

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 | • Nakina Systems |
| • Alcatel-Lucent | • NetCracker Technology |
| • Brocade | • Overture Networks |
| • Cyan | • Procera Networks |
| • HP | • RAD Data Communications |
| • The Linux Foundation | • Red Hat |
| • Metaswitch | • Wind River |
| • Midokura | |

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

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