TSANet Connect 2.0

April 2023 Update



2023 Plans



Connec

Members

Region

Partners

Maintain Quarterly Releases and ISO 27001/27701

Connect 2.0 – Cisco Lead Project

New Membership model and features (Critical Escalations, Success Manager)

Improve Collaboration with Hyperscalers

Expand Knowledge Exchange and Technical Questions

Maintain Regional Focus Group Meetings (Online and Face-face)

Create Partner Framework

Use in Improvement Projects

Partner with Consortium for Service Innovation



Quarterly Releases and ISO Certification

March 2023 Release: Included new JSON process form type and 10 other enhancements to the system including modifications to the Critical Escalation process.



ISO 27001 and ISO 27701 Certification:

- ✓ Internal Audits set for June
- ✓ External Audit set for July



Critical Escalation Process

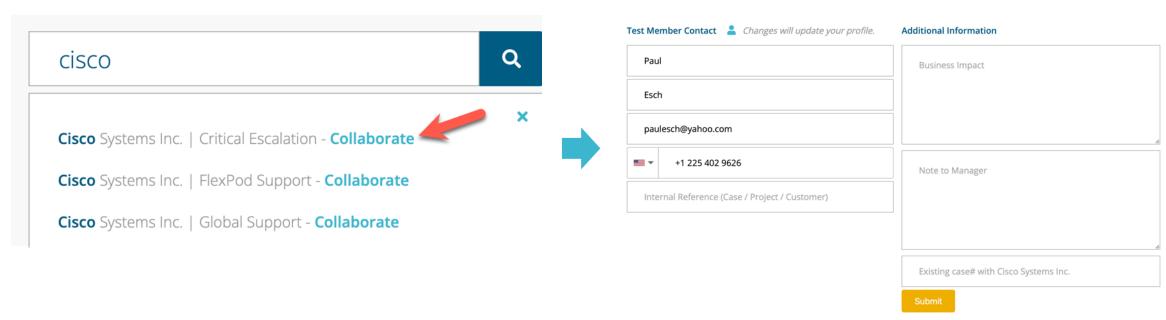
Process Overview: The Critical Escalation process provides a method for vendors to collaborate on critical escalations with common customers. This process connects the critical escalation teams of the vendors working the multi vendor issue. The TSANet Connect system is used to make the request.

Requirements for Collaboration:

- ✓ The case is in your critical escalation process and has a clearly defined business impact for the common customer
- ✓ The common customer has an existing case opened with the other vendor.



Support Engineer Experience - Submit



- 1. Engineer searches for Member company and selects the "Critical Escalations" process.
- 2. If you do not see a member listed, or do not see the critical Escalation option please contact your TSANet admin or paul@tsant.org

- Engineer fills out form and hits "Submit"
- ☐ Their Case#
- Business Impact for the Customer
- ☐ Your request for the other Vendor
- ☐ The existing case number with that vendor for the customer issue



Critical Escalations - Status

Status: Implemented with Cisco and Dell. Others in process...

What have we learned?

- 1. Buy-in and education of critical escalation teams comes first (external workflow to these teams is new)
- 2. Gathering best practices that can be shared with others
- 3. Low volume but important process for many members

This feature is optional to
Premium and Elite
Members of TSANet. It
provides members a direct
path to members' Critical
Escalation Teams through
a limited access group.

Improve Collaboration with Hyperscalers

Feb 7th online workshop: 26 Participants created 236 Ideas, 140 Comments, 223 Votes

Top Priority Areas:

Legal: Requirements for collaboration include new areas such as certification and data protection.



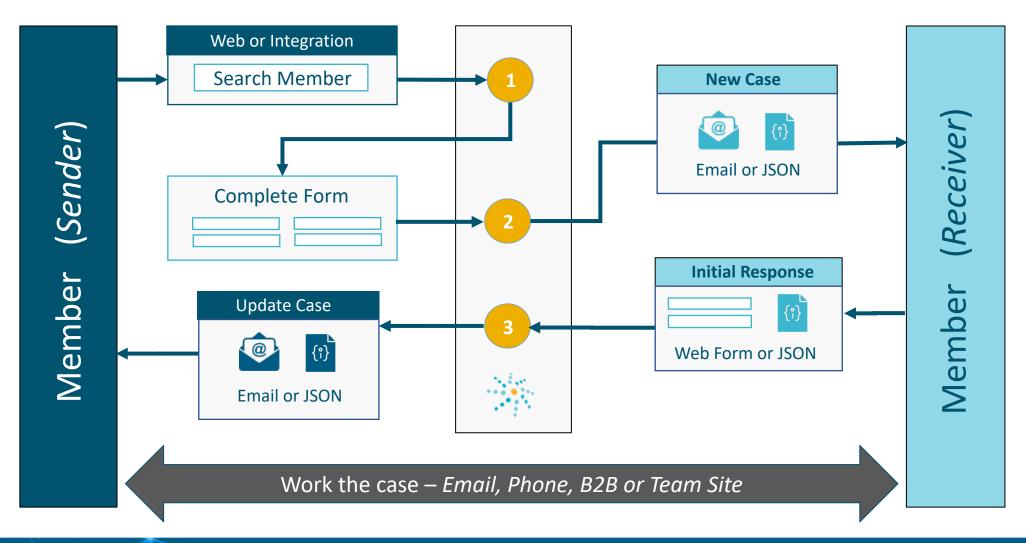
Integrated Tools: The functionality that TSANet is creating with TSANet Connect 2.0 is aligned with the requirements defined in this workshop.

