

BECS Focus Edition



One Solution for you and the businesses you support

BECS Focus

A new way for you as an operator to extend network orchestration to the enterprise

Same proven BECS foundation - Different way to use network orchestration

BECS Atlas and BECS Focus are built on the same proven BECS foundation, but they provide different ways to use network orchestration and automation depending on your business and how you deliver and manage services.

BECS Atlas provides the full scope of the BECS platform, while BECS Focus is developed to extend the value of orchestration beyond your core network and into your customers environment through a streamlined managed services model.

Where BECS Focus fits

If you are already using BECS Atlas, BECS Focus can be a natural complement. However, the edition does not require BECS Atlas. While BECS Atlas provides the full scope for managing and orchestrating complex networks at scale, BECS Focus offers a more streamlined approach, tailored for use in smaller network environments. It allows you to apply automation, control, and structure in a focused way as a managed capability to your customers.

In this way, BECS Focus strengthens the overall BECS ecosystem while supporting your broader commercial strategy. It gives you the opportunity to move beyond connectivity and introduce a more complete, service-led offering, especially for your business customers.

The challenge it addresses

You are likely supporting customers with increasingly complex LAN environments, often built over time using a mix of vendors and technologies.

At the same time, you may see a shift, where your customers want more control and visibility, but without taking on the full burden of managing complex network infrastructure themselves.



Building that capability in-house is costly, resource-intensive, and not always realistic given the shortage of experienced network engineers.

Most tools available on the market are single vendor solutions, often designed for enterprises managing their own networks. BECS Focus was developed to help service providers support their business customers with a more flexible and scalable approach to LAN network management.

What BECS Focus is

It is a practical, streamlined orchestration solution designed for enterprise LAN environments. It brings vendor-neutral automation, zero-touch configuration, and a clear, intuitive interface into something that works in your day-to-day operations.

It builds on the proven capabilities of BECS, but with a different use in mind. You remain in control of the complex parts of the network, while your customers work with a simplified interface for everyday tasks such as service configuration and changes.

This creates a model where you provide the expertise, and your customers keep the control they need.

The solution supports mixed vendor environments, including existing networks, and integrates through APIs to enable automated workflows and zero-touch installation.

Security, traceability, and compliance are built in, supporting both your operational control and your customers' requirements.

What this means for you as an operator

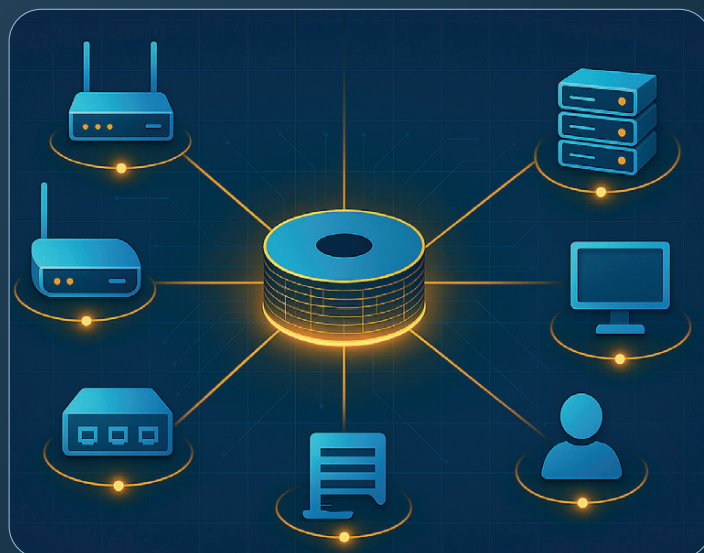
BECS Focus gives you a more natural way to take a bigger role in your customers' networks.

Instead of delivering connectivity as a standalone service, you can offer something that supports how your customers actually operate. This helps you build stronger, longer-term relationships and reduces the risk of churn.

It also gives you a more scalable way to grow. By combining automation with your existing expertise, you can support more customers without increasing operational complexity or depending on scarce specialist resources.

At the same time, it opens up new commercial opportunities. Managed LAN and edge orchestration become part of your service portfolio, helping you expand beyond traditional connectivity services and reach new customer segments.

