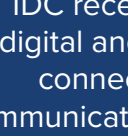
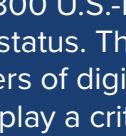


The Key Role of Partners in WAN Technology Transformation



Brandon Butler
Research Manager,
Enterprise Networks, IDC

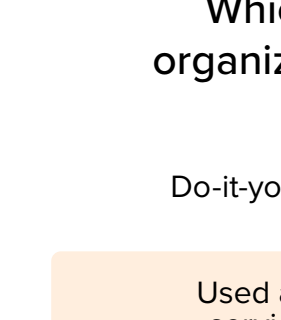


Ghassan Abdo
Research Vice President,
WW Telecom, Virtualization & CDN, IDC

ABOUT THIS INFOGRAPHIC

IDC recently surveyed more than 300 U.S.-based organizations to gauge their digital and network transformation status. The research shows that network and connectivity are powerful enablers of digital business transformation, and communication service providers can play a critical role in accelerating DX initiatives.

Fully Managed and Co-managed Are Prominent Deployment Models



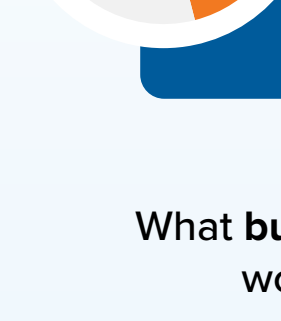
68% of enterprises prefer to fully outsource or co-manage network services with a service provider versus do-it-yourself.

Which **types of deployment model** did your organization use for its current network services?



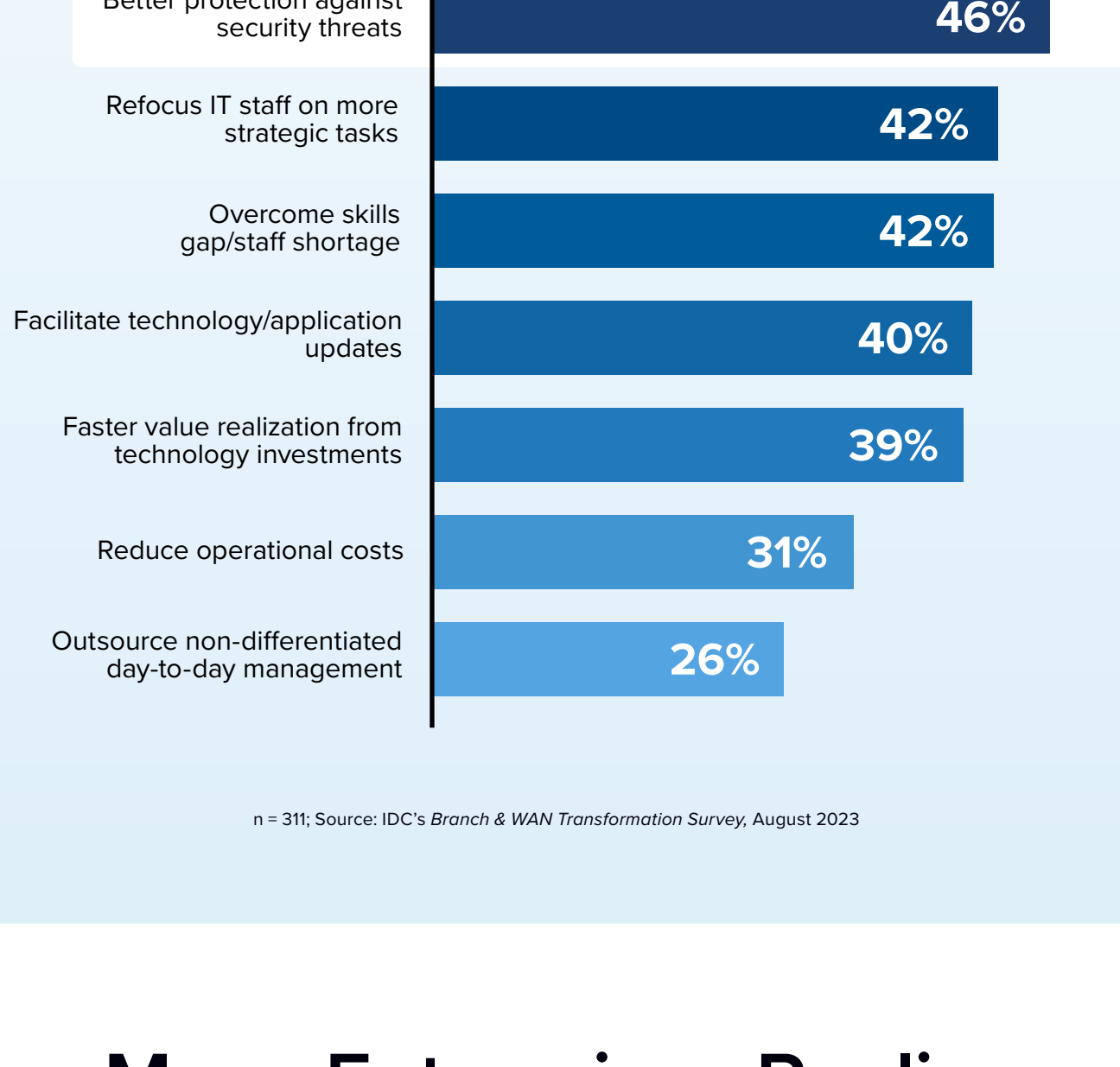
n = 311; Source: IDC's Branch & WAN Transformation Survey, August 2023

