'Selling' IPv6 to EXECUTIVES

5 KEYS

"Guidance for Engineers"

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AFRINIC Ltd
@perfexcellent
@AFRINICTraining

Hi geek! what's what's this IPv6 thing I keep hearing of? What should be our approach?

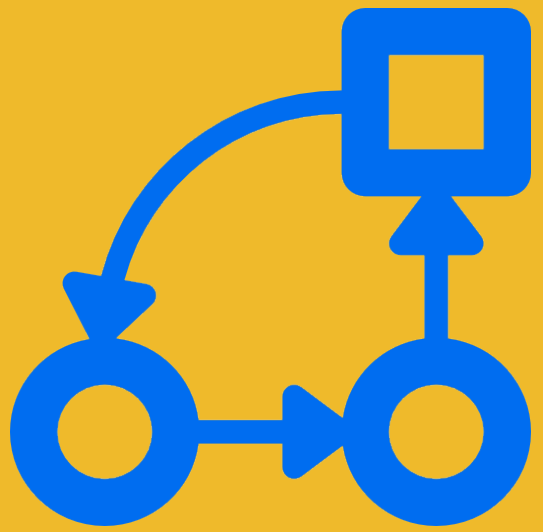
There's no IPv4, Isn't it obvious that IPv6 is the only choice?

"Obvious is a matter of perspective"

You are the CEO of a 'world-class' organisation
running 30-year old technology?!

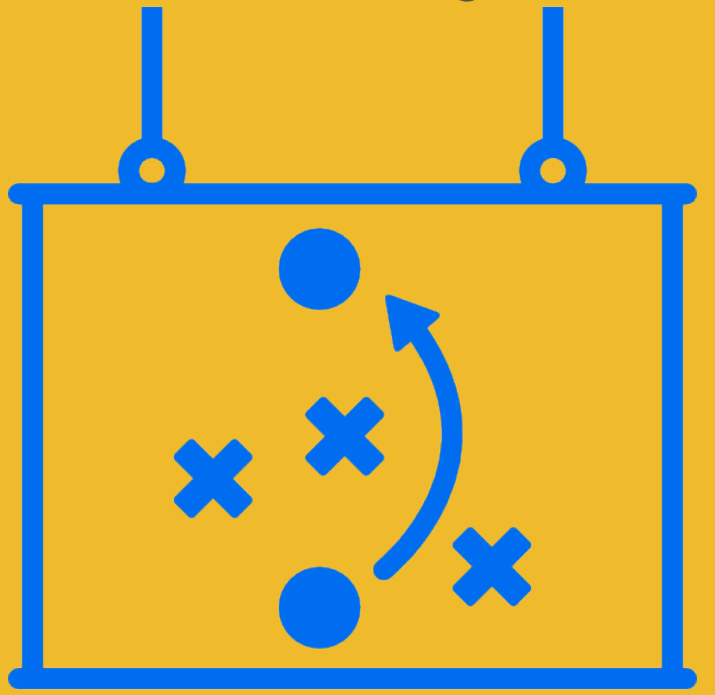
Understand the strategic view

How do we make money?



Business model

How do we sustain competitive advantage?



Strategic Plan

What do we want to do this year?

