

# Colt Product Innovation Radar

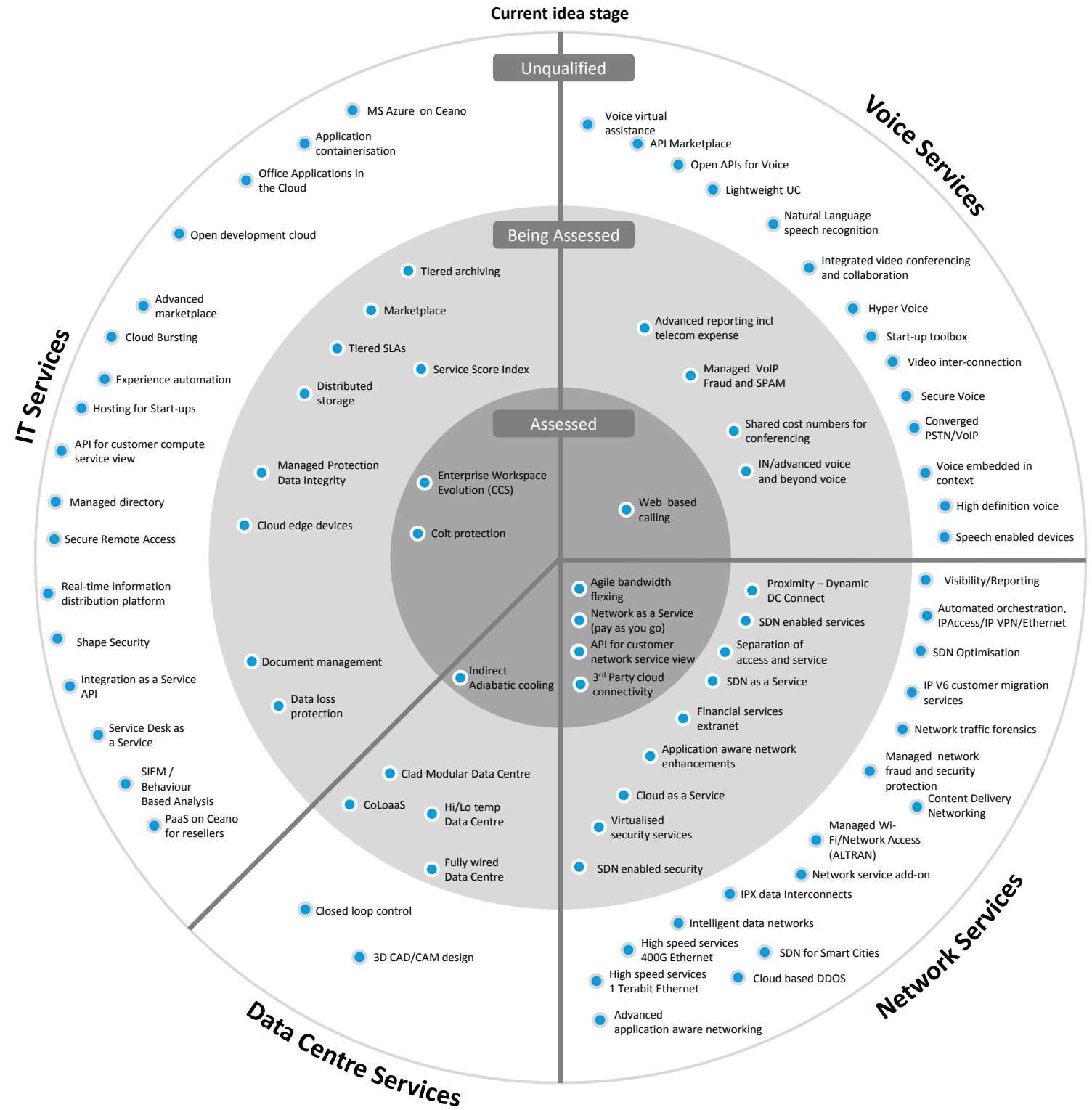
Maintained by the Innovation & Prototyping team

Focuses on ideas that generate new revenue, as opposed to operational, marketing or sales efficiency innovations.



