



SEGMENTED ROUTING CASE STUDY

Implementing Segmented Routing In a National Telco

High level case study of Segmented
Routing

Version 1.0

14 April 2025



1. Executive Summary

Segment Routing (SR) is a modern network routing protocol designed to simplify and optimize network operations. This case study explores the implementation of SR for a national infrastructure provider, focusing on the benefits, challenges, and outcomes of the deployment. The national infrastructure provider operates a vast network that supports critical services such as energy distribution, transportation, and communication. The network's complexity and the need for high reliability and scalability prompted the provider to explore Segment Routing as a solution.

The primary objectives of implementing Segment Routing are: -

- Enhanced Network Scalability: To support the growing demand for services without compromising performance.
- Improved Reliability: To ensure uninterrupted service delivery, even during network failures.
- Optimized Traffic Management: To efficiently route traffic based on real-time network conditions.

Implementation of a segmented routing solution includes: -

- Network Assessment: A thorough analysis of the existing network infrastructure to identify areas for improvement.
- Planning and Design: Developing a detailed plan for integrating Segment Routing into the network, including the selection of appropriate hardware and software.
- Deployment: Gradual rollout of Segment Routing across the network, starting with less critical segments to minimize disruption.
- Testing and Optimization: Rigorous testing to ensure the new routing protocol met performance and reliability standards.

During the implementation, several challenges are typically encountered: -

- Compatibility Issues: Integrating Segment Routing with legacy systems required extensive customization
- Training: Network engineers needed training to manage and operate the new routing protocol effectively
- Security Concerns: Ensuring the new system complied with national security standards was paramount
- Outcomes

The implementation of Segment Routing typically results in significant improvements: -

- Increased Scalability: The network can now handle higher volumes of traffic without degradation in performance
- Enhanced Reliability: The provider achieved near-zero downtime, even during peak usage periods.
- Optimized Traffic Management: Real-time traffic engineering reduced latency and improved overall network efficiency.



2. Segment Routing: Transforming Telecom Infrastructure

The telecom industry is undergoing a major infrastructure overhaul, driven by the need for agility, scalability, and efficiency. One of the technologies reshaping the foundation of service provider networks is Segment Routing (SR). By simplifying traffic engineering and improving network programmability, SR is enabling telcos to modernize legacy systems and respond more effectively to increasing demand. This analysis explores how Segment Routing is transforming telecom infrastructure across operational, technical, and business dimensions.

Segment Routing is more than a new routing technique—it is a foundational shift that aligns telecom infrastructure with the demands of modern connectivity. By simplifying architecture, enabling programmable control, and supporting next-gen services, SR empowers telcos to deliver faster, more reliable, and more flexible networks.

As the telecom landscape continues to evolve with 5G, IoT, and edge computing, Segment Routing will be at the heart of this transformation, enabling the agility and efficiency needed for future growth.

2.1. What is Segment Routing?

Segment Routing is a source-based routing technique where the path a packet takes through a network is determined by a list of instructions, or "segments," added to the packet header. Unlike traditional MPLS (Multiprotocol Label Switching), which relies on complex signalling protocols like RSVP-TE or LDP, SR removes the need for maintaining per-flow state in the network core. This makes routing more scalable and manageable.

SR exists in two main forms:

- SR-MPLS: Segment Routing over the existing MPLS data plane.
- SRv6: Segment Routing over IPv6, where each segment is represented by an IPv6 address.

2.2. Simplification of Network Architecture

One of the biggest benefits SR brings is infrastructure simplification. Traditional MPLS architectures rely on multiple protocols for control and traffic engineering—IGP for routing, LDP or RSVP-TE for label distribution, and additional protocols for VPNs. These create operational overhead and increase the complexity of scaling.

Segment Routing eliminates the need for separate signalling protocols. The path information is encoded at the edge of the network, allowing the core to operate with minimal state. This stateless core reduces the burden on routers and simplifies network operations.

For telcos managing large-scale backbone and metro networks, this simplification translates to:

- Lower operational costs
- Easier troubleshooting and management
- Faster deployment of services

2.3. Enhanced Traffic Engineering and Network Efficiency

SR allows fine-grained traffic engineering without the need for complex state management. Using a controller or SDN-based approach, telcos can define paths that optimize for latency, bandwidth, or policy—without configuring every hop manually.

