

# NETWORK OF INNOVATIONS

Ignacio Ruiz de Eguilaz, Managing Director, Seidor MENA, sheds light on how BNET leveraged SAP S/4 HANA on AWS Cloud to take Bahrain's fiber infrastructure network to the next level.



ABOUT THE CUSTOMER  
**BNET**



INDUSTRY  
**TELECOMS**

Bahrain Network B.S.C © (BNET) is the national broadband network responsible for the design, construction and operation of Fiber infrastructure. The company's launch in October 2019 was key part of Bahrain's 4th National Telecommunication Plan (NTP4), which was set up to accelerate the growth and economic diversification of the telecommunication sector and rolling out a fiber optic network to 100% of all businesses and 95% of all households across the Kingdom of Bahrain, in an effort to ensure country-wide access to affordable, reliable and secure Fiber broadband services.

In 2016, Bahrain's Cabinet of Ministers approved the Fourth National Telecommunications Plan (NTP), a plan that included a key target to develop the country's high-speed broadband services infrastructure and fostering healthy competition, among other things. As a result of the NTP4, Bahrain Network B.S.C © (BNET) was launched and tasked to oversee the development and operations of the Kingdom's national fiber broadband network infrastructure.

BNET's mission to enable a smart and connected Kingdom by providing accessible and reliable fiber connectivity with fair and reasonable prices made building its IT systems on the cloud an obvious choice.

BNET selected Amazon Web Services (AWS) as its cloud provider. The company leveraged AWS's innovations to build a new IT environment for its BSS and OSS applications that power the national fiber network.

BNET was able to increase the capacity of the services it delivers to its customers, and by extension to over one million potential end-users of fiber broadband services, with the application of AWS's flexible and reliable services. AWS's solutions support BNET's efforts to ensure users across the Kingdom have consistent and dependable access to high-speed connectivity.



Ignacio Ruiz de Eguilaz  
Seidor MENA

*With the right technology as the enabler, Seidor is a trusted advisor to empower organizations shift to an operating model optimized for innovation freeing up resources to focus on innovation for customers and simplify the process of migrating apps and workloads to the cloud."*

Ammar Alaamer, Director of Digital Operations at BNET, said: "a year after the AWS implementation, we sought to take Bahrain's fiber infrastructure network to the next level with solutions that will enable us to gain full visibility, flexibility and real-time network insights across operations, as well as optimize business processes and ensure first-rate customer experiences."



Ammar Alaamer  
BNET

After meticulous research and in accordance with detailed technical criteria, BNET tapped SAP as its technology partner to implement an Enterprise Resource Planning (ERP) solution that runs on the AWS cloud data center in Bahrain.

BNET chose with Seidor MENA, an SAP Platinum partner, for the project implementation due to its vast experience and its understanding of the company's requirements.

With a strong presence in the region, Seidor MENA is a technology consulting firm that offers a wide portfolio of ICT solutions and services across multiple industries. As an Advanced Consulting Partner in the AWS Partner Network (APN), the company is well-adept in enabling organizations fully realize all the benefits of SAP in the AWS Cloud.

Seidor MENA supported BNET for the successful deployment of SAP's S/4/HANA real-time business suite. "We ensured the solution's compatibility with the company's requirements specifically in areas focused on artificial intelligence,

process automation, data analytics, and the flexibility of cloud-based solutions," explained Ignacio Ruiz de Eguilaz, Managing Director, Seidor MENA.

Juan Carlos Carracedo, SAP Head of Practice, Seidor MENA, said, "SAP S/4/HANA provided BNET with full visibility on their signal towers, network hubs, and fixed-line broadband and phone networks."

In line with the project, the systems integrator provided BNET with end-to-end infrastructure and application managed services in the cloud with 24x7 system availability. The implementation allowed them to optimize costs, deliver higher-availability services and support business innovation. It also gave them the capability to easily scale their analytics systems in the future.

"Supporting innovation in organizations requires a technology platform that allows for agile development, rapid deployment, and unlimited scale. With the right technology as the enabler, Seidor is a trusted advisor to empower organizations shift to an operating model optimized for innovation freeing up resources to focus on enhancing experiences for customers and simplifying the process of migrating apps and workloads to the cloud," said Ruiz de Eguilaz.

BNET's Alaamer said that "by embracing today's most innovative technologies and with the support of industry leaders such as AWS, SAP and Seidor MENA, BNET is ideally-positioned to deliver next-generation services that support

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business innovation, consumer happiness, and diversified economic growth in the Kingdom of Bahrain."

BNET also adopted SAP SuccessFactors, another cloud-based solution built on AWS, to support its talent strategy. This implementation is in line with BNET's commitment to contribute to Bahrain's Vision 2030 and support its ambitions to attract and develop specialised national talent in the telecom field. Seidor MENA will provide ongoing support to ensure the availability and performance of the SAP platforms.

"We are proud to be a part of BNET's digital transformation journey. BNET's mission to enhance digital experiences for businesses and consumers in the Kingdom is instrumental in achieving Bahrain's Vision 2030. Together with SAP and AWS, we are confident that we can further empower BNET to achieve their strategic goals," said Ruiz de Eguilaz. ↗

**ABOUT SEIDOR MENA**



Seidor Middle East & North Africa is SAP's Platinum Partner that provides end-to-end SAP solutions. It brings together a thirty years heritage of providing local, regional, and global information and communications technology solutions across multiple industries. Seidor MENA designs, implements, manages and trains technology solutions across various industries with particular focus on the region with offices in UAE and KSA.

**CUSTOMER REQUIREMENTS**



To support business innovation



To enhance fiber network services



To ensure first-rate customer experiences



To effectively manage human capital development

**BUSINESS VALUE**



Gained full visibility and real-time network insights across operations



Optimized costs



Delivered higher-availability services



Offered enhanced digital experiences for businesses and consumers