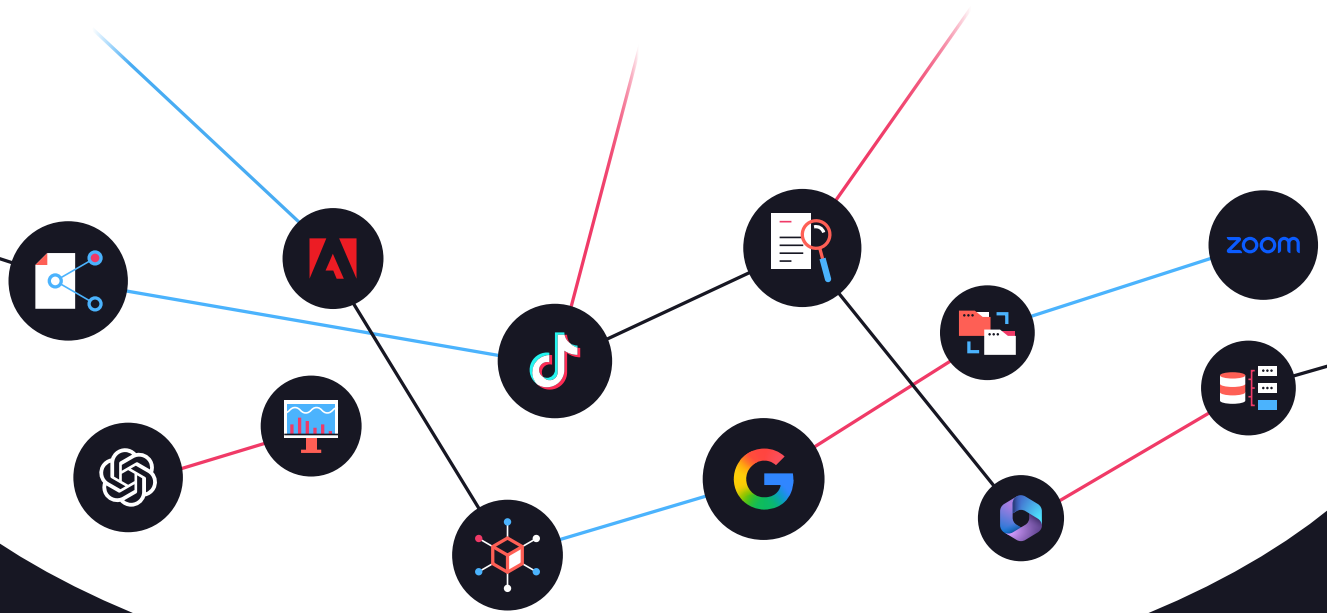




# Business Transformation Brief - NaaS for Service Providers



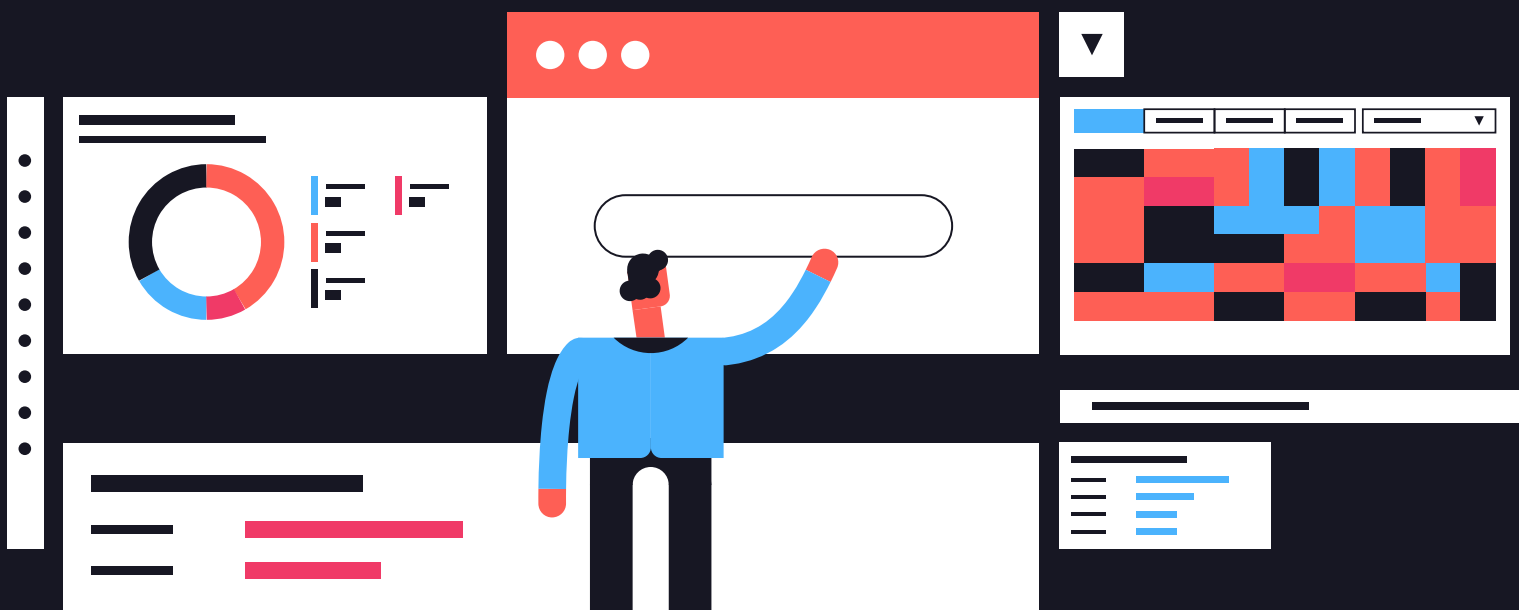
## Executive Summary

As enterprises accelerate toward AI-driven operations, service providers face increasing pressure to deliver networking solutions that can support the scale, speed, and dynamism of modern agentic systems. Traditional architectures are fragmented, infrastructure-heavy, and operationally complex, limiting the ability to rapidly introduce new services, scale efficiently, and meet evolving customer demands.

Graphiant's Network-as-a-Service (NaaS) introduces an AI-native networking model purpose-built for service providers: a unified, consumption-based platform that enables the delivery of secure, high-performance connectivity as a fully managed service. With a single service SKU, providers can offer integrated capabilities including Zero Trust access, multi and AI-cloud connectivity, security, and end-to-end visibility without the need to assemble or operate multiple products.

Powered by AI-native, agentic operations, Graphiant transforms service delivery by automating monitoring, optimization, and issue resolution. This allows providers to reduce operational overhead, minimize infrastructure requirements, and scale services efficiently while maintaining high performance and reliability. In turn, service providers can support enterprise customers running agentic workloads and distributed AI pipelines with the secure, low-latency connectivity these environments require.

The result is a platform that enables service providers to accelerate time-to-market, expand service portfolios, improve margins, and deliver differentiated NaaS offerings while simplifying operations and retaining full ownership of the customer relationship.



## Benefits



### **Deliver AI-Ready Services to Enterprise Customers**

Enable customers to run multi-agent deployments, distributed AI workloads, and real-time applications with secure highly adaptive connectivity.



### **Optimize Cost Structure with Consumption-Based Economics**

Align infrastructure and service costs to actual usage eliminating over-provisioning and enabling more predictable, scalable margins.



### **Increase Margins with a Provider-Led Service Model**

Deliver Graphiant as your own managed NaaS offering rather than reselling multiple vendor products, allowing you to capture more value, differentiate your services, and avoid margin erosion associated with multi-vendor resale models.