Annual Budget

KEY PARTNERS

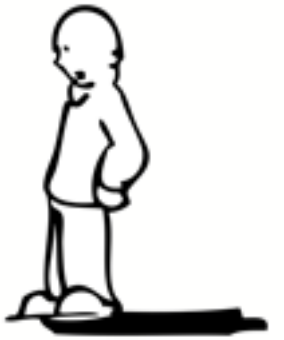
KEY ACTIVITIES

KEY RESOURCES

VALUE PROPOSITIONS

CUSTOMER RELATIONSHIPS

CHANNELS



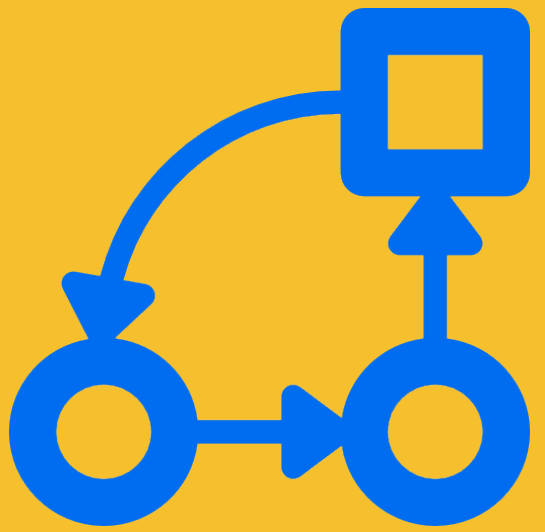
CUSTOMER SEGMENTS

COST STRUCTURE

REVENUE STREAMS

Understanding the business model is 9-blocks simple

5 BAD implications of IPv4 address shortage on our



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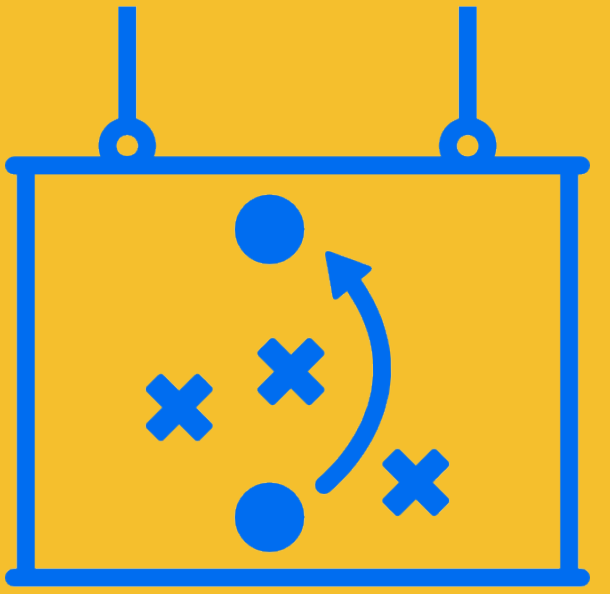

Strategic Plan

5 ways that deploying IPv6 benefits our

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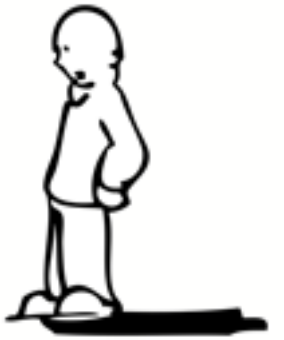

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How will IPv4 exhaustion impact our business model?

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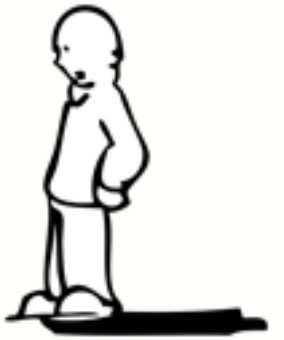

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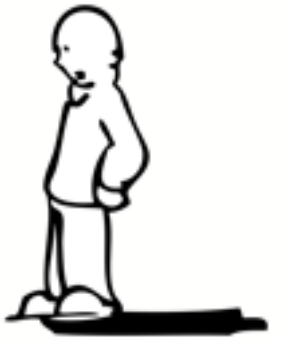

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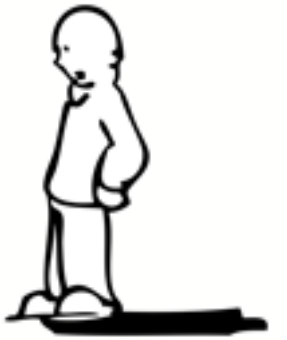

