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NFV Partnerships Underscore Importance of Collaboration

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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