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## Voice Services

Product idea	Description
Advanced reporting incl telecom expense	Portal based reporting of the usage and expense of Unified communications. Customer can manage their user experience and cost of service.
API Marketplace	An online market place for customers to buy standard API packages for interworking their existing solutions (like Exchange) with solutions purchased from Colt. Effectively standard integrations available for a fee or Free Of Charge (if it drives other revenues). Aimed at all channels to help simplify customers services and service integration.
Converged PSTN/VoIP	Common feature and charging between legacy voice and VoIP services. Enables customers to easier migrate from legacy PBX trunks to VoIP.
High definition voice	High quality voice calls Better quality voice conversations
Hyper Voice	Capability to link snippets of voice for sharing and linking to other part of a the voice recording or to other web pages. E.g. On a transcript of a speech, clicking a word would play that part of the voice recording.
IN/advanced voice and beyond voice	Using biometric technologies to authenticate customers or detect customers who provide deliberate inaccurate information. Also enables advanced voice recording/searching tools. Prevents fraud and provides better customer service for businesses.
Integrated video conferencing and collaboration	Enabling video conferences between room and end users that include full collaboration and video. Customers can reduce travel costs and time by doing more remotely.
Lightweight UC	A Unified Communications service that avoids client installation, has automated provisioning and minimal customer orchestration and on-boarding effort. Customers with minimal IT expertise can take advantage of Unified Communications without investing in specialists skills.
Managed VoIP fraud and SPAM	As more networks become IP based the fraud tools used on PSTN need to be enhanced and as Networks interconnect with defence against VoIP SPAM is required. Protects enterprise against fraudulent use of their network and avoids nuisance calls. Solution is likely to be a set of guidelines on what Colt already provides
Natural Language speech recognition	Natural Language speech recognition allows you to communicate virtually, in real time, by chat, web, app or by IVR. Areas of use can be question answer interaction, speech to text, text to speech, portable text summarisation, data mining, dialogue tagging and classification, intelligent tutoring solutions, etc. This is primarily being used for contact centres and in education.
Open APIs for Voice	Providing open APIs on our voice platform or infrastructure to enable 3rd parties, partners or customers to create services. This could enable the provision of longer tail niche services to Colt's customers from 3rd parties without the need for Colt to invest the development. Colt has an exceptionally strong infrastructure and this would open that infrastructure to 3rd parties to build voice solutions upon it, further driving usage of the Colt infrastructure.
Proactive Management (& ticketing) for VOIP Access/Carrier VOIP	Provide a Proactive management service for VOIP Access and Carrier VOIP Customer where, Customer Specific Trunks are monitored and in case of an failure a ticket is logged on behalf of the customer and information is sent proactively to the Customer. There is an increasing need for a Smart Solution which can monitor the SIP trunks and can be proactive in opening tickets on behalf of the Customer and inform them proactively about the issue/failure. This kind of Solution will enhance the Customer Satisfaction and would also address their need for Proactive management.
Secure Voice	Biometric identification using voice /speech recognition. Biometric voice identification focuses on analyzing who is speaking rather than on what is being spoken. Before access can be granted, an individual must train the system to recognize their voice characteristics (i.e., their voice print). Applications of voice print and biometric identification technology: Resetting Passwords , Processing Payments, Access Control , Time and Attendance systems, Border Management or Law Enforcement . <a href="http://www.voice-commands.com/510.htm">http://www.voice-commands.com/510.htm</a>
Shared cost numbers for conferencing	Voice conferencing that uses revenue shared national rate numbers (E.g. 0844). Reduces customer net cost through revenue share offsetting the service cost. Being considered for Small works process
Speech enabled devices	Speech-enabled devices/appliances, including handheld computers, promise to be everywhere in the near future - in the office, at home and on the road - enabling users to easily interact with people, to control consumer appliances and to access personal and public information. To be used effectively, these appliances will support speech interfaces to intelligent software agents that perform various types of searching and computational tasks on behalf of the user.
Start-up toolbox	Create a package of Colt technologies which are price competitive for start-up businesses, including web hosting, work applications (exchange, Lync, etc.), hosted voice, IVR, IN, etc.
Video inter-connection	Providing secure video calls and conferences with a quality SLA between enterprises that use different trusted communication service providers. Allows video calls and conferences between different customers who have different communication providers with guaranteed quality and security.