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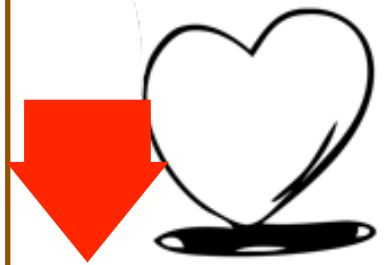

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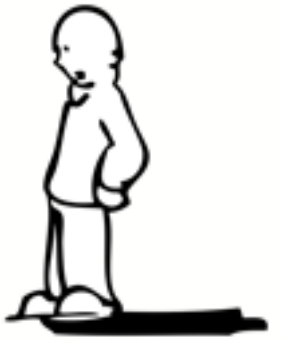

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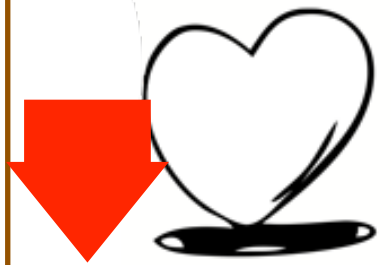

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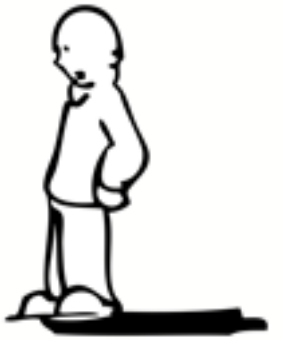

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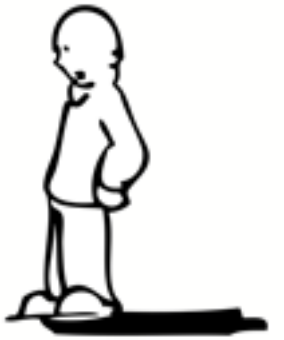

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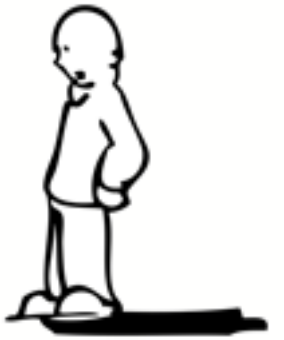

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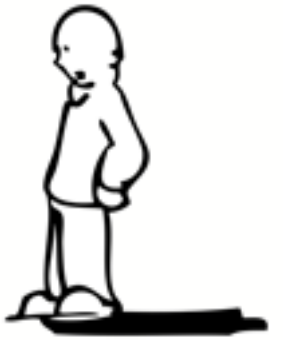

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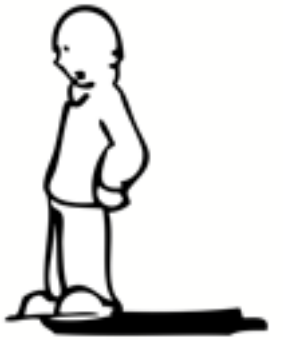

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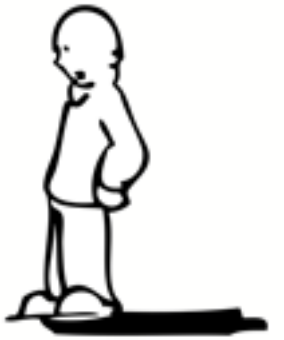

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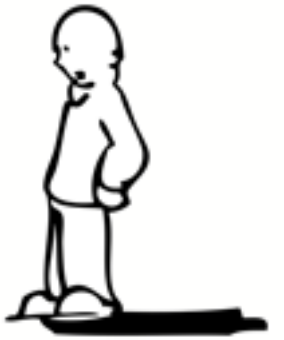

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Some cost management strategies are more effective

Start now and spread costs,...