This opens several possibilities:

- Load balancing across multiple links or paths.
- Deterministic routing for latency-sensitive applications like 5G



- Fast reroute (FRR) capabilities to improve resilience

With SR, operators can steer traffic dynamically based on real-time network conditions, improving resource utilization and overall network performance.

2.4. Enabling 5G and Edge Computing

The rollout of 5G and edge computing demands a network that is not only high capacity but also programmable and adaptable. Segment Routing plays a key role here by enabling network slicing and service chaining.

- Network Slicing: SR can help implement network slices with different QoS, bandwidth, and latency characteristics—critical for supporting diverse 5G use cases (e.g., IoT, autonomous vehicles, AR/VR).
- Service Chaining: SR allows telcos to define service paths that steer traffic through firewalls, DPI, or NAT devices—essential for delivering tailored services without manual intervention.

These capabilities are vital for creating dynamic, on-demand network services aligned with 5G's flexibility.

2.5. SRv6: Next-Generation IP Networking

SRv6 represents a significant leap by integrating Segment Routing into the IPv6 protocol itself. Every segment is encoded as an IPv6 address, which reduces protocol dependencies and aligns with global IPv6 adoption trends.

The benefits of SRv6 include:

- Elimination of MPLS dependencies (no need for separate label-switching infrastructure)
- Simpler integration with cloud-native and containerized environments
- Extended programmability, since SRv6 can encode rich instructions beyond routing.

For telcos looking to converge mobile, fixed, and enterprise services on a common IP-based platform, SRv6 offers a long-term, scalable solution.

2.6. Automation and SDN Integration

Segment Routing integrates seamlessly with Software-Defined Networking (SDN), enabling centralized control and automation. SDN controllers can compute optimal paths and push them into the network without needing to touch each router.

- This programmable model empowers telcos to:
- Automate provisioning and path management.
- Respond faster to network faults or congestion.
- Launch new services with reduced time-to-market.

By reducing manual configuration and human error, SR also boosts operational reliability—an increasingly crucial factor in competitive telecom markets.

2.7. Cost and Resource Optimization

Migrating to Segment Routing can reduce both Capex and Opex. Here is how:

- Capex savings come from reduced hardware requirements. Since SR reduces the need for memory and state in the core, older hardware can be extended, or lower-spec devices can be used.
- Opex savings are driven by lower operational complexity, fewer protocol interactions, and enhanced automation.

Moreover, SR supports more efficient use of network resources, reducing the need for overprovisioning.



2.8. Deployment Challenges and Considerations

While the benefits are clear, Segment Routing is not a plug-and-play solution. Telcos must address several challenges:

- **Hardware compatibility:** Older routers may not support SR or SRv6, requiring upgrades or software patches.
- **Operational maturity:** Shifting to SR involves changes in operational processes, tools, and staff training.
- **Coexistence with legacy protocols:** Networks often need to support SR alongside traditional MPLS during transition phases.
- **Controller integration:** Effective use of SR's programmability requires SDN platforms that can interface with the IGP and manage segments dynamically.

These challenges are manageable but require a phased migration plan and strong vendor partnerships.

2.9. Real-World Adoption

Leading telecom operators around the world are adopting Segment Routing. Examples include:

- **AT&T:** Using SR-MPLS to improve routing flexibility and scale.
- **Telefonica:** Transitioning to SRv6 to simplify their IP transport layer.
- **China Telecom:** Deploying SRv6 to support ultra-reliable low-latency communication (URLLC) for 5G.

These early adopters are proving SR's viability in production environments and setting benchmarks for industry best practices.



3. Segment Routing: Strategic and Financial Impact on Telecom Infrastructure

Telecommunications networks are under pressure to become more agile, efficient, and cost-effective. Legacy routing architectures are no longer sustainable in a market driven by 5G, cloud, and edge computing. Segment Routing (SR) is emerging as a core technology to modernize network infrastructure—simplifying operations, improving performance, and reducing cost.

This brief outlines how SR is reshaping network infrastructure and why its adoption matters for both technology and finance leadership.

Segment Routing offers a unique opportunity to modernize telco infrastructure with measurable gains on both technical and financial fronts. It reduces complexity, cuts cost, improves agility, and positions networks to capitalize on 5G and beyond.

- For CTOs, SR means a scalable, programmable, future-ready network.
- For CFOs, SR means a leaner cost structure, better asset utilization, and faster ROI on infrastructure investments.

The payoff is not just in better technology—it is in a stronger, more competitive business model.

