

HEAVY READING

Service Provider IT

Insider

NFV Partnerships Underscore Importance of Collaboration

TABLE OF CONTENTS

- I. Introduction
- II. The Market for NFV Partnerships & Ecosystems
 - Features Found in NFV Partnerships & Ecosystems
 - Strongest Drivers for NFV Partnerships & Ecosystems
 - Challenges Faced by NFV Partnerships & Ecosystems
- III. Existing NFV Partnerships & Ecosystems
 - Offerings From Vendors
 - Geographic Breakdown
- IV. Vendors Leading the Market
 - 6WIND
 - Alcatel-Lucent
 - Brocade
 - Cyan
 - HP
 - The Linux Foundation
 - Metaswitch
 - Midokura
 - Nakina Systems
 - NetCracker Technology
 - Overture Networks
 - Procera Networks
 - RAD Data Communications
 - Red Hat
 - Wind River
- V. Conclusion

Report Highlights

One major driver behind NFV partnerships and ecosystems is the ability of end users to choose a best-of-breed solution and avoid vendor lock-in, increasing customer satisfaction and lowering price

Operators are used to paying for hardware and getting the software for free; this mentality needs to change as the value moves from hardware to software

There is a possibility that future NFV partnerships and ecosystems will be started by vendors – and possibly even service providers – looking to differentiate themselves in the market

As standards mature and interfaces are solidified, NFV partnerships will become less about technical collaboration and more about integrated business offerings that provide attractive price points

Use of this PDF file is governed by the terms and conditions stated in the Subscriber License Agreement included in this file. Any violation of the terms of this Agreement, including unauthorized distribution of this file to third parties, is considered a breach of copyright. UBM will pursue such breaches to the full extent of the law. Such acts are punishable in court by fines of up to \$100,000 for each infringement.