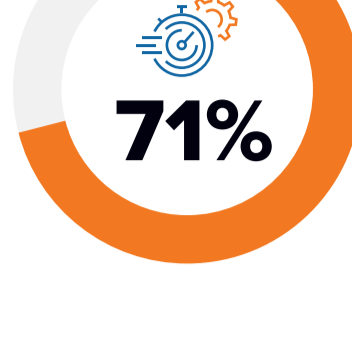


2023

Network as a Service: State of the Market



of respondents agree or strongly agree “as-a-service” consumption models offer better IT agility compared to traditional consumption models.

Source: IDC NaaS Survey, sponsored by HPE, Jan 2023, n = 255

Primary Factors Driving the Use of Enterprise NaaS

Technical
- faster access to new technology/alleviate skill gap challenges

Financial
- predictable costs, easier budgeting

Operational
- IT staff constraints/efficiency /metering and usage



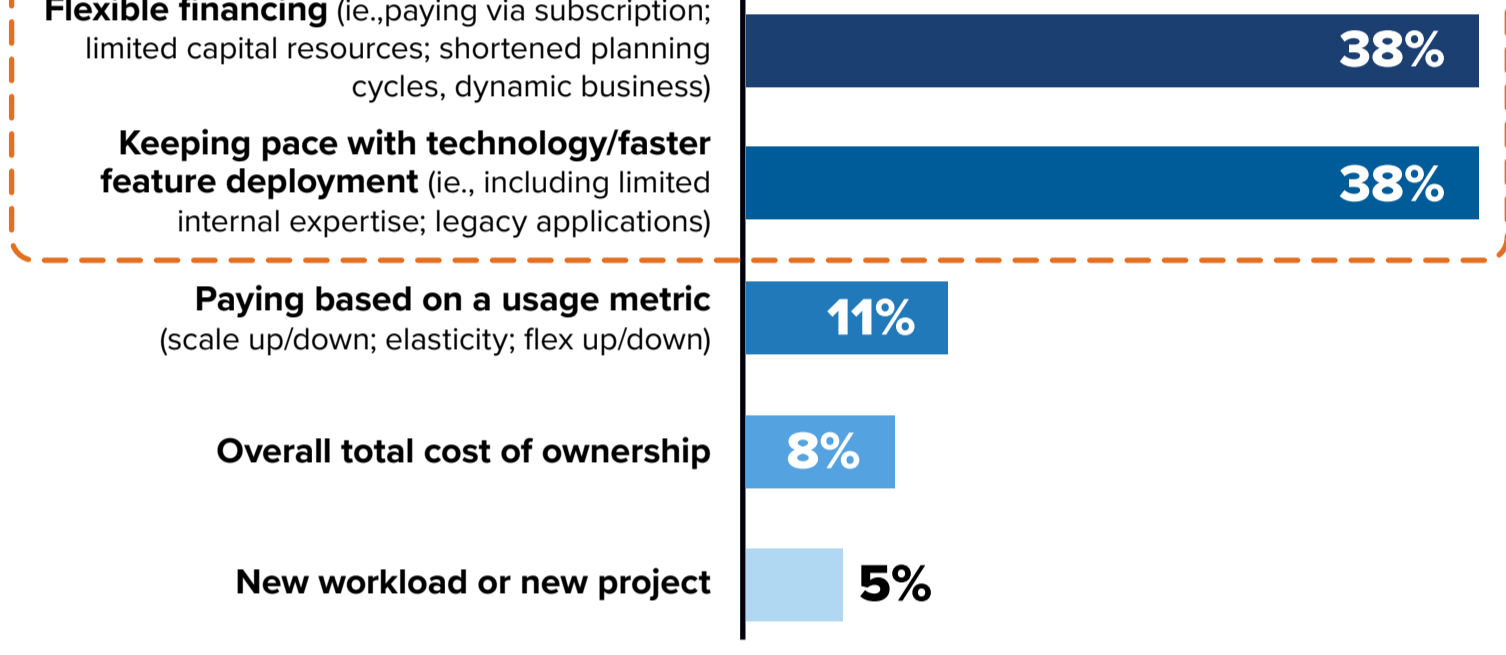
NaaS Outsourcing: 60-40 split of respondents that believe NaaS should include the complete outsourcing and management of the network to the NaaS provider.