3.1. What Is Segment Routing—and Why It Matters Now

Segment Routing replaces the traditional model of hop-by-hop routing with a simplified, source-based approach. Instead of relying on complex signalling protocols, SR encodes the path a packet should follow directly into the packet itself, using a series of instructions or "segments."

There are two main flavours:

- SR-MPLS: Uses existing MPLS infrastructure, simplifying control without replacing the underlying hardware immediately.
- SRv6: Uses IPv6 as the data plane, removing MPLS entirely over time and enabling a unified, IP-native architecture.

Why it matters: SR reduces the operational complexity and rigidity of legacy MPLS networks, while increasing flexibility—critical for supporting 5G, IoT, and real-time services.

3.2. Technology Leadership: Chief Technology Officer Perspective

Simplified Network Architecture

Segment Routing eliminates legacy control protocols like LDP and RSVP. This simplifies network topology and reduces state requirements in the core.

IMPACT:

- Fewer moving parts to manage.
- Faster deployment of new services
- Lower risk of configuration errors or outages

Better Traffic Engineering

SR supports dynamic path control without extra signalling overhead. Paths can be optimized based on latency, cost, or policy—all from a centralized controller.



IMPACT:

- Improved quality of service (QoS)
- Optimized bandwidth usage
- Greater control over critical service delivery (e.g., 5G slices)

Programmability and Automation

SR integrates well with SDN controllers, allowing centralized path computation and dynamic reconfiguration of the network based on demand or failures.

IMPACT:

- End-to-end automation
- Faster change cycles
- Infrastructure becomes software driven.

Support for 5G and Edge

SR and especially SRv6 enable deterministic, low-latency routing—key to delivering 5G capabilities like URLLC and massive IoT. SR also supports network slicing and service chaining, allowing differentiated services on shared infrastructure.

IMPACT:

- Scalable support for new revenue-generating services
- Readiness for emerging edge and cloud-native requirements

3.3. Financial Efficiency: Chief Financial Officer Perspective

Reduced Capex

SR allows telcos to extend the life of existing infrastructure:

SR-MPLS can run on existing MPLS-capable routers with software upgrades.

SR's stateless core reduces hardware requirements—fewer high-memory devices are needed in the backbone.

IMPACT:

- Deferred hardware refresh cycles
- Less spend on specialized routers
- Lower power and space requirements in central offices and data centres

Lower Opex

Legacy MPLS architectures are complex to operate. SR simplifies operations by removing entire protocol layers and enabling centralized control via SDN.

IMPACT:

- Smaller operational teams
- Reduced training and support costs
- Fewer outages due to misconfigurations or protocol failures



Improved Asset Utilization

SR enables much better control of how traffic flows across the network. Instead of overprovisioning to handle peak loads, telcos can engineer more efficient paths dynamically.

IMPACT:

- Higher network throughput with the same infrastructure
- Less stranded capacity
- More predictable planning and budgeting

Faster Time-to-Revenue

Because SR supports service automation and dynamic provisioning, new services—especially 5G-driven and enterprise offerings—can be brought to market faster.

IMPACT:

- Quicker monetization of 5G and edge investments
- Better alignment of infrastructure spend with revenue generation.
- Reduced time lag between Capex and ROI

3.4. Strategic Alignment Between CTO and CFO

Segment Routing is not just a network upgrade—it is a business enabler. Here is how it aligns technical goals with financial priorities:

CTO Focus	CFO Concern		Shared Outcome
Modernize and simplify infra	Reduce Capex/Opex	Leaner	scalable infrastructure
Support 5G, edge, automation	Monetize new services faster		Shorter time-to-revenue
Traffic engineering and QoS	Maximize asset utilization		Higher ROI per network dollar spent
SDN integration and agility	Reduce operational overhead		Smarter, software-driven cost control

This alignment helps justify the investment in SR as a strategic upgrade rather than a tactical refresh.

3.5. Migration Strategy and Risks

Segment Routing does not require a rip-and-replace approach. Most telcos begin with SR-MPLS in brownfield environments, using software upgrades and hybrid operation. SRv6 becomes a longer-term goal as IPv6 maturity improves.

Key considerations:

- Hardware readiness: Not all routers support SR or SRv6—some upgrades may be needed.
- Staff training: Operational teams need to understand the new model and tools.



- Tooling and visibility: Legacy tools may not provide insight into SR-based paths—new monitoring solutions are often needed.
- Phased rollout: Many telcos begin in the core, then expand to edge and access layers.