Top Benefits of Working with a Service Provider Partner



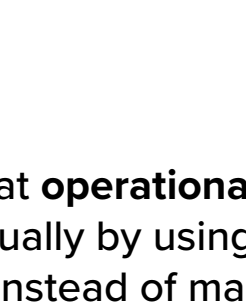
46% of enterprises value better **protection of security threats** as one of the top benefits of working with a service provider.

What **business and technology benefits** do you get working with a service provider partner?

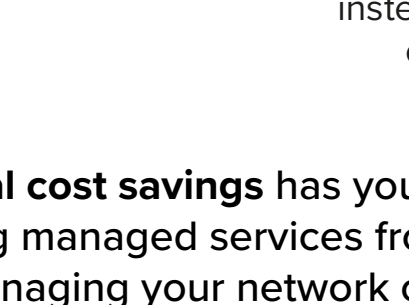


n = 311; Source: IDC's Branch & WAN Transformation Survey, August 2023

Many Enterprises Realize Material Cost Savings by Working with Service Providers

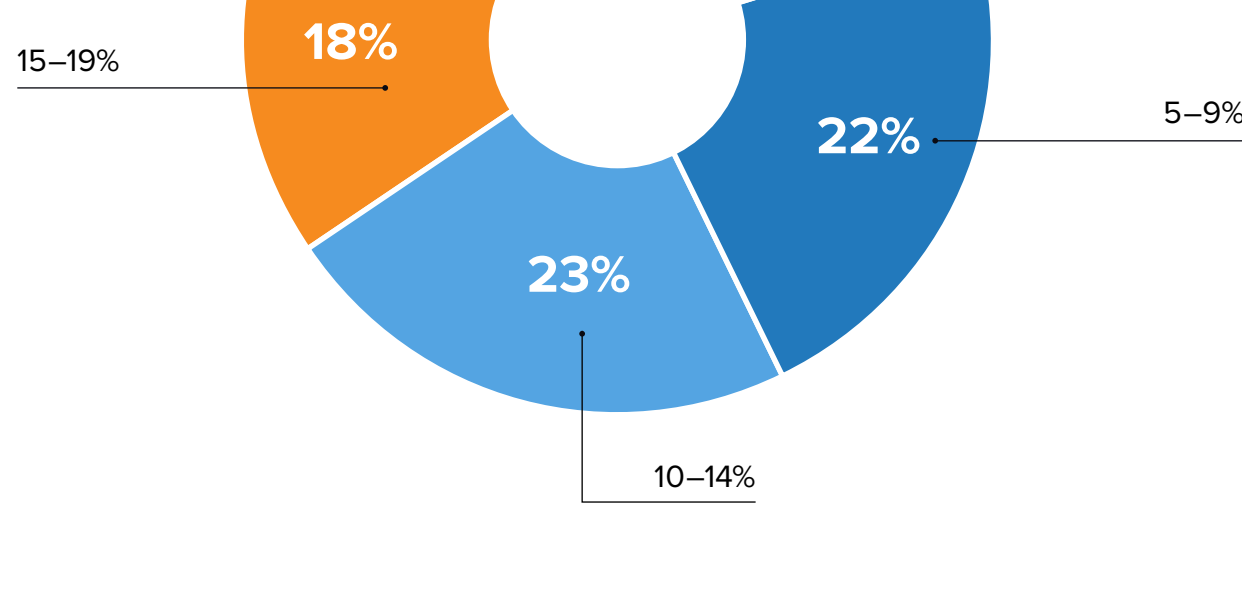


58% of businesses report annual savings



10% in excess of by working with a third-party service provider instead of managing network operations internally.

What **operational cost savings** has your organization achieved annually by using managed services from a third-party provider instead of managing your network operations internally?