Teams: The culture of collaboration must be in place with both Vendors and Hyperscalers.



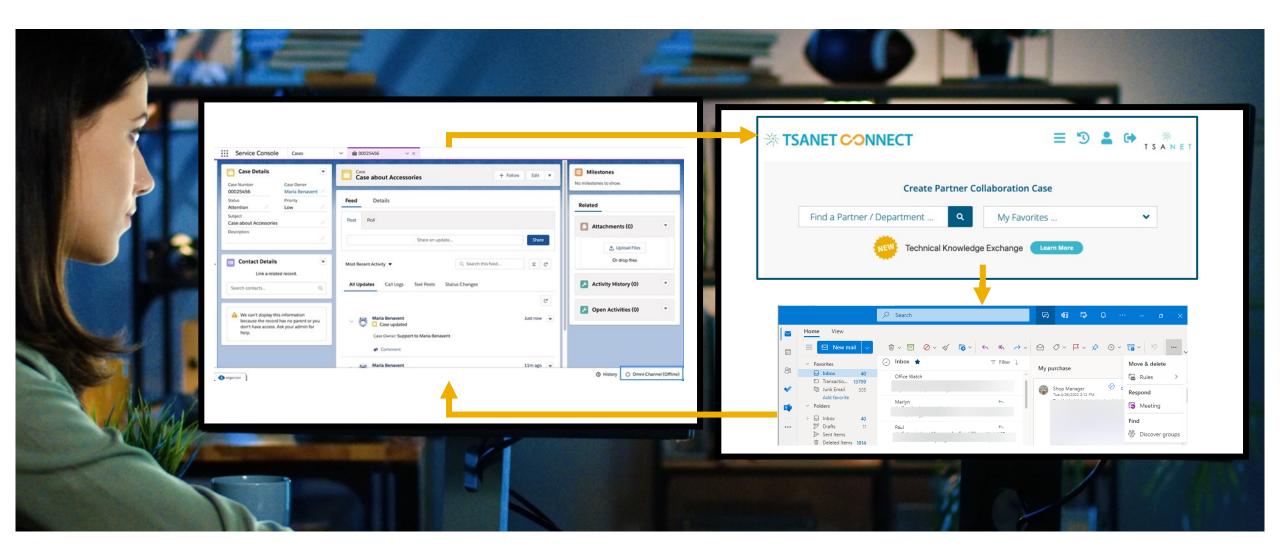


** TSANET CONNECT Version 1 Scope





Current Support Engineer Experience



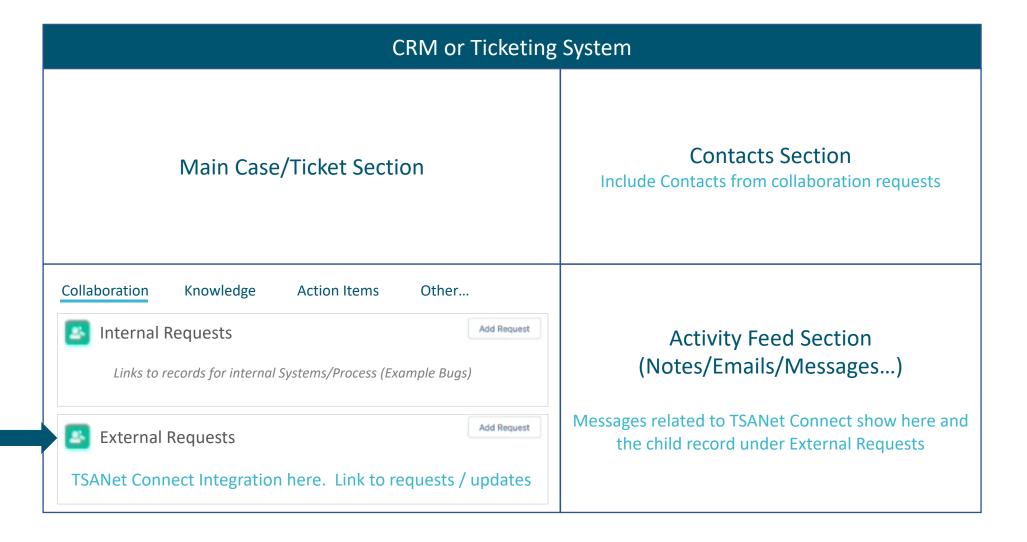


Why API Integration?

