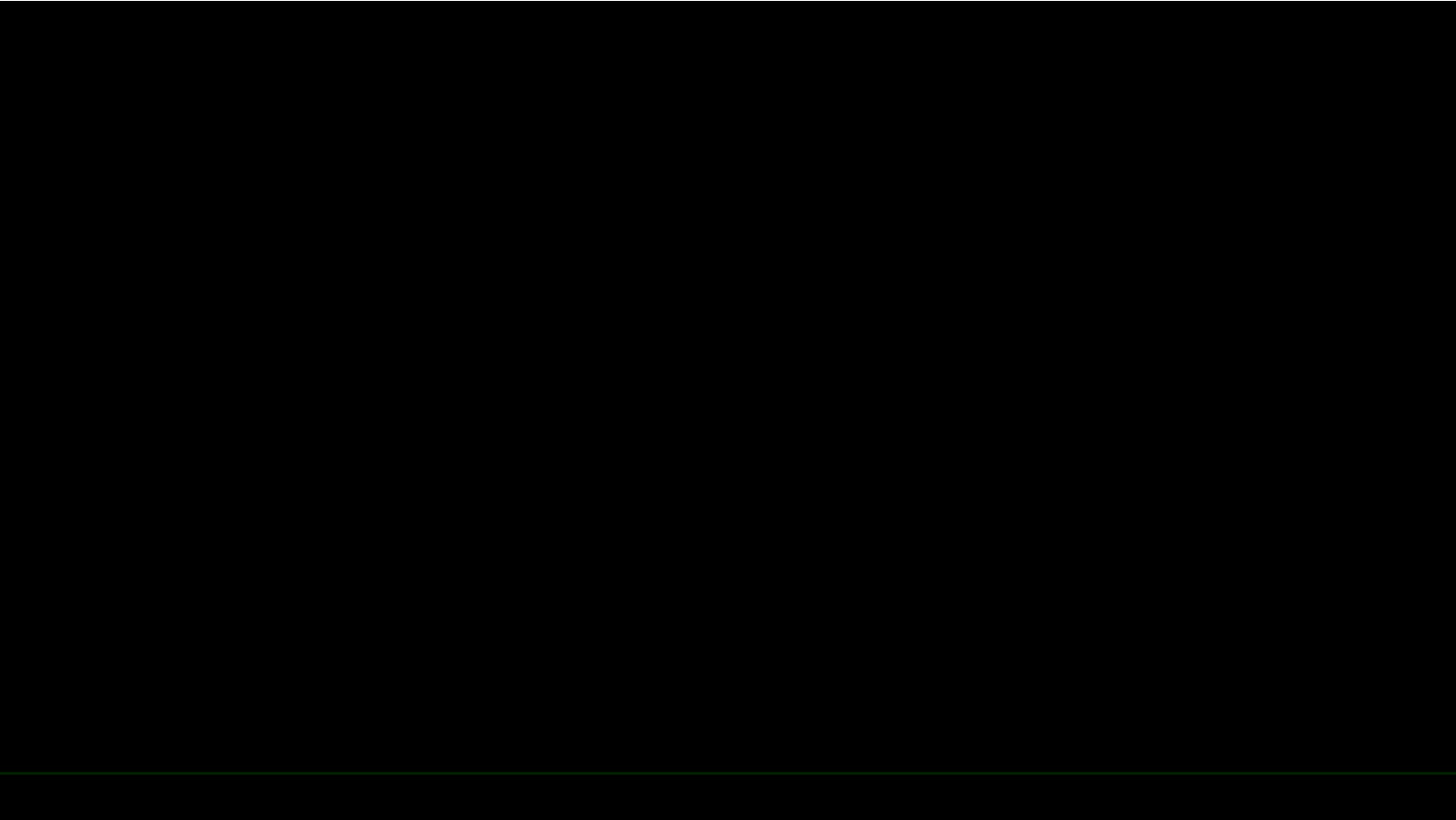


# THE NETWORK DIDN'T CHANGE. THE WORLD AROUND IT DID.

Supply chain · Power · AI-enhanced SaaS · Partner agents · Change management

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Nokia  
May 26, 2026



# What We Will Cover

- 01 Supply Chain Pressure
- 02 Hyperscaler Pull
- 03 Apps Already Changed
- 04 Workflow Fan-Out
- 05 Change Management Gap
- 06 Three Monday Actions

## Why this matters

- AI changes traffic before formal network projects appear.
- Business-led tools create hidden dependencies and load.