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## Voice Services cont'd

Product idea	Description
Voice embedded in context	The increasing amount of software and computational capabilities in voice endpoints, switches, and networks creates an opportunity for embedding advanced applications in voice communication paths. Particularly in an enterprise environment, such applications can alter the traditional behavior of voice communications from simply connecting two or more people to software-assisted connection establishment and enhanced on-call features. ( <a href="http://dl.acm.org/citation.cfm?id=1339259.1339295&amp;prelayout=flat">http://dl.acm.org/citation.cfm?id=1339259.1339295&amp;prelayout=flat</a> )
Voice virtual assistance	A voice virtual assistant can interact with customers communicating virtually, in real time, by chat, web, app or by IVR. Providing intelligent human-like interactions to answer questions, route calls, or help staff to find the right information.
Web based calling	Enables a button on a webpage which can be used to make or receive a call from the website provider. This could be implemented through intelligent networks, Service Broker or using WebRTC. It enables businesses to better engage with their customer access their website to improve customer service or increase revenue through sales engagement. WebRTC can also be used to enable inbound and outbound real time communications over a native browser without installing any client application or plugins.
Speech enabled devices	Speech-enabled devices/appliances, including handheld computers, promise to be everywhere in the near future - in the office, at home and on the road - enabling users to easily interact with people, to control consumer appliances and to access personal and public information. To be used effectively, these appliances will support speech interfaces to intelligent software agents that perform various types of searching and computational tasks on behalf of the user.

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Network Services	
Product idea	Description
3rd Party cloud connectivity	A Colt service that enables customer to connect privately to Amazon Web Services using DirectConnect and also to other cloud providers. It would delivered through an Ethernet connection and utilising virtual CPE for the customer and cloud provider end. Multiple customers could be serviced over one Ethernet service separated by VLANs and with an IP-VPN connecting virtual private clouds to each customer's network.
Advanced application aware networking	Accelerating and controlling the network including mobile devices based on priorities of the application and based on policies set by the customer. Better performance for critical applications on mobile devices
Agile bandwidth flexing	The speed of IP and Ethernet Services can be increased or decreased through a portal or API. Customers can cater for events that require additional demand for limited periods without paying for additional bandwidth that is not required for day to day use. Now part of SDN prototype
API for customer network service view	An API to the Colt OSS to allow customers to integrate Colt management data with the customer internal OSS. Customers can see network performance and faults on the same screen as their own network management tools.
Application aware network enhancements	Enhancing Colt's existing application aware networking to enable optimisation and accelerating of application data across the network. Better performance of mission critical applications especially where sites are remote or have limited bandwidth capacity. Includes Advanced Application aware network
Automated orchestration, IPAccess/IP VPN/Ethernet	End to end automation of orchestration and provisioning of IP and Ethernet services. Includes BSS and OSS environment. This will increase competitiveness of services due to shorter delivery times.
Cloud based DDOS	DDOS attacks recently are of such a scale reach to tens of Gbits/s of traffic trying to disrupt the target. Tradition DDOS appliance are becoming overwhelmed. Through virtualisation and cloud services the amount of inspections of application and network traffic is of near infinite scale so that it in terms of performance, it can offer protection to much high speed attacks.
Cloud as a Service	A Cloud and Network as a Service arbitrator that combines cloud brokering and Software defined networking. The service would allow customer to move compute workload between Colt data centres or even third part data centre and modifying the network at the same time. The service provides analytics of network and cloud performance to drive policy that ensure workload run where SLAs can be met at a minimum cost. Virtualised network function such as firewall or load balancers can be added or existing ones used.
Content Delivery Networking	<p>A Content Delivery network is a distributed system of servers across multiple data centre will the aim of providing end use with a consistent high performance and high availability. It does this by caching regularly used content as close to the end user as possible. The CDN provides value to the content owner by improving their user's experience and by offload traffic from the content owner infrastructure thereby reducing their cost</p> <p>A CDN operator is paid by content providers such as media companies and e-commerce vendors for delivering their content to their audience of end-users. The CDN pays ISPs, carriers, and network operators for hosting its servers in their data centers. For Colt it is possible to be competitive as we do not have to pay others.</p>
Financial services extranet	A neutral network for Financial Services industry across Europe for inter-connection and information delivery between different financial services providers. Enables the FS industry more efficiently deliver information and collaborate securely. This is being considered as a Use Case for Factory Programme
High Speed Services 400G Ethernet	An Internet study group is in the process of requesting approval for documentation that could lead to a global 400 Gbit/s per second Ethernet standard. There will be inevitable future 400G Ethernet projects. And the new 400G standard will aim for high-bandwidth interconnection between internet exchanges, cloud data centres, wireless infrastructure and video distribution infrastructure. Likely timeframe would be 2015-2020
High speed services 1 Terabit Ethernet	Terabit Ethernet or TbE describes a possible speed of Ethernet above 100 Gigabit Ethernet. Facebook and Google, among other companies, have expressed a need for Terabit Ethernet. It is possible that it is a step too far and that 400Gbit/s is more practical
Intelligent data networks	Convergence of virtualisation between cloud and network including, WAN Optimisation, CPE Technologies, Software-Defined Networking. Customers benefits from end to end application performance SLAs.
IP V6 customer migration services	Managed migration from IP V4 to IP V6 for customers Customer reduces complexity by outsourcing the complex migration
IPX data Interconnects	A standards based inter-networking protocol that allows for QoS and SLA between network providers. In future Mobile networks will inter-connect their data services such as SMS and MMS using IPX. Colt could reduce the number of inter-connects each mobile operators require.
Managed network fraud and security protection	Enhancement to proactive security management. Protect customers from intrusion and denial of services.
Managed Wi-Fi/Network Access	Aggregated authentication for access to Wi-Fi and corporate networks Allows automatic access to corporate Wi-Fi improving user experience and enhancing security.

