicle.
- ▶ **L3/L4 Security with Cisco SASE-Approach**
- ▶ **Onsite installation and provisioning**
- ▶ **Expert Onsite Service**

**Intelligent
network
monitoring**



Axians Network Concept for a **Windpark Operator**



Axians Network Concept for a **E-Charging point operator**

- ▶ 6000 public charging points (Europe).
- ▶ Analyze the corresponding charging points with cameras.
- ▶ Detection of vehicles at the charging points that are parked at a free charging station but do not use the service to charge the vehicle.

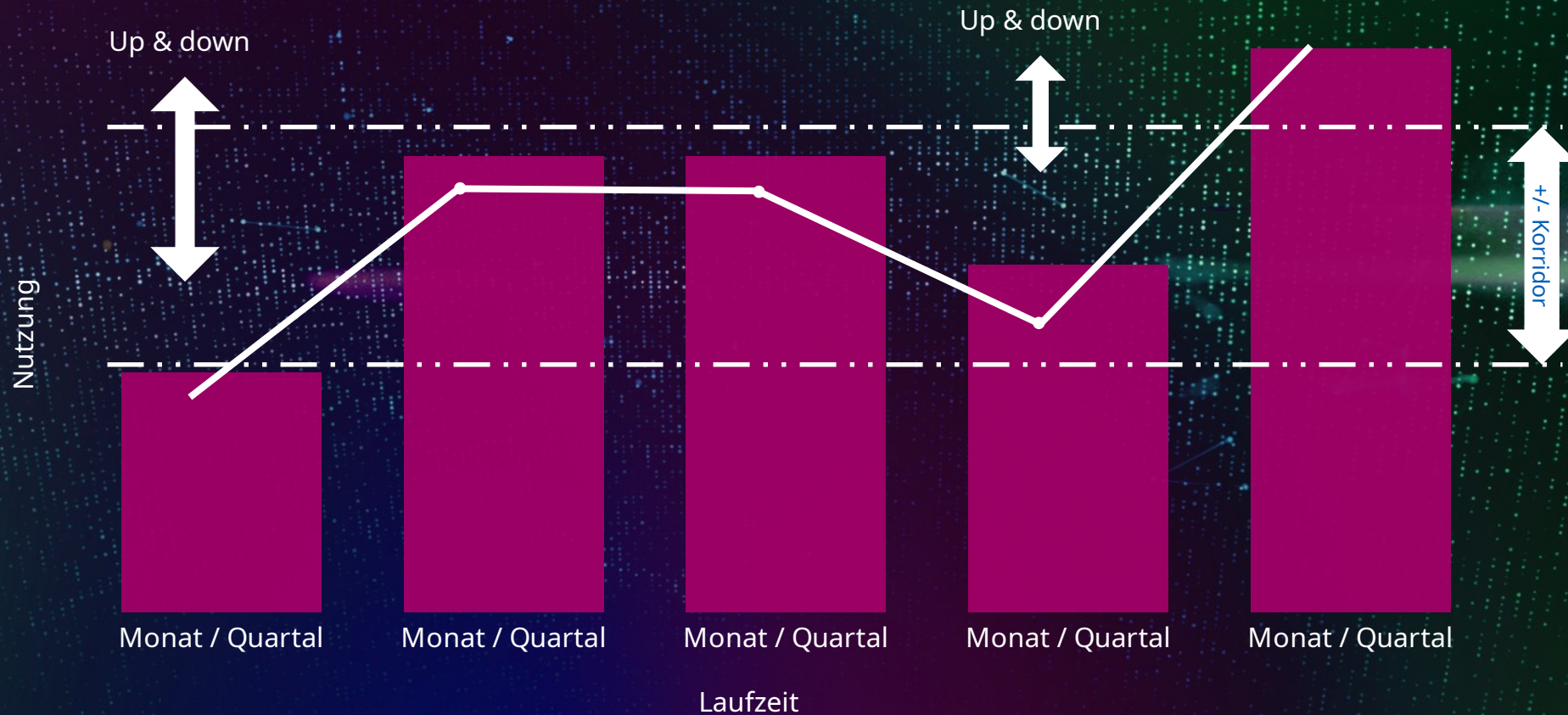




Network as **MY** Service

Axians Pay-per-X Model

Pay-per-X Modell / Up- & Down-Scaling



Individual standards

*, i.e. security solutions adapted to customer requirements,
both in technology and (managed) - service,
combined with in-depth Axians overall know-how;
these are critical factors for the best customer experience,
from endpoint to cloud*

covering IT & OT

that's Axians mission &

our contribution to a greener environment

„for a better and greener life“



Axians Germany

Thank you!