# What's actually in the queue.

Coherent long-haul optics (DWDM)

up to 30 months

Merchant silicon — switch ASICs

up to 9 months

Standard 400G pluggable optics

12 – 18 weeks

Server memory — DDR5 64GB RDIMM

16+ wks · 2× cost  
by end 2026



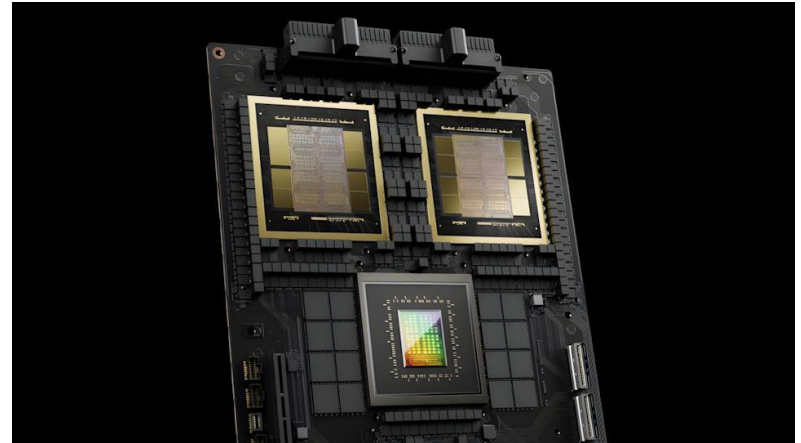
*Your OEM quote is downstream of all of these.*

**HYPERSCALERS**

# You're not buying GPUs.

*You're paying for them anyway.*

- Optic and silicon fab capacity pre-committed to hyperscaler build-outs
- Power grid queues dominated by 50–200 MW AI campus requests
- Server memory costs surging as HBM production crowds out standard DRAM



APPS ALREADY  
CHANGED

# Your SaaS vendor shipped AI to your network on Tuesday night.

**Grocery store chain · 280 stores · Cisco 9000 stack**

POS vendor update silently enabled AI inventory agents. MPLS circuits to the DC brownout every morning within 5 days. Took 11 days and a packet capture to find it. Traffic per store-open: 40 KB → 2 MB. Zero change tickets filed.

## Changed without a ticket:

- Salesforce Einstein — org-wide
- M365 Copilot inference calls
- ERP planning AI agents
- POS vendor AI inventory scoring
- AI medical transcription tools
- GitHub Copilot — dev team

*"AI features in SaaS don't need IT approval to ship. They just ship."*

# Legacy POS vs AI-Driven POS: Call Fan-Out and Traffic Explosion

Legacy checkout triggers 1-2 calls. AI-enabled POS validate triggers many real-time and scheduled service calls.

### Legacy POS

POS transaction

1-2 calls

Payment auth + settlement

**Legacy call pattern**

1. Payment authorization
2. Optional tax, settlement, or batch reporting

Minimal line intelligence  
Minimal downstream fan-out  
Human exceptions handled later

Illustrative load: ~40K traffic units

**Legacy Traffic**  
40K

### AI POS: Shipping Today (23)

AI-Enabled POS validate

**1-5 Payment & Compliance**

1. Payment auth / capture
2. Tax engine
3. Digital receipt
4. Age / KYC verification
5. Fraud / risk scoring

**12-17 Customer & Loyalty**

12. Identity resolution
13. Loyalty update
14. Offer eligibility
15. Recommendation model
16. CRM / CDP update
17. Feedback trigger

**6-11 Inventory & Merchandising**

6. Inventory decrement
7. Demand forecast update
8. Promo engine
9. Catalog sync
10. Replenishment trigger
11. Assortment analytics

**18-23 Ops Analytics & Omni**

18. Sales analytics stream
19. KPI dashboard update
20. Device / IoT telemetry
21. Security / SIEM log
22. Omnichannel sync
23. Voice / AI middleware sync