- » **Stronger customer relationships:** Deliver reliable network services that help build trust and long-term customer relationships.
- » **More value, without added complexity:** Extend automation and professional network management to your customers while keeping things simple for your own team.
- » **A smoother start:** Ready-made models and migration guides help bring your customers' existing networks under automated management.
- » **Faster service rollouts:** Introduce new services more efficiently, helping keep projects moving and customers satisfied.



- » **Cost-efficient growth:** Expand your services without the need for heavy investments or additional specialist resources.
- » **Success that goes both ways:** Help your customers operate more efficiently while creating opportunities to grow together.

What this means for your customers

They get the confidence of enterprise-level network management, without the cost or complexity. With professionals managing the more complex parts of the network infrastructure, your enterprise customers can make better use of their valuable IT resources without needing to build specialist networking expertise in-house.

Combining the service provider's expertise with automation helps reduce errors, speed up operations and provide the reliability needed as the business grows.

A more flexible way to manage the network

Rather than choosing between complete outsourcing or complete internal ownership, your enterprise customers retain visibility and control of day-to-day operations, such as mapping services, through an easy-to-use interface designed for non-experts.

At the same time, they can rely on their managed service provider for specialist expertise, lifecycle management and the more complex parts of network operations.

In their everyday operations:

- » **Less manual work:** Routine network tasks are handled automatically, saving time and helping reduce errors.
- » **Faster changes:** New sites, services and updates can be introduced quickly and smoothly.
- » **Greater visibility:** Customers retain insight into their network while their service provider takes care of the day-to-day management.
- » **More predictable costs:** Advanced network management without the need for significant investments in additional tools or specialist resources.
- » **A network they can rely on:** Consistent, secure and well-managed operations that support the business as it evolves.

A proven approach

BECS Focus has been developed and tested in real multi-vendor environments, where traditional tools have struggled to deliver the flexibility needed.

In these cases, automation has reduced manual work, shortened the time needed to implement changes, and improved overall consistency.

For you, this means a more efficient way to operate. For your customers, it means a network that is easier to manage and easier to rely on.

Looking ahead

BECS Focus represents a natural next step in the continued evolution of the BECS platform.

It reflects how networks are changing, becoming more distributed and more service-oriented, where you and your customers work more closely together.

By extending orchestration to the edge, you create a foundation for scalable growth, improved service delivery, and stronger relationships over time.

How BECS Focus works

Extending network orchestration to the enterprise edge

BECS Focus creates a clear separation between operator-controlled network automation and customer-controlled service management. Operators retain ownership of network policies and handle workflows, device lifecycle management, configuration and automation logic, while enterprise customers gain a simple, intuitive interface for day-to-day service operations, i.e. service turn up, turn down etc. without having the power to make potentially destructive changes such as removing vital base configuration. This enables both parties to work efficiently without compromising governance, security, or operational consistency.

Because BECS Atlas is truly multi-vendor, the edition BECS Focus presents network devices in the same consistent and standardised way for all hardware vendors which greatly reduces the learning curve usually required to provision services in a multi-vendor environment.

A typical workflow

1. Onboarding tools

BECS Atlas provides tools and wizards to assist in the onboarding and importing of customer network devices for many topology scenarios for the Operator/MSP.

2. Build the base configuration

The base configuration for the network devices is created in BECS Atlas. This is configuration that generally day-to-day doesn't change, for example DNS servers, and device hostnames etc.

3. Service definition creation

The service is then created in BECS Atlas, and this defines what configuration is required to provide some kind of service on a port, for example a VLAN or L2VPN/L3VPN service. BECS Atlas has several built-in service templates to cover most scenarios, but as an Operator/MSP, custom services can be created to fit the customer's bespoke requirements if required.

4. Enable customer self-service

Once a service has been created, customers can use BECS Focus to perform approved actions without requiring deep networking knowledge or assistance from the Operator/MSP. The complexity of the underlying BECS Atlas configuration is hidden from the customer in BECS Focus.