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## Network Services cont'd

Product idea	Description
Network as a Service (pay as you go)	A pay as you go network service where customers buy network service as they require it. Cost reduction or customers. . Now part of SDN prototype
Network service add-on	Cost reduction for customers. Some customer wants all services on one network interface device (NID). When customers need to build new web service, appliance supply is slow e.g. load balancer, firewall. Some want physical firewall due to policy but want to pool them. Now part of SDN prototype
Network traffic forensics	A service that allows customer to monitor in depth what is entering their network, detect threats or analyse documents on the network. Customer controlled security
Proximity – Dynamic DC Connect	Customers have private large workloads. They need burst capacity in cloud data centres but they do not want a permanent connect expense or permanent burst compute, the customers want all of this on-demand. Dynamic (any DC) resource and network When more capacity is required or extra workload is manually provisioned and connected.
SDN as a Service	With maturity SDN (Software Defined Networking) technology such as Openflow will be used in data centres. Enterprises are looking benefit from it but do not have the expertise. Reducing costs for customers by managing SDN in their Colt hosted compute and storage estate.
SDN enabled security	Today security is a point solution with devices hooked together physically with no global security & compliance policy. SDN enabled security will provide real time compliance monitoring & reporting as well as the ability to configure/stand up virtualised security devices on the fly via a portal /API. Today this takes weeks to deliver, with SDN security solutions can be delivered in real-time. This would be enabled by NFV infrastructure
SDN enabled services	The SDN enabled services are the services either, offered by colt or by a third party that benefit from the use of typical SDN features like elastic bandwidth or on demand traffic prioritization. These services are considered additional services to a basic Colt network connectivity, and aims at providing things like for example migration network services, virtual WAN labs and elastic bandwidth for video conferences.
SDN for Smart Cities	Smart Cities technologies and services are being investigated and rolled out across major cities in Europe with significant investment. Colt have good coverage in major cities and could partner with the major companies investing in smart cities. Examples include HP, IBM, Cisco. Another example is Aeris Communications who already have global agreements to deliver the necessary mobile communications. This is a general idea direction for investigation
SDN Optimisation	Customers want to have more control over how their traffic uses our network. Colt want to be able to direct/route traffic optimally/sub optimally based on policy. This would be achieved by using SDN to control how traffic flows in Colt's Network and SDN identified traffic, based on Colt/Customer defined parameters and an appropriate routine/queue policy. Benefit to customer: Optimised network service, speed of optimisation delivery, visible/in control
Separation of access and service	The ability to add any service to any access method. Enables services to be sold to customers regardless of access, on-net or off-net, IP or Ethernet. Candidate for Factory Programme
Virtualised security services	Security services that are normally delivered using an appliance (E.g. firewall will be virtualised and run on suitable compute platform that have high I/O capacity. The customer would be able to select and purchase the server through an Application store. Now being progressed in conjunction with SDN prototype
Visibility/ Reporting	Today there is limited network service reporting capability and near zero visibility capability made available to customers. Customers want up to date/on demand, granular visibility of their services in order to make accurate business decisions as well as proactive notification of faults and their resolution. Currently reporting is done too late, the report is static/not on demand with historic/limited use data. On demand reporting capability should also be enabled internally within Colt to benefit the sales teams. This would be deliver through and portal and API to customers