Shipping today

About 23 calls per checkout plus additional background jobs every few hours

**Current Traffic**  
2M+

### Likely Next 12-36 Months (7)

24. Video AI / loss prevention

25. Heatmap / path analytics

26. Biometric recognition

27. Agentic store ops copilot

28. Dynamic workforce tasking

29. ESG / waste / carbon reporting

30. Conversational associate copilot

**Likely next-wave fan-out**

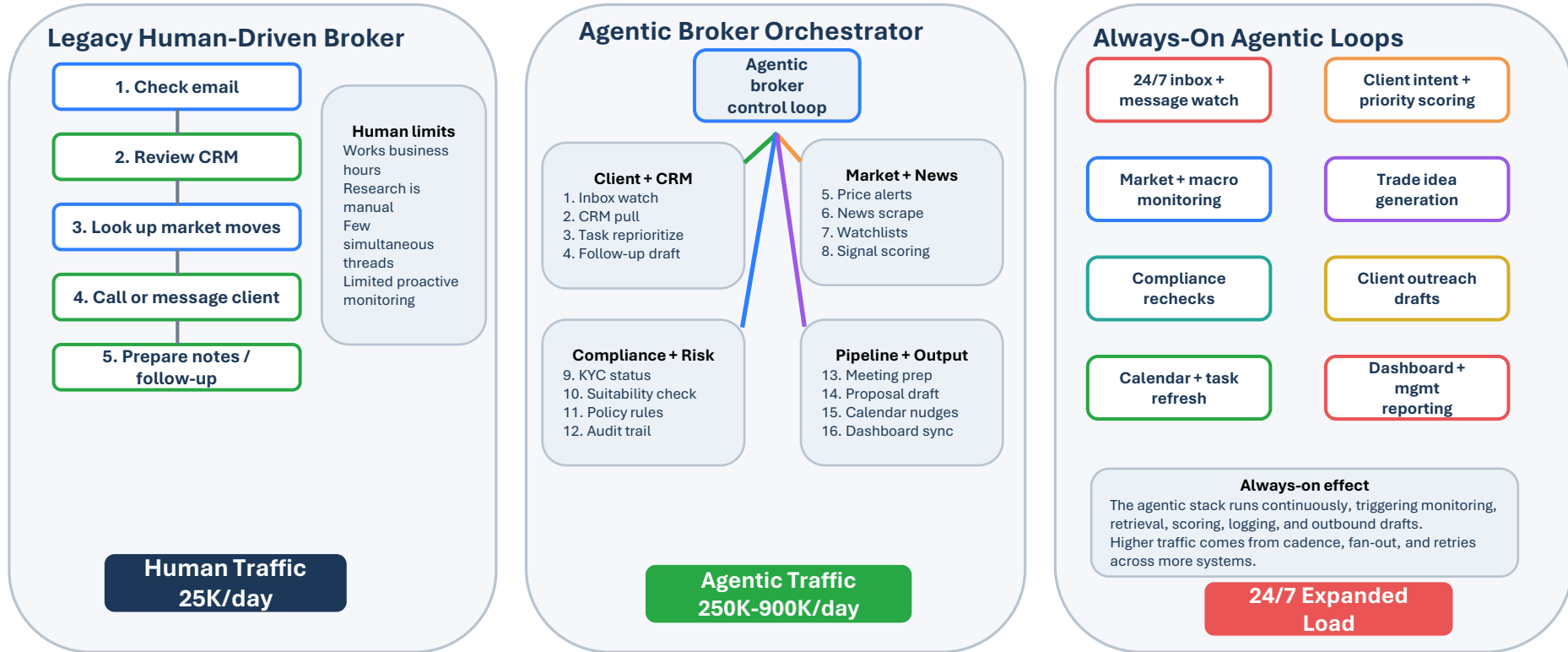
Vision, biometrics, and agentic workflows can add more polling and event traffic.

Illustrative architecture path toward 3M+ depending on video analytics and cadence.

**Roadmap Traffic**  
3M+

# Human Broker Workflow vs Agentic Broker: 24/7 Monitoring and Traffic Expansion

Legacy workflow is human-paced and task limited. Agentic workflow continuously watches markets, clients, compliance, and pipeline.