Despite these hurdles, the migration can be cost-effective if executed as part of existing infrastructure refresh cycles or 5G expansion plans.

3.6. Global Adoption Trends

Tier-1 operators are already deploying SR at scale:

- AT&T: Using SR-MPLS to simplify their core and automate traffic engineering.
- Telefonica: Moving toward SRv6 for its IP transport evolution.
- China Telecom: Leveraging SRv6 to meet 5G URLLC and service slicing requirements.

Their results point to improved network efficiency, faster provisioning, and reduced operational cost—proof points both CTOs and CFOs can study.



4. Strategic Investment Rationale: Segment Routing (SR)

Invest in Segment Routing (SR) as a strategic modernization of our network infrastructure to support revenue growth, cost efficiency, and service agility in alignment with our 5G, enterprise, and edge computing initiatives.

Segment Routing (SR) is a next-generation routing architecture that enables programmable, simplified, and scalable IP networks. It replaces legacy signalling protocols and rigid network paths with a software-driven, centralized model that significantly reduces operational complexity and infrastructure costs.

This investment supports our long-term objectives:

- Optimize current infrastructure and defer hardware refresh cycles.
- Increase ROI on 5G, enterprise, and cloud offerings.
- Reduce time-to-market for new services.
- Strengthen resilience and automation across the network.

Investment Drivers

4.1. Financial Efficiency

Capex Optimization

- SR-MPLS is compatible with existing MPLS infrastructure, requiring only software upgrades for initial deployment.
- SR reduces the need for memory-heavy core routers, enabling more cost-efficient hardware over time.

Opex Reduction

- Eliminates legacy protocols like RSVP-TE and LDP, simplifying operations.
- Cuts engineering hours and maintenance overhead through automation and centralized path control.
- Improved Resource Utilization
- Enables dynamic traffic engineering, reducing the need for overprovisioning.
- Maximizes throughput across existing links and reduces stranded capacity.

Projected Impact: 15–25% reduction in operational costs over five years; deferred Capex worth ~\$XXM through extended hardware lifecycle.

4.2. Business Agility and Revenue Enablement

Faster Time-to-Revenue

- Automates provisioning of network paths and services, reducing deployment times for new offerings.
- Enables on-demand, SLA-driven services aligned with enterprise customer expectations.

5G and Edge Enablement

- Supports network slicing, ultra-reliable low latency communication (URLLC), and mobile edge computing (MEC).
- Critical to scaling differentiated services across B2B, IoT, and mission-critical verticals.
- Unified Service Architecture
- SRv6 eliminates MPLS dependencies and converges mobile, fixed, and cloud services on an IPv6-native platform.



Strategic Fit: Essential enabler for our 5G monetization strategy and edge compute expansion; accelerates enterprise service delivery.

4.3. Operational Simplicity and Resilience

Stateless Core

- Segment Routing shifts control to the network edge, simplifying the core and reducing the number of protocols to manage.

Automation and SDN Integration

- Seamlessly integrates with SDN controllers to enable intent-based path computation and network self-healing.

Resilience and Flexibility

- Built-in fast reroute (FRR) and deterministic pathing improve service reliability and fault recovery.
- Outcome: Leaner operations, lower risk, and increased agility across multi-domain networks.

4.4. Deployment Strategy

Phased Implementation

- Core network (Year 1–2): Deploy SR-MPLS in the backbone for immediate operational efficiency.
- Metro and edge (Year 2–3): Extend SR to access layers and integrate with SDN controllers.
- SRv6 migration (Year 3–5): Begin transition toward an all-IP, MPLS-free network based on IPv6 capabilities.

Low-Risk Integration

- Compatible with existing protocols (ISIS/OSPF, BGP)
- Vendor support and field-proven deployments reduce implementation risk.
- Aligned with existing hardware refresh cycles and 5G rollout plans.

Estimated Payback Period: 24–30 months based on operational savings and service acceleration.

4.5. Market Validation

Global operators leading the charge:

- AT&T: Using SR-MPLS to reduce control plane complexity and improve traffic engineering.
- Telefonica: Implementing SRv6 to streamline transport networks and accelerate digital services.
- China Telecom: Deploying SRv6 to meet low-latency requirements for 5G and enterprise SLAs.

These deployments validate SR's operational and commercial advantages and highlight a broader industry shift away from traditional MPLS models.