Source: IDC NaaS Survey, sponsored by HPE, Jan 2023, n = 255

Leading Catalysts for Enterprise NaaS

Flexible financing dominates by almost 4:1 over paying based on a usage metric

(% of respondents)



Source: IDC NaaS Survey, sponsored by HPE, Jan 2023, n = 255



Flexible financing:
Paying via subscription with limited capital investment



Flexible consumption:
Paying based on usage i.e., the ability to flex up or down

As market awareness and use of NaaS increases, there is a new awareness of the advantages which are pivoting to financial flexibility instead of the ability to scale up or down.

Top Benefits of Flexible Financing

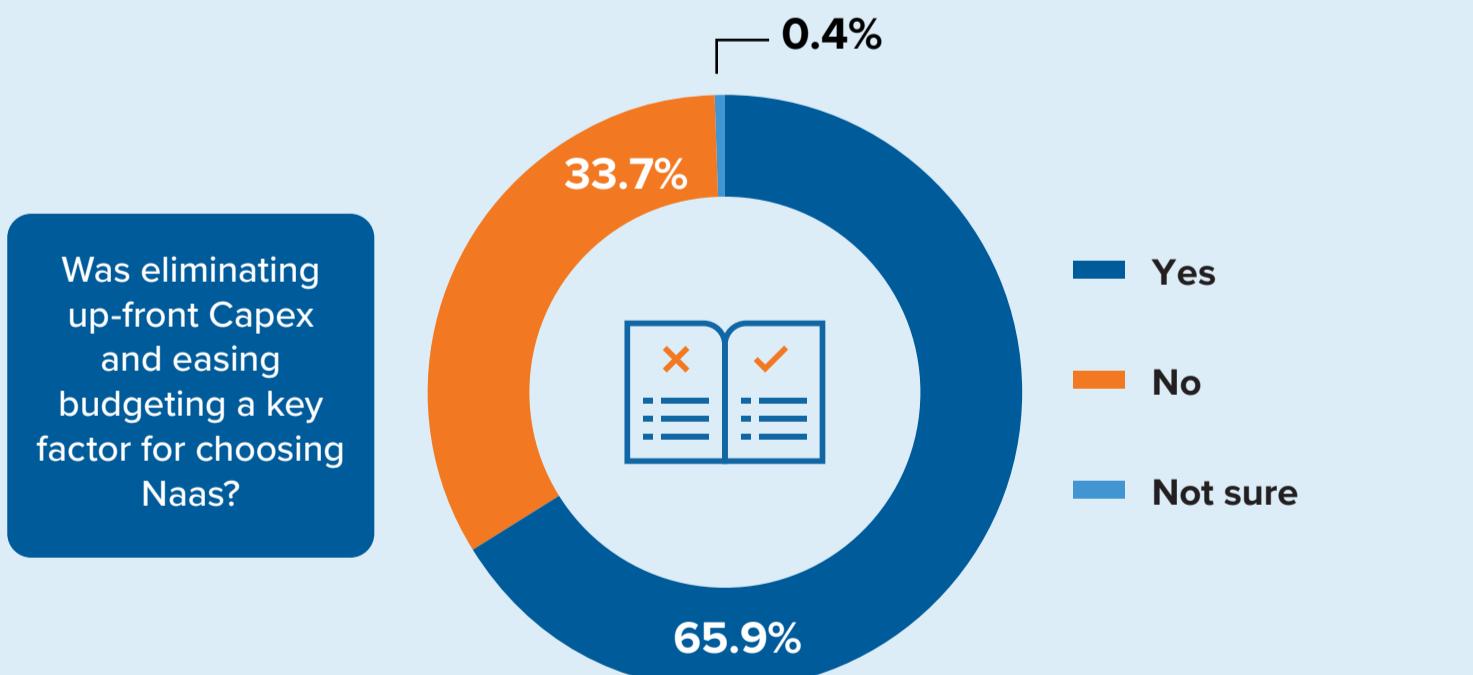
Ability to support a more dynamic business model