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IT Services	
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Advanced marketplace	Enhancing market place concept to allow enterprise customers to place their proprietary application marketplace intuitive in the marketplace for sale to others. Allows larger enterprise to offset the cost of proprietary applications by selling to other enterprises.
API for customer compute service view	An API to the Colt compute OSS to allow customers to integrate Colt management data with the customer internal OSS. Customers can see performance and make changes on the same screen as their own network management tools.
Application containerisation	Provide customers with the ability to automate the deployment of any workload via portable containers that package applications in standard payloads, ensuring apps will run consistently on any environment and infrastructure. This will provide customers with an optimised way of deploying and scaling web apps, databases and backend services..
Cloud broker	A cloud services broker (CSB), also can be called cloud aggregation services, makes it easier for enterprises to consume and maintain cloud services across multiple providers. Allows a customer to reduce cost by using commodity services some compute services of lower importance and SLA based services for mission critical application
Cloud Bursting	Customers want to run applications in their private data centre for normal operation, but want to have the capability to leverage external compute capacity to deal with sudden spikes in demand, without having data residing on such external providers. A cloud bursting capability would allow customers to automatically consume compute capacity to run segments of their workloads without the need to replicate applications or databases to an external provider.
Cloud edge devices	Ability to securely extend the enterprise to the Cloud and vice versa Allows customers to control thin client, virtual machines, SaaS applications, PaaS capabilities, etc., securely across owned infrastructure and cloud infrastructure.
Colt protection	A service bundle allowing a customer to select a bundle of security services. E.g. Firewall + distributed denial of service + anti virus or any combination of security services
Data loss protection	Service that checks all email and messaged documents for security classification to avoid sensitive data loss exiting the enterprise systems. Provides additional security for enterprise and protects against data protection penalties. A guide for what to do is being prepared
Distributed storage	Managed storage distributed for proximity to users but mirrored to a resilient master store. This provides for more economically storage and better performance through proximity to customer.
Document management	Service that provides cloud based document management for collaboration, sharing and document control. Allows for external as well as internal collaboration saving upfront cost of deploying document management such as SharePoint. Being considered part of Enterprise Social Network. Now includes managed SharePoint
Enterprise Workspace Evolution (CCS)	<i>Formerly known as Enterprise Desktop of the Future</i> The future access to applications hosted in the Cloud and accessed from any device. The users' desktop presentation is dynamically adjusted to suit the devices used and application data is streamed to the device. User experience is improved and operations simplified. Cost model completed, CCS undertaking technical evaluation.
Experience automation	Improvement in customer experience during design, price, deliver, license, bill, manage and up sell cloud solutions. Improves experience for customers and increases their consumption of services.
Hosting for Start-ups	Similar to Rackspace for Startups and AWS Activate – being able to offer low cost or free hosting to the startup community. This ties in with I&P teams work around the innovation ecosystem. We could be very specific around the companies that apply for a Colt programme (even running a competition). The benefit to Colt is in gaining visibility of, and being close to, companies of interest that are innovating in areas of interest to us. <a href="http://www.rackspace.co.uk/startup">http://www.rackspace.co.uk/startup</a> and <a href="http://aws.amazon.com/activate">http://aws.amazon.com/activate</a>
Integration as a Service API	Automation and API that allows Colt to provide integration service to customers utilising cloud services. Customers reduce costs in developing and rolling out new applications.
Managed directory	Management of customer directory (e.g. (Active Directory) providing the infrastructure for active directory but allowing customers to manage the users and policies. Cost reduction for customers by taking away complexity of AD but allow control of users.
Managed protection Data integrity	Managing the integrity, security and authenticity of data for customers Reduces the cost of complying with data protection and financial regulations.

