



# **HP @ Mobile World Congress**

## **HP OpenNFV Program**

**February 24, 2014**

Partner Quote Sheet



## Partner Quotes

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"Affirmed Networks is pleased to partner with HP to drive unprecedented transformation of mobile networks. Network Functions Virtualization enables mobile operators to select leading virtualized solutions for commercial roll outs and today we are deploying solutions that provide elastic capacity and dynamic functionality with true telco grade reliability. Our solutions dramatically reduce time-to-revenue for mobile services while significantly cutting network complexity and expense. Mobile operators are hence able to profitably scale their networks and also drive attractive, new revenue streams."

- Hassan Ahmed, Chairman and CEO, **Affirmed Networks**



"In the environments we work in, it's key that we have agility and flexibility in what we offer our customers. We partnered with HP because they are a leader in both open systems and in virtualization, which is an important strategy for us going forward. We can rely on HP for their expertise in NFV and in x86 technology, which enables us to free up R&D investment dollars to focus more on innovative software technology."

- Roy Kaser, CTO and VP IP Platforms, **Alcatel Lucent**



"HP has been a key partner in BT's research and industry collaboration on NFV for over the past two years. HP has contributed technical resources, technologies and lab facilities to enable a range of proof of concepts, including: content delivery network, Wi-Fi IPsec termination, virtualized customer premises equipment and routers. The activities have been executed in an open, collaborative forum with other technology partners and have delivered valuable results to BT and the industry."

- Peter Willis, Chief Data Networks Strategist, **British Telecom**



"HP & Broadcom have been working as partners in the server space for a long period of time delivering innovative networking technologies. We are extremely excited to work with HP on the OpenNFV initiative. We are pleased that this initiative provides a vehicle for bringing Broadcom's high performance multi-core SoC solutions to market. The combined platform can take advantage of Broadcom's workload flexibility for control plane as well as data plane processing for applications such as EPC, CRAN, CDN and IMS requiring acceleration of functions such as Crypto and DPI in a fully virtualized environment. We are enthusiastic about the opportunity this represents to our shared customers who will benefit from the combination of Broadcom's SoC capabilities and HP's NFV flexible architectural framework which allows for high performance packet processing workloads under the control of HP's Cloud Systems and Orchestration technologies."

- Eric Hayes, Vice President, Platform Marketing, Processors & Wireless Infrastructure, **Broadcom**





"Brocade is proud to participate as an application partner in HP's OpenNFV program as we see this as an important step to accelerating adoption of NFV. The testing and integration process at HP OpenNFV's Interoperability Lab will help carriers confidently deploy next-generation network functions, such as the industry-leading Brocade Vyatta vRouter, vFirewall and vADX application delivery controller solutions on HP's NFV platform architecture. Brocade and HP have enjoyed a long-term partnership for many years and as a result have worked extensively to optimize platforms and VNF software to provide carriers a high degree of reliability and availability in virtualized environments."

- Kelly Herrell, VP and GM, Software Networking Business Unit, **Brocade**



"HP is excited to have GENBAND join its OpenNFV program bringing in vast experience and understanding of delivering key networking technologies like Session Border Control and Media Transcoding. HP and GENBAND have worked together to define a cloud-ready architecture for these services in the carrier datacenter. To help Communications Service Providers increase cost effectiveness and service velocity in large complex networks, HP and GENBAND will use HP's Cloud System and NFV Orchestration technologies to create an agile platform for applications deployment and enablement with NFV."

- BG Kumar, President Multimedia Business Unit, **GENBAND**



"HP is a leader in open systems and we look forward to HP becoming a key partner in our sales and development collaboration on Network Functions Virtualization (NFV). NEC is not only the world's first to launch a commercial virtualized Evolved Packet Core (vEPC) and a virtualized Mobile Virtual Network Operator Gateway (vMVNO-GW), NEC is also preparing to release Virtual Customer Premises Equipment (vCPE) that will take full advantage of this partnership and the strengths of this foundation in order to rapidly expand the global NFV market, and secure a position as the top NFV vendor."

- Shunichiro Tejima, Executive Vice President, **NEC Corporation**



"HP's OpenNFV program and architecture is perfectly aligned to NSN's recently announced Telco Cloud strategy. NSN and HP have been business partners for over 20 years, and we are delighted that this partnership is extended to a deeper level addressing commercial readiness of the Telco Cloud. Operators can benefit from HP's leadership position in IT platform technologies and solutions and NSN's excellence in virtualized NFV applications, together with tailored expert services from both NSN and HP."

- Michael Clever, Senior Vice President of Core Cluster, **NSN**



"Sonus is helping service providers better understand how virtualization of key network elements can open new revenue opportunities through efficient, scalable Cloud-based service delivery. Collaboration among industry leaders is essential in moving this technology and market forward, which is why the work between Sonus and HP is critical in helping service providers best leverage their network assets."

- Kevin Riley, Chief Technology Officer, **Sonus**





"During periods of high workload, organizations will often experience bandwidth lag time – slowing workflow and overall productivity. Verizon, together with HP and Intel, orchestrated a Wide Area Network (WAN) bandwidth burst that enables customers to seamlessly move application workloads to public clouds, reducing down time. The SDN components of HP's NFV Program provide us with the flexibility necessary to respond to customer needs even faster."

- Prodip Sen, Director of Network Architecture, **Verizon Network and Technology**