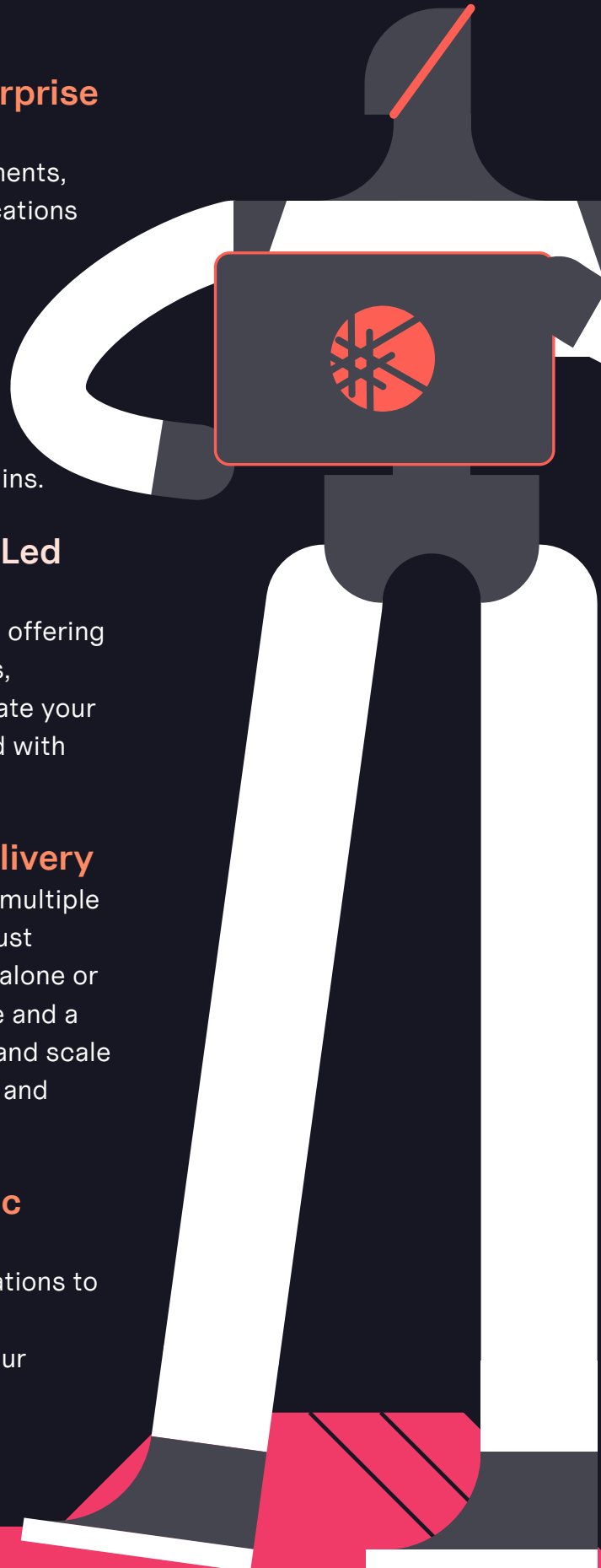
### **Simplify and Monetize Service Delivery**

Use a single, unified NaaS platform to deliver multiple services such as secure connectivity, Zero Trust access, and multi-cloud networking, as standalone or bundled offerings. With one Graphiant service and a consumption-based model, flexibly package and scale services while reducing operational overhead and accelerating time-to-market.



### **Automate Operations with Agentic Intelligence**

Leverage Graphiant's AI-driven, agentic operations to automate monitoring, optimization, and issue resolution reducing the operational cost of your service offering.



# Key Features

Graphiant NaaS delivers a comprehensive set of integrated capabilities designed to simplify the network while enabling AI-driven and agentic operations. Built as a single, unified service, these features provide the foundation for secure, high-performance, and intelligent connectivity all available in a single subscription.

**Agentic Infrastructure**  
An intelligent, self-operating network foundation that dynamically adapts to demand, policies, and real-time conditions enabling a more resilient and scalable AI-ready enterprise.

**Secure Branch Connectivity**  
Rapidly connect sites with consistent performance and built-in security, eliminating the need for complex, legacy networking architectures.