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## IT Services cont'd

Product idea	Description
Marketplace	Colt infrastructure and platform that enables resellers to build service portfolios from services on the marketplace Reduce cost for resellers in developing their service portfolio.
MS Azure on Ceano	Offer MS Azure to resellers which is hosted at Colt. This is a general idea that needs formulation and detail.
Office Applications in the Cloud	Having Office 365 or equivalent in the cloud as part of Ceano portal. While not in itself highly valuable it would lead to other services such as Azure, cloud storage and back-up.
Open development cloud	On demand cloud based compute for development that allows developers access to cloud capacity without commitment beyond development cycle. Reduces customer cost and commitment to cloud services for development.
PaaS on Ceano for resellers	A service providing all networks, servers, storage, and other services such as operating system, development environments such as .NET to enable customer to develop their own applications. Investigation may find this is similar to Open development cloud but could be more.
Real-time information distribution platform	A IaaS platform that delivers real-time information to enterprises, applications and mobile Apps. This could be financial data, enterprise application data, gaming data or gambling data. All data that is static is cached and real-time data is accelerated. APIs and SDKs are available for application developers to use the platform.
Secure Remote Access	Security solution for remote access to corporate resources that not only incorporates a VPN or secure channel and 2 Factor Authentication, but that also provides an isolated environment for the client machine such as a secure bootable OS or web browser to prevent man-in-the-middle attacks.
Service Desk as a Service	A managed IT service that enables a customer to have a helpdesk with Colt providing all the telephony and IT services required to run a help desk; on a subscription based basis.
Service Score Index	Provide customers with a managed analytical platform for scoring index based on an internally developed proposition for a Colt Service Score Index. This platform would be able to gather information from different types of sources, i.e. operations logs, sales, customer feedback, support, etc. and do predictive analytics to upsell services to our customers.
Shape Security	A new VC-backed security start-up focused on prevent web-based (particularly automated) attacks. Shape have a phenomenal team of founders, engineers and investors and have been referred to as 'the next fireeye' in terms of the teams potential. For existing Managed IT/Web Hosting customers. The appliance operates alongside an existing load balancer which redirects traffic to the shape shifter. Shape haven't tested a provider-type model yet, though are looking to develop multi-tenant appliances as well as a virtual appliance.
SIEM / Behaviour Based Analysis	A large topic area – security information and event management continues to provide value insight from a security perspective, though is arguably being superseded by behaviour-based analysis (both leverage 'big data' to some extent). Companies such as Silver Tail (acquired by RSA) lead in the behaviour-based analysis space – making decisions based on behavioural patterns rather than signatures. For managed IT and network customers, this would be a managed offering operationally supported by the SOC.
Tiered archiving	An online active archiving service solution for customer leveraging different storage platforms to optimise performance and cost
Tiered SLAs	A managed service with different tiers of service. E.g. from simple support desk and next day response to proactive support and 4 hour time to fix. Or from no on-line reporting to detailed on-line reporting

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## Data Centre Services

Product idea	Description
3D CAD/CAM design	Data centre design on 3D computer aided design and manufacturing which would reduce cost for Colt but would also allow potential customer to visualise and add input on the design
Clad Modular Data Centre	The existing modular data centre product is designed to fit into a warehouse type building, either existing or purpose built. The clad version will effectively allow us to deliver a weatherproof product with power systems delivered in containers. The key benefits are: <ul style="list-style-type: none"><li>- Reduced material costs for cladding versus building a new warehouse.</li><li>- Shorter delivery programme for greenfield sites versus warehouse build.</li><li>- Containerised power solution allows more installation and testing to be completed in factory and further reducing deployment time and costs.</li></ul>
Closed loop control	A data centre with accurate temperature control where rather than just have cold air entering the data centre the temperature at the rack is measured and fed back to add more or less cooling. This would provide energy cost saving for the customer.
CoLoaaS	An offer for Co-location as a Service billed on a subscription basis.
Fully wired Data Centre	A Data centre that is delivered fully wired for network (LAN) and only requires the customer to add servers to be operational.
Indirect adiabatic cooling	Indirect adiabatic cooling: Although not a new technology increased energy costs are driving manufacture development resulting in more efficient products being launched to the market. The improved efficiency is achieved by using water to adiabatically cool ambient air as part of the overall cooling system. Key benefits: <ul style="list-style-type: none"><li>- Improved modular data centre power usage effectiveness (PUE), the data centre metric for efficiency).</li><li>- Reduced mechanical and electrical infrastructure costs.</li></ul>
Hi/Lo temp Data Centre	Data centre suit to extreme environment of temperature E.g. operation up to 50 DEG or down to -50 DEG



