

# Driving Market Expansion for Managed Services Providers (MSP)

Nile's next-generation network will enable MSPs to scale their network services offers to larger campus and branch sites without impacting speed of service delivery, while improving quality. As a result, it will open doors to new markets such as financial services, high tech enterprise and higher education.

Nile Innovation	MSP Benefit	Differentiation
Orchestrated Delivery	Offload day -1 operations to Nile	Automate site survey, BOM creation, and system installation workflows.
Standardized System Design	Rinse and repeat across large sites	Eliminate traditional product centric system setup and configuration.
Production Engineering	Offload lifecycle management to Nile	Real-time monitoring of service quality and troubleshooting by Nile.
Uninterrupted Connectivity	Offload service level management to Nile	Test coverage, capacity and availability with physical and virtual sensors.
Agile Software Model	Offload feature maintenance to Nile	Perform pre- / post- validation of microservices based software updates.
Proactive Issue Resolution	Offload root cause analysis to Nile	Detect and resolve deviations in baseline performance with AI.
Secure Infrastructure	Unsecure network is not an option	Hardened hardware, TPM security and MACSec encryption for control path.
Zero Trust Isolation	Enable continuous security compliance	Prevent spread of malware across mobile and IoT devices.
Guest Traffic Security	Offload DMCA responsibility to Nile	Isolate and tunnel all guest traffic to the Nile point of presence (PoP).
Automated System Care	Accelerate network refresh and expansion	Orchestrate replacements and additions for network elements.