Strategic Alignment



Strategic Objective	How SR Supports It
Monetize 5G and edge	Enables service slicing, low-latency, dynamic paths
Reduce cost-to-serve	Simplifies network stack, reduces Opex
Accelerate enterprise growth	Automates provisioning, enhances SLA guarantees
Improve service resilience	Built-in failover and self-healing capabilities
Prepare for IPv6 future	SRv6 offers long-term scalability and convergence



5. Road map to implementation and recommendations

5.1. Segment Networking Implementation Roadmap Overview

Segment networking is a strategic initiative designed to strengthen network security, reduce risk, and improve operational control by dividing a network into isolated zones based on function, sensitivity, or compliance requirements. This roadmap outlines a structured approach for implementing segment networking across our infrastructure, from planning to validation.

1. Scope

The project focuses on enhancing security and compliance by isolating key areas of the network—such as Finance, HR, and Production systems—while minimizing impact to business operations. Success will be measured by clear traffic separation, enforceable access policies, and minimal user disruption.

2. Design

A detailed design phase will map current network architecture and define segmentation boundaries using VLANs, VRFs, and, where needed, micro-segmentation. Access control policies will be developed under a least-privilege model, supported by logical network diagrams and traffic flow documentation.

3. Manufacturer Review

Validating hardware and software compatibility with the proposed design. This includes reviewing features, performance limits, and licensing needs with existing vendors to ensure infrastructure can support segmentation at scale.

4. Trial and Test

A controlled pilot environment will be created to simulate key use cases, evaluate access policies, and assess performance. Results will be used to fine-tune the design and reduce the risk of production issues.

5. Project Plan

The implementation will follow a phased approach, starting with low-risk systems and progressing to critical zones. A project timeline, clear roles, and a communication strategy will support execution. Risk mitigation and rollback procedures will be embedded in each phase.

6. Implementation and Validation

Segment policies will be deployed incrementally, with real-time monitoring to validate functionality and security. Testing will ensure business services continue to operate as expected, and that segmentation will be appropriately enforced.



7. Recommendations

Following deployment, we will conduct a post-implementation review to evaluate results, document lessons learned and identify opportunities for further refinement. Long-term recommendations include expanding segmentation coverage, integrating automation, and maintaining regular policy reviews.

5.2. Segment Networking Implementation Roadmap

Introduction

As organizations grow increasingly reliant on interconnected digital systems, the need for secure and manageable network environments becomes more critical. Segment networking—dividing a network into smaller, isolated parts—helps reduce the attack surface, contain threats, and enforce policy-based access controls. This report outlines a structured, step-by-step roadmap for planning, designing, implementing, and validating a segment networking solution. It is intended to guide technical teams, stakeholders, and decision-makers through the full lifecycle of deployment, from initial scope definition to operational recommendations.

1. Scope

Objective: Define the purpose, reach, and key outcomes of the segment networking project.

Goals:

- Enhance network security by isolating traffic between systems, departments, or zones.
- Improve regulatory compliance through stricter access controls.
- Reduce potential impact of lateral movement during a breach.
- Improve network performance and policy enforcement.

In-Scope Areas:

- Core infrastructure (data centres, cloud networks, branch networks).
- Key departments (e.g., Finance, HR, R&D).
- Critical services (e.g., Active Directory, payment systems, application servers).

Out of Scope:

- Non-critical legacy systems and networks unless explicitly required.

Success Criteria:

- All defined segments are isolated with enforceable policies.
- Access control and monitoring are in place and operational.
- Minimal disruption to end-users and business processes.

2. Design

Objective: Create a technical design based on business requirements and existing infrastructure.

Assessment of Current State:

- Document network topology, IP schema, and current VLANs.



- Identify high-traffic zones and shared services (DNS, AD, logging).

Segmentation Strategy:

CHOOSE APPROPRIATE METHODS:

- VLAN-based segmentation.
- Subnet/VRF-based separation.
- Micro-segmentation for data centres or cloud workloads.
- SDN/NAC-based dynamic policy enforcement.

Access Control Policy Definition:

- Define and document who/what can communicate across segments.
- Apply a least-privilege model for all inter-segment communications.

Design Artifacts:

- Logical and physical network diagrams.
- Detailed access matrix and policy charts.
- High-level and low-level design documents.

3. Manufacturer Review

Objective: Confirm hardware and software support for the proposed design and mitigate compatibility issues.