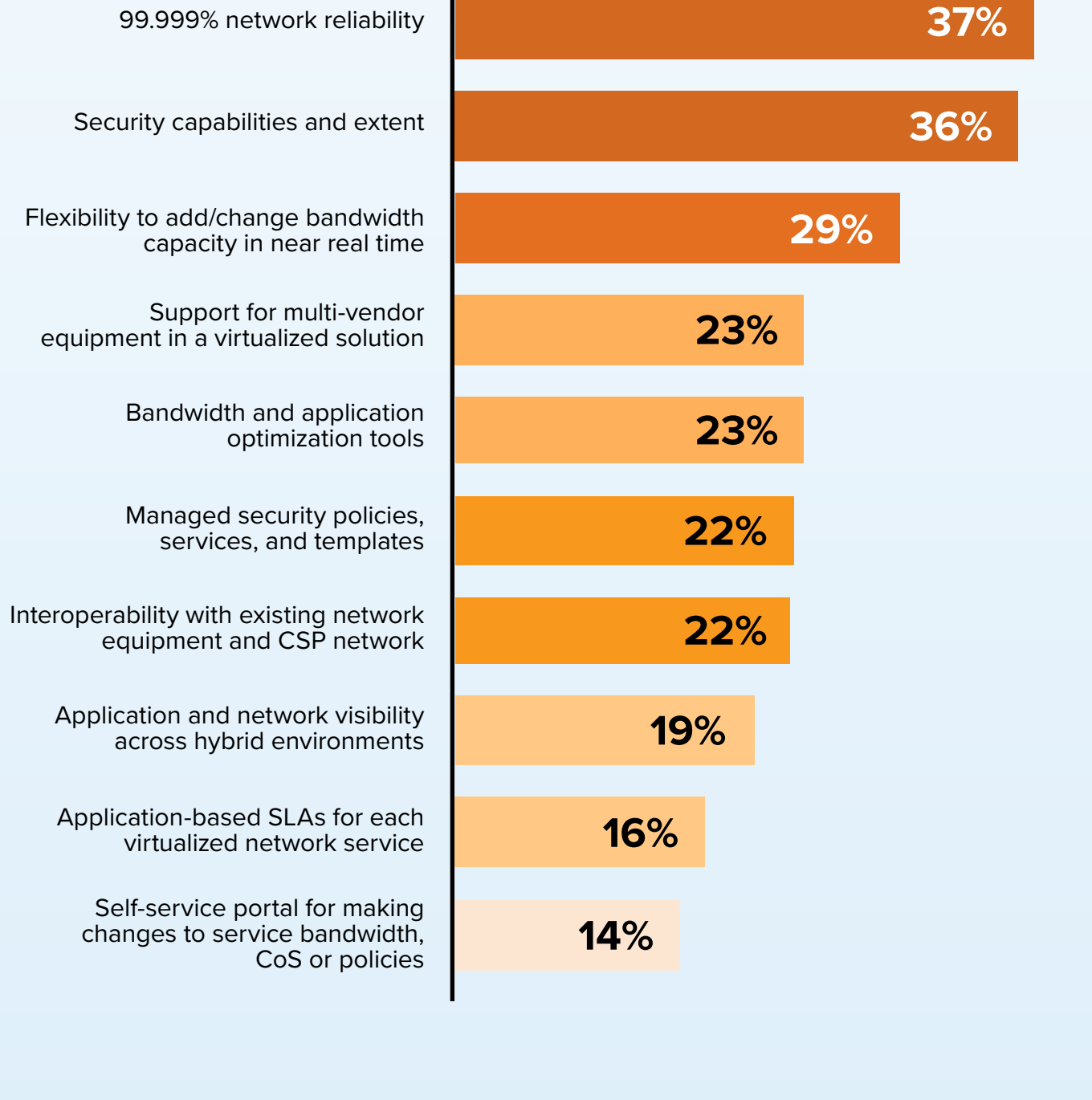


n = 311; Source: IDC's Branch & WAN Transformation Survey, August 2023

Enterprises Qualify Service Provider Partners Based on Stringent Criteria

