



**SOLUTIONS FOR SOFTWARE-
POWERED NETWORKS™**

**Virtualized policy control —
fine-tuning data plans for
enterprise customers**

The enterprise data plan today

One size fits no one

Little differentiation over consumer

Months to onboard new enterprises

Limited tools for self-management

The “one-size” data plan

- Best effort QoS
- One wallet for all
- “Dumb” devices
- No roaming privileges



The enterprise data plan tomorrow

Every size for everyone

Virtualized PCRF —
dedicate per
enterprise



Meet Moca — and their enterprise data plan challenge

Moca

The customer: specialty
beverage company

25,000 employees across manufacturing,
operations, sales, and marketing



The Moca challenge

1. Department-specific data wallet
2. Dedicated QoS for key apps
3. Roaming by user profile
4. Rapid expansion — high-growth company

Step 1: Define Moca subscriber profiles

User profile...



Manufacturing user profile

- Metered data with 500M limit
- Best effort QoS
- Approved for on-premises devices only (laptop)



Business user profile

- Unlimited data with 2GB roaming allowance
- Guaranteed QoS for VoLTE
- Up to three approved devices
- Secure access to sales portal



Operations user profile

- Unlimited data
- Guaranteed QoS for VoLTE and HD video chat
- No roaming

Step 2: Spin up the Moca data plan

Moca

Private cloud: Dedicated PCRF cluster

Specific QoS and PCC rules

PCRF 1—Departmental Data Services



Medium-sized slices for tiered data services with variable QoS, quotas, roaming allowance

Capacity slices: scaling on demand

PCRF 2—VoLTE Services



Guaranteed QoS, emergency calls, dedicated bearer, geo-redundancy

“Firewalls” performance-critical apps
Adds slices for incremental capacity at a lower TCO

Step 3: Successfully meet the Moca challenge



Launch three distinct department plans — business, operations, manufacturing



Provide dedicated QoS for HD voice and HD video streaming



Enable roaming allowances for business users



Scale with employee growth and data needs



PCRF — powering vertical data plans

Customize by segment, customer, and department — and change on the fly

Spin up new enterprise clusters in minutes — and accelerate time to revenue

Manage costs and traffic by scaling on demand — with capacity needs

Do more with policy control

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experience at:
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