

Stepping up to a smarter multi-vendor IP environment

Mitigating risks and maintaining
resiliency in multi-vendor networks

Nokia Siemens
Networks



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With competition cutting the cost of network equipment and a growing number of service providers (SPs) merging their mobile and fixed networks, multi-vendor environments are on the rise. Eager to learn if a multi-vendor solution is indeed a viable alternative for SPs, Gartner recently conducted a study¹ that confirms early adopters' experiences.

“Depending on the vendors and type of equipment involved, the interviewed organizations achieved capital cost savings of 30% to 50%...”²

The facts are in and the findings are astonishing: Multi-vendor IP networks implemented with best practices and best-of-breed products bring many benefits to SPs. But clearing the hurdles of complexity and keeping these networks manageable are daunting challenges. SPs seeking to step up to a smarter multi-vendor IP environment need a partner who knows how to tame the complex dynamics of these networks and get multiple vendors' products to work together as one.

Big-picture solutions

Quick to see in IP an opportunity to keep customers' options open, Nokia Siemens Networks committed early to a multi-vendor IP/Ethernet approach and opted to partner with market-leading vendors. That strategic pledge has paid off: We now have smart and holistic packet solutions built on unrivalled multi-vendor capabilities and proven many times over in the real world.

“Organizations wanting to take advantage of the benefits of introducing additional vendors into their environment should start by introducing industry-standard tools for alerting, performance and network performance, and chance management. Not only will these tools improve the management of the existing single-vendor network, but they will also make the transition to other vendors or adding new technologies much easier. These tools will help reduce unplanned outages and the complexity of network operations.”³

Do what you do best, interoperate with the rest

Our solutioneers put a new twist on this old specialization adage by

- Embracing the best of what the top vendors Cisco, Juniper and other leaders in their chosen fields have to offer, and building a solution on their and our finest products
- Engineering a dedicated multi-vendor, IP/MPLS-enabled solution called the Multiservice IP Backbone
- Evaluating, testing, and certifying partner products to ensure resilient IP solutions
- Developing a smart, holistic solution where all components interwork smoothly
- Deploying a multi-technology, multi-domain, and multi-vendor OSS (Operation Services Support) system and powerful, end-to-end management tools

NetAct is a single management entity for our products and others sourced from leading vendors such as Cisco, Juniper, and other partners. With more than 400 installations around the world, it stands as a shining example of how we put our holistic approach into practice. Another is the Multiservice IP Backbone. Mapped for multiple use cases, it streamlines TDM and packet transport in a single efficient IP backbone.

“Most organizations that introduced a second vendor report a lasting decrease in network complexity...”⁴

The Gartner study found that providers who succeeded in achieving interoperability followed a number of best practices, including:

“Ensuring that you use standards as much as possible, especially interfaces between building blocks within the network. Ensuring that the new vendor provides transition help during the implementation phase (especially for more-complex data center and core deployments). Perform proof-of-concept testing when introducing a new technology into the network.”⁵

The ResIP Center:

- Demonstrates how multiple services interwork across multivendor IP networks, including L3 VPN, VPLS, VPLWS, multicast, and traffic engineering
- Stages worst-case scenarios for IP- and MPLS-based core networks, Layer 3 VPNs, Ethernet and VPLS-based access, resource control functions, and security features to show how interference, interruptions, and attacks affect the behavior of multiplex services
- Proves how a stringent QoS policy and smart traffic engineering minimize latency, variance, and packet loss for time-critical traffic
- Triggers realistic network failures to verify that our certified, resilient, and carrier-grade IP solutions continue to deliver multi-media services smoothly
- Gives these demonstrations live and in real time to provide first-hand insights to customers in the showroom and at any remote location

Service beyond expectations, security beyond firewalls

With 28,000 well-trained service professionals and hundreds of globetrotting, IP-certified Cisco and Juniper network engineers, we can offer every conceivable combination of network planning, consulting, optimization, implementation, operating, and care skills. And with 16 global delivery centers, we have the reach to bring these best-in-class services to you wherever you may be.

At Nokia Siemens Networks, no issue looms larger than security. Rest assured that state-of-the-art access control, stateful firewalls, subscriber traffic isolation, and other security features are all part of the ResIP-certified package.

“We find no need to add staff, retraining is a minor issue, and interoperability and complexity are easily managed, in some cases, depending on the exact transition, and will make the network easier to deal with in the long run.”⁶

A persuasive performance promise

Of the many arguments that speak in favor of you making us your partner of choice for a multi-vendor solution, the strongest is our performance promise: We put your needs first by partnering with Cisco, Juniper, and other top vendors to bring you the best product for each application, harmonizing them all to interwork flawlessly. Rather than settling for the lowest common denominator, we aim for maximum effect, including a single OSS to manage and operate your entire network.

Count on us to solve the complexity puzzle and make your transition to tomorrow's network simple. Capitalize on the benefits of a multi-vendor solution that drives down costs and ensures resiliency. Talk to us – we will be delighted to arrange a visit to our ResIP Center and show you how a multi-vendor network can benefit your bottom line.

1, 2, 3, 4, 5, 6: Debunking the Myth of the Single-Vendor Network by Mark Fabbi and Debra Curtis; November 17, 2010, Gartner Research, ID Number: G00208758

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