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### Voice Services

Product idea	Description	Status
Contact Centre as a Service	The delivery of a cloud based solution for call centre communications. Cost reduction of contact centre technology enabling saving for large enterprises and giving smaller enterprise access to features they could not build themselves.	Progressed
Commodity compute and storage	Low cost compute and storage Lower cost for small enterprises using cloud services where SLAs are not critical Progressed as part of Hardware V2 development	Progressed
Dual line mobile	A second line on a mobile device that can be the employees personal number which would get billed to the enterprise on separately . Stopped as part of mobility programme cancellation	Stopped
Email disaster recovery and Archiving	Email management as a single cloud service in the cloud that reduces cost s for email storage , ensuring email availability, email security, archiving, disaster recovery and email compliance, while providing services to help you get more from your email. Solution being considered for small works programme	Progressed
Face2Face Video as a Service	Network based open video conference bridging service across rooms, user devices and between different enterprises. Reduces cost of video conferencing and enables video conferences outside of a particular enterprise.	Stopped
Federated UC	Provides Unified Communications beyond the customer internal use. E.g. IM between internal users and external users. Promotes better communications with suppliers, customers and partners. Stopped as part of mobility programme cancellation	Stopped
FMC	The customer receives a Colt branded SIM card which enables users to have a single number for fixed and mobile calls. Incoming calls ring fixed and mobile phone. Fixed calls on a desk phone can be switched over to a mobile if the user want to leave their desk. Also includes instant messaging. Stopped as part of mobility programme cancellation	Stopped
Global Wi-Fi Access	A global Wi-Fi capability where a user could connect to Wi-Fi across the world and be automatically authenticated and connected to their home networks. Stopped as part of mobility programme cancellation	Stopped
MDEAM (incl' Dual Persona)	Management of customer mobile devices and the security and integrity of the data on them allowing deletion of data if the device is lost or stolen. This also includes mobile enterprise application platforms (MEAP). A single smartphone can simultaneously act as a personal phone and a business phone Allows customers to securely use business applications and call plans on BYOD devices or allow personal use for employees on business provided devices.	Stopped
Mobile least cost routing and single number reach	Transparently routes calls for Colt mobile customers over the lower cost colt fixed network wherever possible and enables users to have a single number Reduces the customer cost for calls to and from mobile.	Stopped
Near field Comms	Service that use mobile near field communication	Stopped
Mobile comms recording	Routing mobile voice and text messages through a hosted recording platform allowing customers to record employee calls and texts on mobile devices. Financial services enterprise can avoid significant penalties through being able to record mobile communication as they do with fixed communication. Stopped as part of mobility programme cancellation	Stopped
Over-The-Top Mobile VoIP	A mobile application for Unified Communications on mobile devices where Colt can deliver superior communications linked to a Colt provided fixed number. Reduces mobile calling costs for enterprises while providing voice and messaging across different platforms. Stopped as part of mobility programme cancellation	Stopped
UC of the future	How unified communication will be delivered with future virtual desktops and browser based presentation on all devices. The same services presentation and operation across all devices will reduce cost. Stopped due to UC realignment	Stopped
UCaaS	UCaaS (Unified Communication as a Service) is a carrier class multi-tenant solution to provide unified communication to small customers who cannot justify a dedicated solution. On hold until further notice	Stopped
Wholesale/white label voice conferencing	Enhancing voice conferencing, wholesale and resale. Allows customers to buy conferencing through a Colt reseller. Part of 2014 Roadmap	Progressed
3G/4G Primary and Back-up links	Using mobile data service to provide IP services to customers. Reduces cost for customers connecting remote sites and providing back-up for fixed connections. In development	Progressed
Dedicated APN for Mobile VPN	A single Access point Name (APN) connecting a Mobile network to the Colt network to allow mobile VPNs to connect to customer VPNS. Users on mobile devices could connect their device to the home network. Stopped as part of mobility programme cancellation	Stopped
High speed services 16G Fibre Channel	Adding 16G fibre channel to HSS. Enables better network enhancement for customers. Currently in development	Progressed

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## Product Innovation Ideas that have left the Radar

### Network Services

High speed services 100 G Ethernet	Adding 100G Ethernet to HSS. Enables better network enhancement for customers. 100G Ethernet is now available	Progressed
Microwave low latency	Using microwave point to point radios to provide bandwidth over a shorter path hence decreasing the latency due to the speed of light. Provides competitive advantage for high frequency and algorithmic trading in the financial services sector. Developed.	Progressed
MPEG4 Broadcast	Delivery of MPEG broadcast media services across the Colt network. Provides better compression and Digital Right Management when delivering content between media companies. Can be delivered to customer as a "Bespoke" subject to MSOB process	Progressed
Small cells in buildings	Providing FaaS to system integrators who deploy small cells in buildings for mobile operator and developing services enabled by small cells Reduces cost of operating small cell networks. Stopped as part of mobility programme cancellation	Stopped
Wi-Fi Offload	Deploying Wi-Fi in customer building to offload mobile data for Mobile operators and sell the service to Mobile operator. Stopped as part of mobility programme cancellation	Stopped