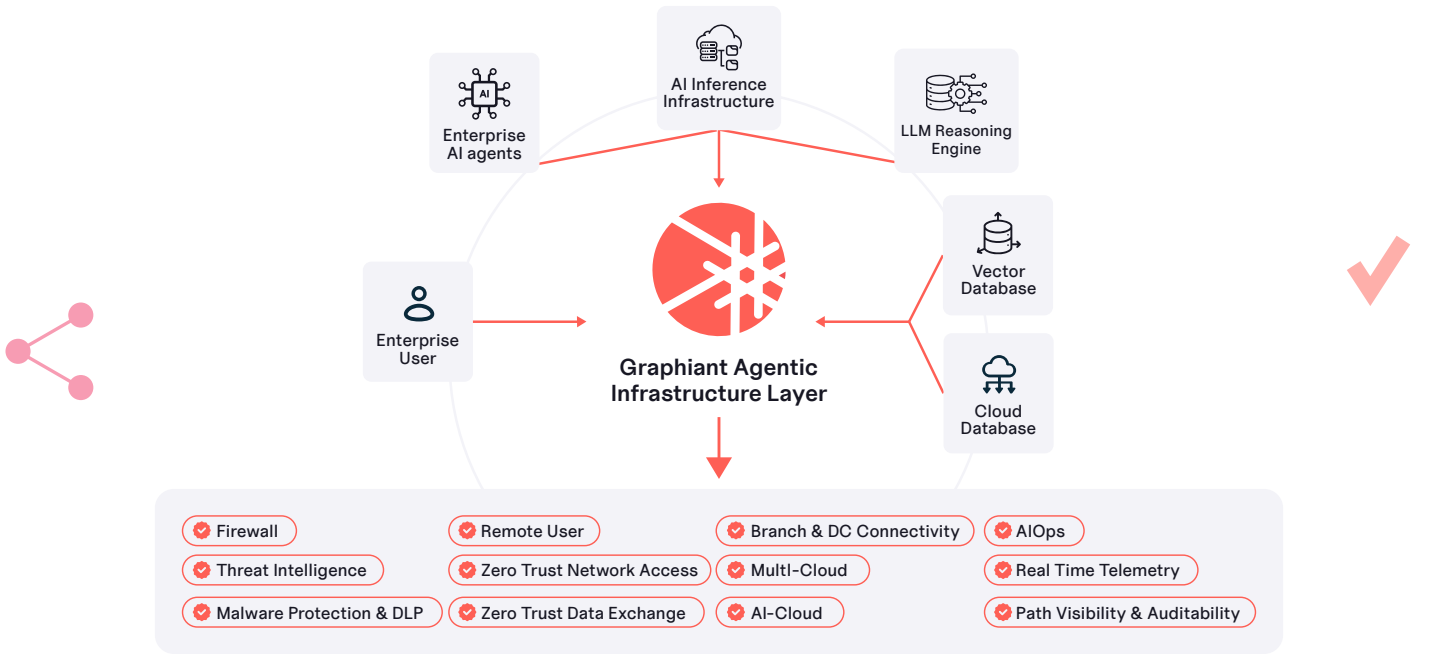
**Zero Trust & Remote User Access**  
Deliver secure, identity-based access for users anywhere, ensuring consistent policy enforcement across a distributed workforce.

**Multi-Cloud & AI Cloud Connectivity**  
Seamlessly connect to public cloud, private cloud, and emerging AI cloud environments with optimized, high-performance routing.

**Integrated Firewall & Threat Intelligence**  
Protect all traffic end-to-end with built-in security services, continuous threat detection, and unified policy enforcement.

**AI-Driven Monitoring & Agentic Operations**  
Gain real-time visibility with AI-powered insights and leverage autonomous operations to proactively detect, optimize, and resolve issues.

**Native Multi-Tenant Architecture**  
Deliver services to multiple customers on a single shared infrastructure, reducing costs while simplifying deployment and operations. With built-in multi-tenancy in both the network and management platform, providers can securely isolate, monitor, and manage each customer independently from a centralized system.



## Differentiators

Graphiant delivers a fundamentally different approach to Network-as-a-Service: moving beyond incremental improvements to redefine how enterprise networks are built, secured, and operated.



01

### Single SKU, Flexible Service Packaging

Purchase a single Graphiant NaaS service and flexibly package it into multiple offerings tailored to different customer needs. This enables providers to create differentiated bundles, simplify billing, and scale services without managing multiple products or licenses.

02

### Agentic, AI-Native Operations

Automate service delivery and lifecycle management with AI-driven agentic operations that reduce manual intervention, lower operational costs, and improve service consistency.

03

### Unified Platform, Not a Product Stack

Offer a fully integrated NaaS solution that combines networking, security, and visibility in one platform eliminating the need to integrate and operate multiple vendor technologies.

