PILLAR P3 | Weeks 1-10 - first edge POP live by week 4 | EX - Networking & Connectivity

# Programmable Edge Fabric

SASE - Private 5G - Edge AI - Intent-Based

SASE, private 5G and intent-based mesh - bandwidth that auto-tunes.

| EDGE INFERENCE P95 | WAN COST | SITE BRING-UP TIME |
|---|---|---|
| 9 ms | 41% | 9 days 4 hours |

MANIFESTO

## Why this pillar exists

Procurement-cycle bandwidth is dead. We program the edge - SASE for every identity, private 5G where latency matters, intent-based mesh that auto-tunes to the workload, and edge inference where the data is born.

KPIS

## Outcomes we contract to

- Edge inference p95: 9 ms
- WAN cost: 41%
- Site bring-up time: 9 days 4 hours

DELIVERABLES

## Everything that ships

**> SASE rollout**
ZTNA, SWG, CASB, FWaaS unified under one identity policy fabric.

**> Intent-based mesh**
Declarative SD-WAN that auto-tunes paths to SLOs, not to ports.

**> Private 5G site kit**
Spectrum, RAN, core and SIM lifecycle in a 4-hour drop-in deployment.

**> Edge inference plane**
GPU/NPU PoPs with model gateway, signed model deploy, observability.

**> Network-as-code repo**
Terraform + NetBox source of truth, CI tests, change diffs in PRs.

POD COMPOSITION

## Who shows up

- Network Principal (CCIE / JNCIE)
- SASE / Zero-Trust Architect
- Private 5G + RAN Engineer
- Edge AI Engineer

TIMELINE

## Weeks 1-10 - first edge POP live by week 4

1. **Weeks 1-3 - Discovery + topology audit**
   Map sites, identities, OT vs IT, latency budgets, contract exit dates.
2. **Weeks 3-6 - SASE + intent-based rollout**
   Identity-pinned policy, ZTNA, SD-WAN auto-tune live across pilot sites.
3. **Weeks 6-10 - Edge AI + private 5G**
   GPU PoPs and 5G drop-ins where latency or sovereignty demands it.

FLAGSHIP PODS

## Squads we drop in

- SASE Rollout Pod
- Private 5G Site Pod
- Edge Inference Pod
- Network-as-Code Pod

PARTNERS

## Hyperscalers & ISVs we orchestrate

Cloudflare - Cisco / Meraki - Juniper Mist - Palo Alto Prisma - Zscaler - Equinix - BT - Lumen

FAQS

## What buyers actually ask

**Q. Do you carry the circuits?**
A. We orchestrate carriers (BT, Lumen, Colt, Equinix, Cloudflare) - agnostic by design, with FX-aware contracts.

**Q. Why private 5G over Wi-Fi 6E?**
A. Industrial / OT, large outdoor sites, and deterministic latency. We will recommend Wi-Fi 6E where it actually fits.

**Q. Edge inference vs cloud?**
A. Edge wins on latency, sovereignty and cost-per-token at scale. The model gateway routes per request based on policy.

**Q. How do you avoid vendor lock-in?**
A. Network-as-code in your repo. Every device, model and policy is portable and reproducible by `terraform apply`.

## Commission Programmable Edge Fabric

Outcome-priced. Sovereign by default. Refund-backed if the contracted KPI isn't hit.

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