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Product idea	Description		Status
<b>IT Services</b>			
Application virtualisation	Virtualisation of applications OS allows the application to be run separate from its normal operating system. Aspect that the operating system provides are held in a single file with the encapsulated application. This allow incompatible application to be run on the same environment and reduces cost for customers. Progression to Corporate Workspace Evolution		Progressed
Backup as a service	Providing data centre Back-up as a Service to customers. This could be for existing hosted vCloud or for new customers. Customers benefit from improved and cost reduced backup.		Progressed
Big Data Analytics as a Service	Customers are managing growing amounts of data and need to be able to process it to make better decisions and gain competitive advantage. By providing an elastic platform for customers to upload their data and do queries against it, Colt can deliver an on-demand analytics solution based on standard data query protocols that will be cost-effective and future-proof for our customers.		On Hold
Big Data Integration as a Service	As customers are using a wider array of systems for their day to day operation, there is a greater need for an integration platform that can pull the information from all the different systems, both cloud-based and on-premises, translate the data and store it in a central repository. Colt is ideally positioned to host this platform as it is already hosting many of the customer's systems.		On Hold
Big Data Management	A service that analyses and visualises data in customer databases to a set of rule defined by the customer. Customer can gain business intelligence from data in their system without large the upfront system costs and complexity of installing systems. Big data has now evolved in to 2 new idea of Big Data Analytics as a Service, and Big Data Integration as a Service.		Progressed
Cloud broker	A cloud services broker (CSB), also can be called cloud aggregation services, makes it easier for enterprises to consume and maintain cloud services across multiple providers. Allows a customer to reduce cost by using commodity services some compute services of lower importance and SLA based services for mission critical application		On Hold
Corporate App Store	A catalogue of applications a user can access through a one-time login, managed by the manager and IT managers. Reporting of what application usage is. Control of the application users access for cost saving and better experience for the users who sees all applications as icons on a single screen. Progression to Corporate Workspace Evolution		Progressed
Disaster recovery as a Service	A cloud based disaster recovery providing compute and storage for customers during data centre outages. Reduces the cost of business continuity in disaster situations. Progressed into development		Progressed
End user management and experience	Management of end users application access and experience. Reduces costs through outsourcing end user authentication etc. to Colt.		Stopped
Enterprise Drive	CES	An Enterprise service that is a secure version of DropBox for sharing files within and external to the Enterprise.	On Hold
	CCS	Progressed as Soonr Service on Ceano portal	Progressed
Enterprise Social Network	A social network within an enterprise that can be controlled by the enterprise for the enterprise. Uses social network techniques familiar to users but under the control of managers. Improves productivity through sharing of information and communication. Workshare, the technology providers are working with Parallels and the Ceano team to add Enterprise Social network to the Ceano Portal		progressed
Enterprise Workspace Evolution	<i>Formerly known as Enterprise Desktop of the Future</i> The future access to applications hosted in the Cloud and accessed from any device. The users' desktop presentation is dynamically adjusted to suit the devices used and application data is streamed to the device. User experience is improved and operations simplified. A concept paper is being prepared. For CES this is closed and for CCS (Zirtu) is still being assessed		Progressed
Managed SharePoint	A managed and hosted SharePoint service for customer that has the benefit of SharePoint use without them having to deploy it on their premises.		Now included in document management
Pay as you go cloud services	On demand cloud services providing lower cost cloud services for enterprises, particularly attractive to smaller enterprises		Stopped
SIM Management	SIM Management would enable Colt to manage and activate SIMs when first used. As well as reducing customer costs through efficient use of SIM card, this provides additional flexibility for Colt to provide the latest offers to the customer at the point of first use.		Stopped
Utility billing for computer, storage and I/O	Usage based billing across compute, storage and I/O where the customer is charged on what is used. A use case could be disaster recovery where the customer is charged extra for when the backup capacity is used. On hold due to lack of business unit sponsor		On Hold

# Colt Product Innovation Radar

Maintained by the Innovation & Prototyping team

*Focuses on ideas that generate new revenue, as opposed to operational, marketing or sales efficiency innovations.*

## Product Innovation Ideas that have left the Radar /cont'd

Product idea	Description	Status
Data Centre Services		
Data Centre for India, US, Asia and Africa	New data centres configured for the power and environmental conditions of Asia, India, US and Africa. This would allow to extend market reach for data centre services beyond Europe.	On Hold
Flat pack Data Centre	Currently Colt data centres are delivered in modules that are pre-assembled. Flat pack data centre allow customers to take delivery and then build on site.	On Hold
High power Data Centre	Providing data centres that have higher power requirements for special use such as high performance computing. Initial designs are complete and we are awaiting first customer to complete design and implementation. It is understood what is required and can be delivered when a customer order is received	Progressed
Tier 2 Data Centre	A new offer of data centre for customer who do not require the high resilience normally offered where Colt offer data centres at a lower cost. Initial designs are complete and we are awaiting first customer to complete design and implementation. It is understood what is required and can be delivered when a customer order is received	Progressed