04

### Built-In Zero Trust Security

Provide integrated, identity-based security as part of every service, enabling differentiated offerings without adding separate security infrastructure or vendors.

05

### AI-Ready Service Foundation

Deliver next-generation services designed to support enterprise customers' AI and agentic workloads, including distributed processing, real-time decisions, and high-performance cloud connectivity.

05

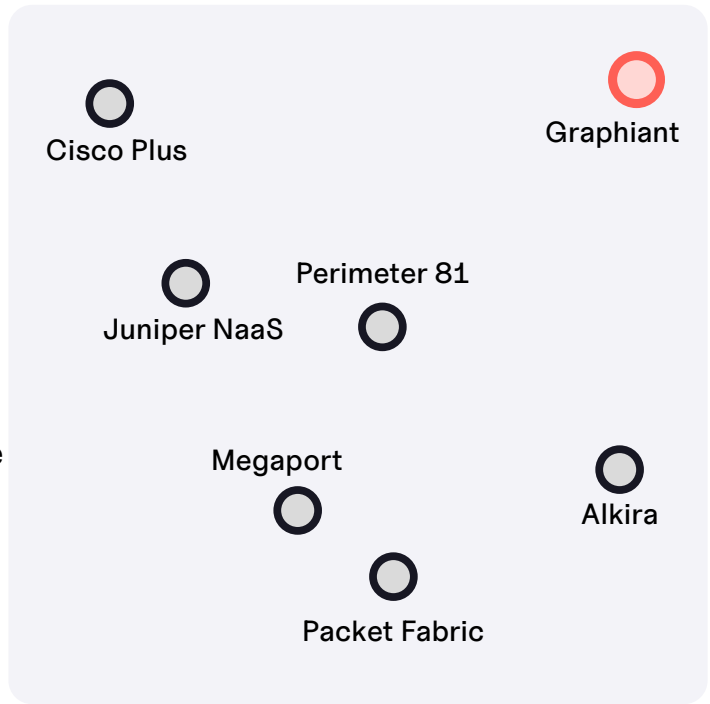
### Higher Margins Through Simplicity and Efficiency

Increase profitability by delivering services on a simplified, low-cost platform that reduces infrastructure, integration, and operational expenses. By avoiding multi-vendor complexity providers can capture greater margin compared to traditional resale or multi-product approaches.

# Graphiant vs Others

Graphiant delivers both a comprehensive feature set and high operational simplicity, unlike alternative solutions that typically trade one for the other

Feature Set ↑



← Simplicity →

Capability	Graphiant	Cisco	Fortinet	Palo Alto (Prisma)	Megaport	Alkira
<b>Service Delivery Model</b>	Unified platform - single service ✓	Multi-product portfolio ⊗	Multi-product portfolio ⊗	Security-led platform ⚠	Connectivity service ⊗	Cloud networking platform ⚠
<b>Margin Potential</b>	High (provider-led model) ✓	Lower (resale-heavy) ⊗	Medium ⚠	Medium ⚠	Medium ⚠	Medium ⚠
<b>Pricing Model</b>	Consumption -based ✓	Hardware and license based ⊗	Hardware and license based ⊗	Hardware and license based ⊗	Consumption -based ✓	Consumption -based ✓
<b>Time-to-Market for New Services</b>	Rapid ✓	Slow ⊗	Moderate ⚠	Moderate ⚠	Moderate ⚠	Moderate ⚠
<b>Operational Complexity</b>	Low (unified operations) ✓	High ⊗	High ⊗	High ⊗	Medium ⚠	Low ✓
<b>Integrated Service Offering (Network + Cloud + Security)</b>	Native integration ✓	Integrated via portfolio ⚠	Integrated via portfolio ⚠	Strong security, partial network ⚠	Not integrated ⊗	Not integrated ⊗
<b>AI / Agentic Operations</b>	Native, platform-wide ✓	Limited ⊗	Not present ⊗	Limited ⊗	Not present ⊗	Not present ⊗

# How To Get Started With



# graphiant

Learn more about the Graphiant  
Service Provider offering



## Learn More

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