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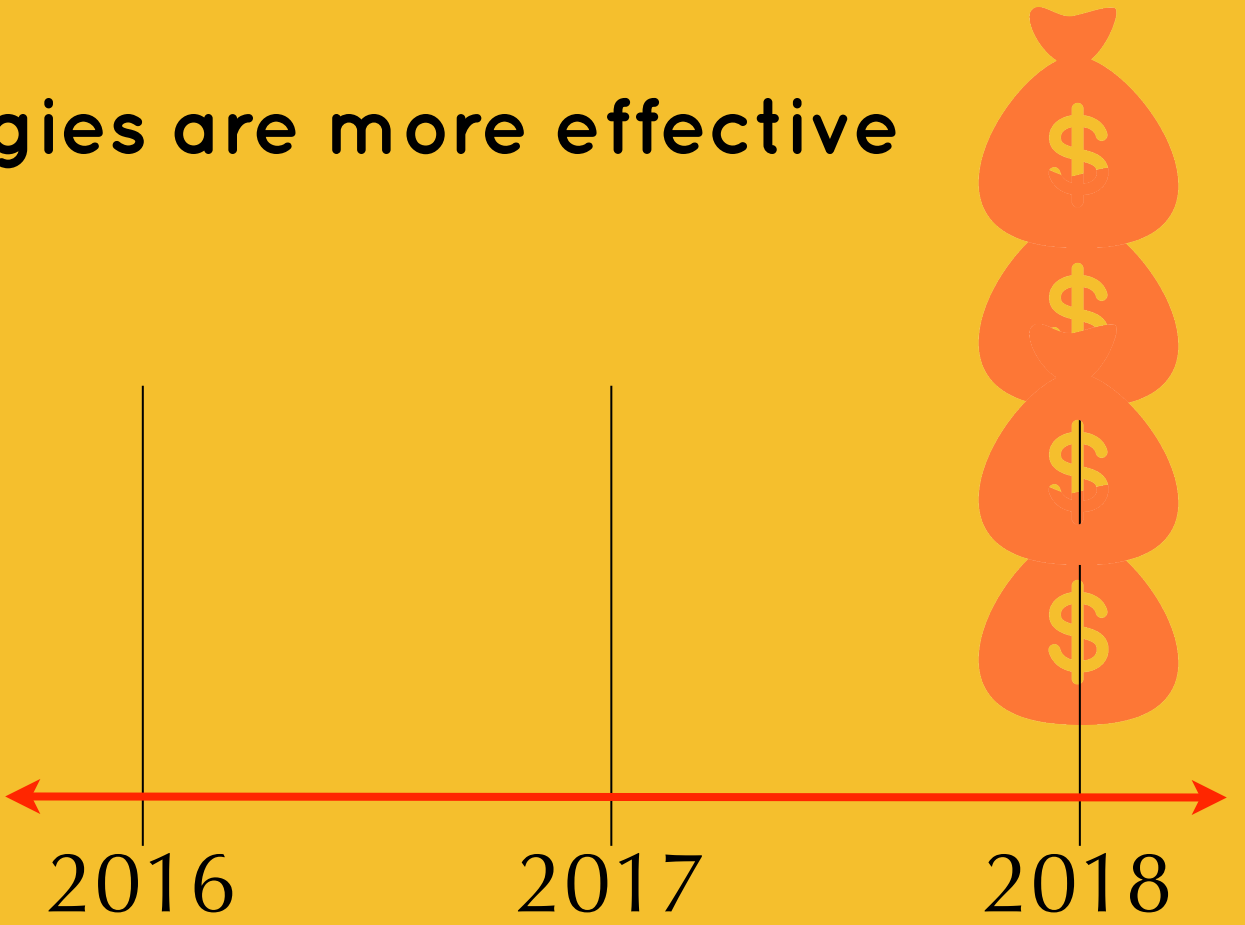

...or spend a lot more later

IPv6 draft project summary checklist

- ☑ Link to strategic objectives
- ☑ Link to any OKRs (if used)
- ☑ Link to strategic initiatives
- ☑ Link to other IT projects
- ☑ Link to key processes

How you know you've succeeded

Executive champion

Budgetary support

Executive attention - the key to unlocking resources for successful IPv6 deployments

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