Enterprises list **secure network connectivity and overall security capabilities** as the most important qualifications of a service partner.

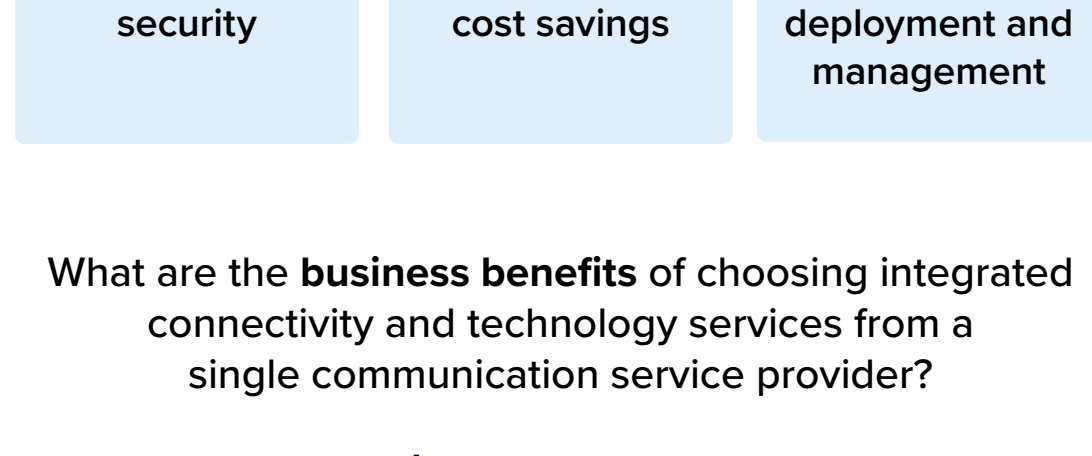
What **qualifications** are most important to you in a partner?