- 1. Current TSANet Connect Version-1 supports request and initial response handshake. API solution would provide bi-directional create and update
- 2. Several Members are already doing point-point integrations for strategic relationships (HPE, Microsoft, Dell, VMware, Red Hat, Cisco)
- 3. Point to point integrations are costly to build and maintain: **50k per connection** endpoint estimated cost to implement.
- 4. Hyperscalers require collaboration process be integrated to their tools/process
- CRM integration improves usage and enables other use cases such as solution support

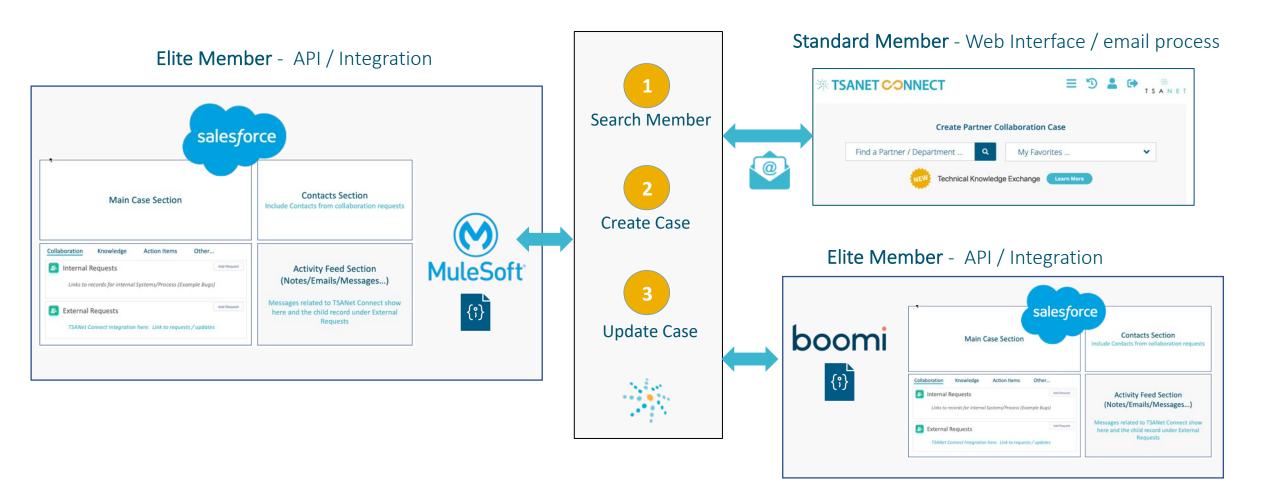


Future Support Engineer Experience



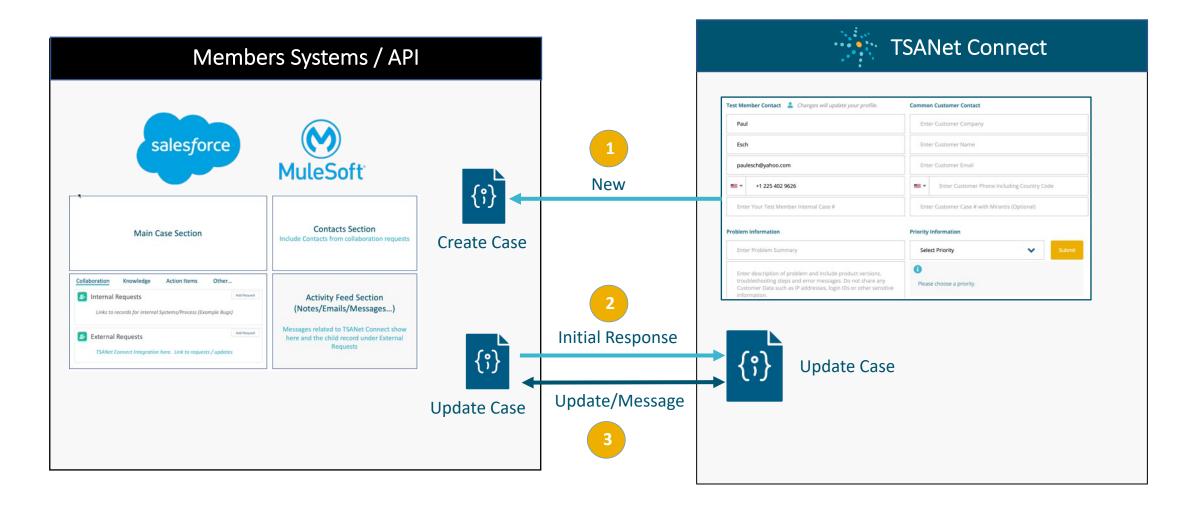


Connect to any Member



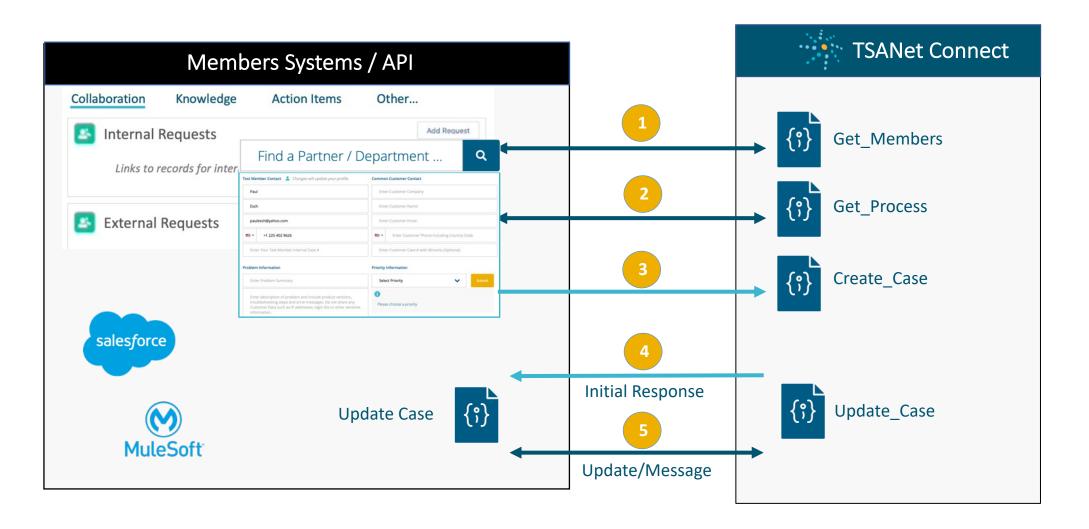


API Summary – <u>Inbound</u> from Members

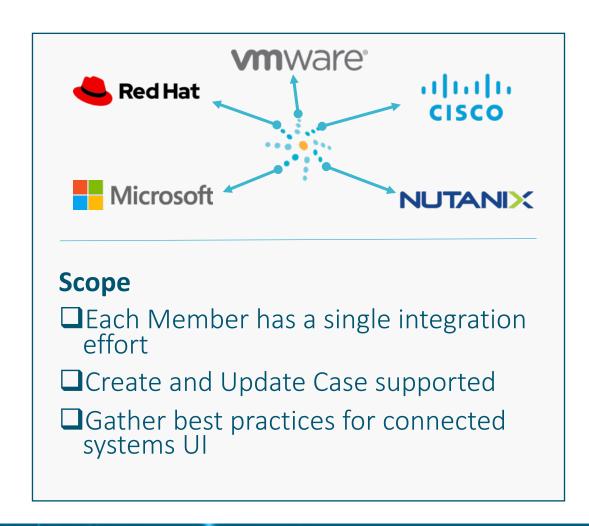




API Summary – <u>Outbound</u> to Members



TSANet Connect 2.0 Multi-Point Project



Project Goals Include ☐ Demonstrate cost benefits ☐ Document integrations for re-use ☐ Input to Connect 2.0 microservice architecture requirements ☐ Work with Members, Klever Insight and Consortium for Service innovation to create/define TSANet multi-point collaboration solution



Lead Member Systems





Project Timeline

Phase-1

Create "Inbound". Add JSON process form type: Leverage the target systems capabilities/API. For phase 1 we will not include case updates



Q1 2023: Available now for all Elite Members (JSON form)

Phase-2

Create Outbound: TSANet APIs: GET_Members → GET_Process →

Create_Case

Update Case: TSANet API: Each connection (inbound or outbound has a TSANet Token that references a connection. First implementation will be limited to API – API but in the future, we will also support API - Email



Q2/Q3 2023: Outbound with the new method in this phase will be to other API connected members. First use cases.

- 1. Cisco $\leftarrow \rightarrow$ Red Hat
- 2. Nutanix $\leftarrow \rightarrow$ Microsoft
- 3. $XXX \leftarrow \rightarrow YYY$



Questions?