Actions available in BECS Focus for end-customers include the following:

- » Easily view available services.
- » Activate and deactivate those services using a simple drag and drop interface.
- » Make changes to existing services immediately.
- » Manage user access.
- » Monitor service status.
- » Prohibit incorrect service activations.

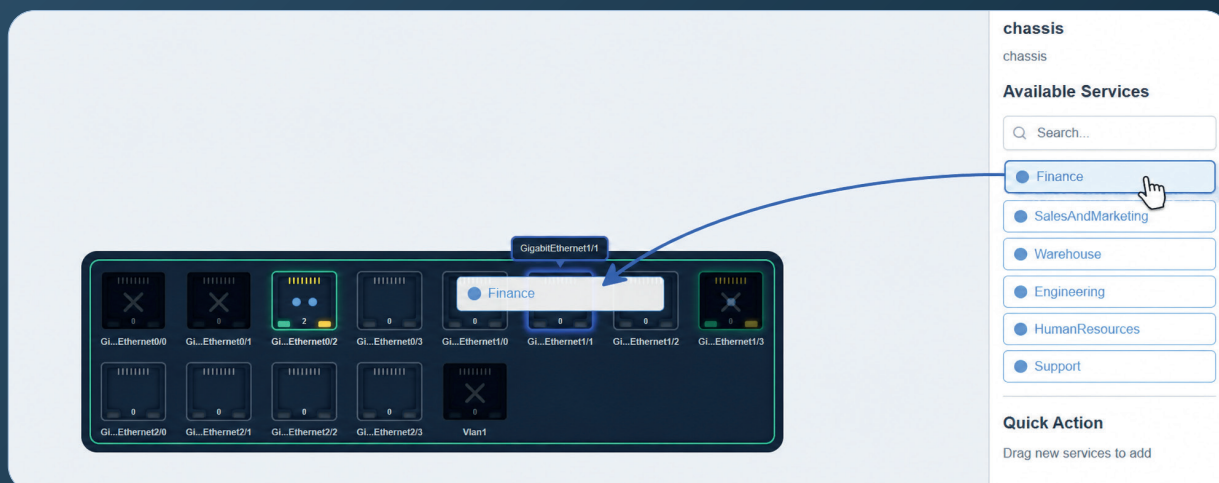


Fig 1 – In the above example the “Finance” VLAN is dragged onto a port, this could be a hot desk where VLAN membership changes often for each ethernet wall port.

5. Maintain continuous control

Every action remains governed by operator-defined policies, providing security, traceability, and compliance while reducing operational risk. All changes made by BECS Focus to network devices are logged with the time those changes were made, and which user made the change. All configuration changes to devices are made via the BECS platform, thus removing the need for engineers to log in to devices manually.

6. Workflow process

If service configuration changes, or new services are required for the customer, the operator/MSP can make these changes in BECS Atlas as they have the full power and capability that BECS platform has to offer (steps 1-3). Once complete and the services have been tested, the customer can then use these services in BECS Focus (step 4).

A Customer success story

How Southern Communications Group (SCG) and PacketFront Software created BECS Focus, a new Managed Services Model for MSPs, giving greater operational control for enterprises.



It Started with SCG's Own Transformation

Different customer environments, multiple network vendors and varying deployment standards placed growing pressure on SCG's engineering teams. Manual configuration, inconsistent documentation and specialist knowledge requirements made it increasingly difficult to scale while maintaining the customer experience SCG had become known for.

Rather than simply recruiting more engineers, SCG chose a different approach.

The success of the project prompted a new question

Deploying BECS Atlas transformed the way SCG managed its own network. But it also raised a new question. If orchestration could transform SCG's own operations, could the same approach help enterprise customers facing similar complexity?

A Familiar Challenge for Enterprise Customers

One of SCG's long standing enterprise customers, Assystem Energy and Infrastructure Ltd (Assystem), was exploring how to modernise its own network operations. Assystem wanted greater operational control and faster service changes, without the complexity of building a dedicated network operations team.

The shared challenge led SCG and PacketFront to create a new approach, and for Assystem, the results have been significant, with **95% of change requests removed**.

Read the full story on our website:



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