Review of Existing Infrastructure:

- Check switch/router/security system compatibility with segmentation features.
- Assess endpoint support for VLAN tagging or client isolation.

Feature Validation:

- Validate required features: ACLs, VLANs, VRFs, flow logging, etc.
- Ensure centralized policy management is supported.

Vendor Engagement:

- Collaborate with hardware and software vendors to review the proposed design.
- Identify limitations, support requirements, and configuration recommendations.

Procurement and Licensing:

- Determine if additional licenses or upgrades are needed.
- Validate that performance and scalability meet future growth needs.

4. Trial and Test

Objective: Validate the segmentation design in a non-production environment.



Lab or Pilot Deployment:

- Set up a representative test environment replicating key segments.
- Include simulated traffic and users to evaluate access rules.

Functional Testing:

- Validate isolation between segments.
- Evaluate policy enforcement and allowed communication paths.

Resilience Testing:

- Simulate failure scenarios (link failure, misconfiguration).
- Evaluate fallbacks and system recovery behaviour.

Result Documentation:

- Capture configuration settings, test outcomes, and issues.
- Refine the design based on test feedback.

5. Project Plan

Objective: Define the execution roadmap for rollout and ensure all aspects are co-ordinated.

Phased Deployment Plan:

- Break project into phases (e.g., core systems, user VLANs, cloud workloads).
- Schedule based on risk level, system criticality, and resource availability.

Roles and Responsibilities:

- Assign roles across network engineering, security, operations, and application teams.
- Establish escalation paths and review checkpoints.

Change Management:

- Integrate with organizational change control processes.
- Define rollback procedures and validation steps.

Communication Plan:

- Set up stakeholder updates, end-user notifications, and training where applicable.

6. Implementation, Test, and Validation

Objective: Execute the deployment in production and validate the operational effectiveness of segmentation.

Deployment:

- Roll out segmentation policies in stages.



- Apply configurations in line with validated designs.

Testing in Production:

- Verify inter-segment traffic restrictions.
- Ensure that business-critical applications function as expected.

Monitoring and Validation:

- Monitor logs, alerts, and flow data to detect unexpected behaviours.
- Use penetration testing or network scans to verify segment boundaries.

Operational Handover:

- Provide support teams with updated network maps and documentation.
- Ensure tools for monitoring and policy management are in place.

7. Recommendations

Objective: Summarize the implementation outcomes and propose next steps for optimization and maintenance.

Post-Implementation Review:

- Analyse results against original success criteria.
- Document lessons learned and areas for improvement.

Future Enhancements:

- Expand segmentation to other areas (e.g., IoT, OT, third-party access).
- Integrate automated policy management or AI-based anomaly detection.

Ongoing Management:

- Schedule regular policy reviews and audits.
- Maintain logs and documentation for compliance purposes.

Training and Awareness:

- Provide internal teams with ongoing training on segmentation management.
- Develop onboarding processes for new systems into segmented networks.



6. How Erkmar and Advatec will deliver

Erkmar combines technical depth with real-world implementation experience to deliver secure, scalable, and compliant segment networking—without disruption to your business. Our approach is hands-on, outcome-driven, and aligned with your goals from day one.

Strategic Focus

We start by aligning with Safaricom's business priorities—security, compliance, performance—and help define a clear, actionable scope. Our team collaborates closely with your stakeholders to ensure the segmentation strategy fits your operational and regulatory needs.

Smart, Practical Design

Our engineers will help Safaricom assess their current network, identify critical traffic paths, and design a segmentation model that works within your existing infrastructure. Whether it is VLANs, SDN, or micro-segmentation, we select the right tools for your environment.

Vendor-Aware Execution

We validate the design against your existing hardware and software, reducing surprises and avoiding unnecessary spend. Our vendor partnerships help fast-track approval and access best-practice configurations.

Risk-Free Testing and Rollout

Erkmar will help Safaricom build a fully testable pilot to validate the approach in a safe environment. Once proven, in partnership we roll out in stages—starting with low-risk zones—to ensure business continuity and minimal downtime.

Operational Handover

We will help Safaricom to provide complete documentation, training, and support. Safaricom team will not just inherit a solution—they will understand it, manage it, and grow it confidently.

Ongoing Partnership

After delivery, Erkmar continues to support you with policy reviews, monitoring strategies, and future expansion planning—whether into cloud, OT, or zero-trust architecture.

With Erkmar, you are not just implementing segmentation—you are building a secure foundation for everything that comes next.