Reduced capital requirements

Faster planning cycles

66% agree that eliminating up-front Capex and easier network budgeting was a key factor for choosing enterprise NaaS

(% of respondents)

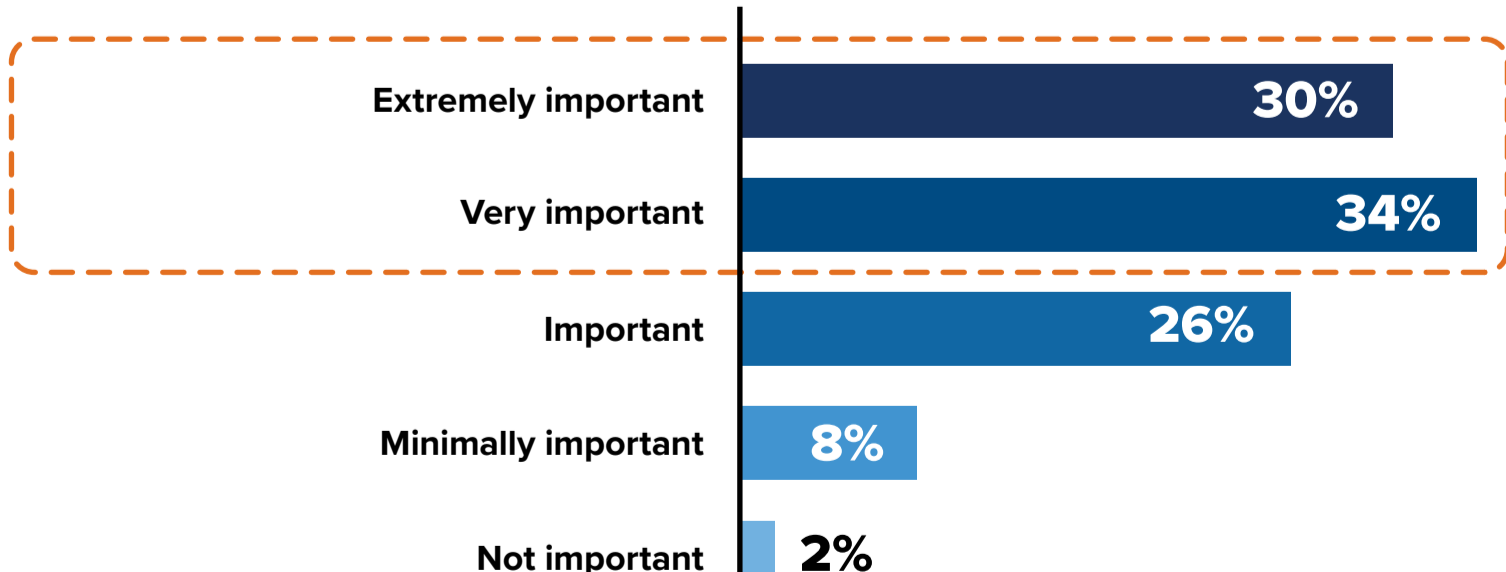


Was eliminating up-front Capex and easing budgeting a key factor for choosing NaaS?

Source: IDC NaaS Survey, sponsored by HPE, Jan 2023, n = 255

64% say the underlying CPE/hardware of an enterprise NaaS is very or extremely important

(% of respondents)



Source: IDC NaaS Survey, sponsored by HPE, Jan 2023, n = 255

Message from the Sponsor



Ready to start your NaaS journey?

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