# The batch job is back —It just doesn't look like one.

**LEGACY  
BATCH**

## 1990s batch job



Runs on a fixed schedule  
IT-owned and predictable  
Low fan-out across systems  
Human-triggered exception handling

**Scheduled • IT-owned  
• Predictable**

**AGENTIC  
WORKLOAD**

## 2026 agent workload



Business deployed  
Always running  
Event-triggered  
High fan-out and monitoring

**Event-triggered • Business-deployed  
• Always running**



Same concept, modernized: legacy batch waits for time; agentic systems wait for signals and operate continuously.

# Your network is carrying all three.

## Agent Economy

### USERS

---

*You have a directory*

### DEVICES

---

*You have an inventory*

### AGENTS

---

*You almost certainly do not*



## Your change log is accurate. It's also incomplete.

### Official changes in the surface record

●	RFC-4821	Switch firmware upgrade	Approved	Wed 02:00
●	RFC-4822	Firewall rule update	Approved	Sun 01:00
●	RFC-4823	VLAN reconfiguration	Pending	Mon 17:00

Forward schedule clear • No conflicts detected

### Beneath the surface

#### Salesforce Einstein

enabled org-wide Tuesday night

#### Blue Yonder agents

8 cyclestyles • 14 sites • Chrome

#### Partner FourKites API

14,000 calls using single token

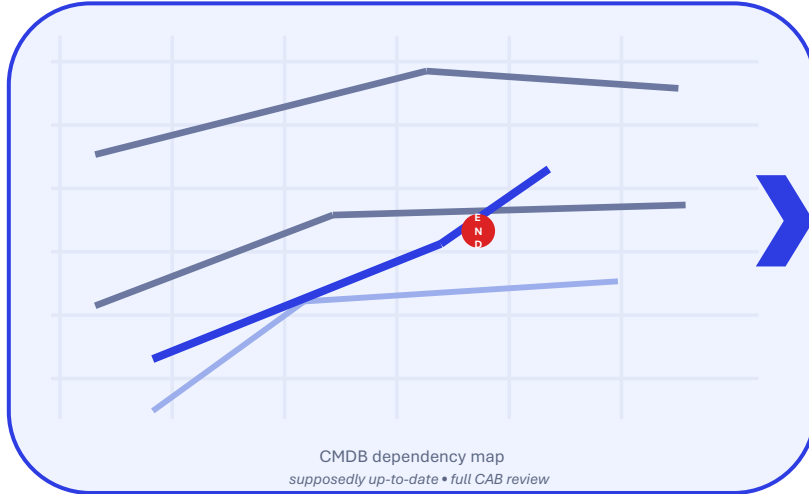
#### 30+ clinical AI tools

not in CMDB • no firewall rule

# The map was wrong. The migration was perfect.

Execution succeeded. Visibility failed.

## Official map used for planning



## What the migration revealed

### Not on the map

#### Nuance DAX

AI transcription • bought on a credit card

#### Radiology AI platform

vendor-deployed • no IT change ticket

#### Pharmacy dosing assistant

clinical dept purchase • no firewall rule

#### Patient flow optimizer

CMDB entry: none • 4 hospitals affected

#### Nutrition AI tool

5 facilities • zero documentation

The lesson: migration risk now comes from undocumented AI, departmental tools, and business-deployed systems outside formal change control.

Takeaways

## Three things to do Monday.

1

### Audit your SaaS release notes

Top 15 apps • AI features enabled by default in last 18 months • flag anything that changes data flow

DO THIS

18

### Add 18 months buffer to your refresh plan

Coherent optics to 30 months • merchant silicon to 9 months • server memory 2× cost • your roadmap is probably wrong

DO THIS

30

### Pull 30 days of DNS query logs

Every destination not in CMDB = ghost app • typical discovery: 20–40 undocumented apps • that list is your budget case

DO THIS

*"The audit is free. The surprise is expensive."*

**The network didn't change.**

*The world around it did.*

What you do next week —

**that's yours.**



Is this a paradigm shift or simply time to fine tune?

Thank You