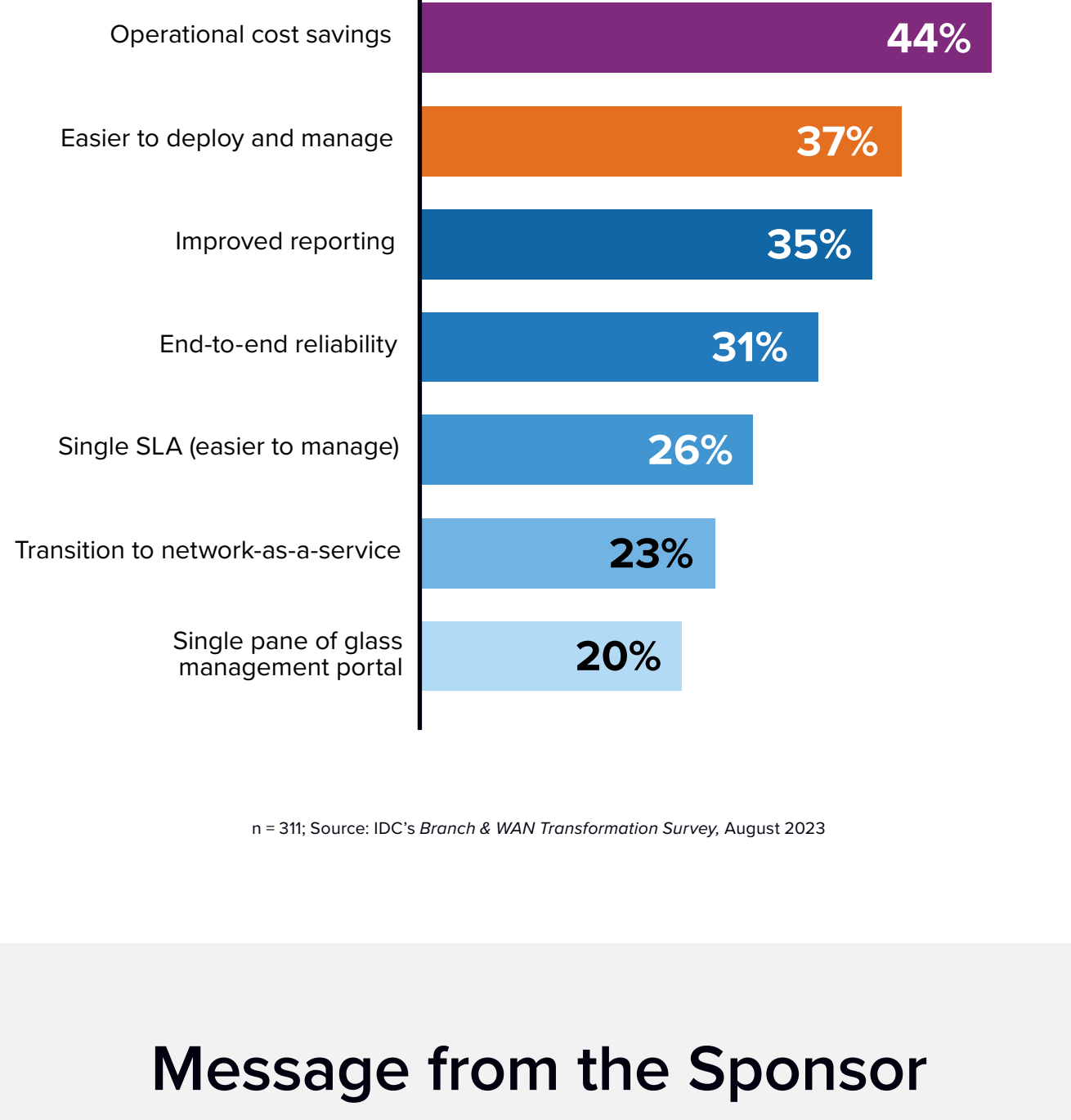
n = 311; Source: IDC's Branch & WAN Transformation Survey, August 2023

Outsourcing Network Transformation to a Service Provider Delivers Significant Benefits

The top benefits of choosing a single service provider include:



What are the **business benefits** of choosing integrated connectivity and technology services from a single communication service provider?



n = 311; Source: IDC's Branch & WAN Transformation Survey, August 2023

Message from the Sponsor

LUMEN®

Although every organization understands the need to transform their current network and security approach, where to begin and the impact of that decision can cause hesitation. They seek trusted advisors with experience to join them on their journey. Lumen provides a comprehensive view of the evolving landscape of change from the foundation network to the cloud applications where data and the frontline of cybersecurity resides. We combine deep layers of solution management with a flexible service adoption model to transform your business at your own pace.

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