

Partner Quote Sheet: IBM Launch IBM Cloud for Telecommunications and Ecosystem partner solutions

Read more about the many exciting things we are doing and planning to do with our Ecosystem partners on IBM's Hybrid Cloud for Telecommunications for and with our joint clients.

“ADVA and IBM have been collaborating for more than 20 years to provide leading edge optical and transport solutions. Recently, disaggregation, virtualization and software defined have become a strong focus of our joint solutions. ADVA's history in building reliable telco networks and the open standards approach with its NFV portfolio fit perfectly to the idea of IBM's Cloud for Telecommunications ecosystem. We are proud to continue the collaboration with IBM and our joint clients.”

*Gottfried Bonleitner
Director, Global IBM Alliance
ADVA*

“Affirmed Networks, now a Microsoft company, is very excited to work with the IBM Cloud for Telecommunications ecosystem. Affirmed has been at the vanguard of driving the adoption of hybrid and distributed cloud environments within the communications industry. Working closely with IBM and service providers for 5G deployments, we are bringing our software innovation into multi-cloud infrastructures to unlock new revenue streams for MNOs around the globe.”

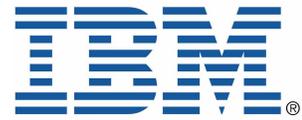
*Amit Tiwari
Chief Strategic Alliances Officer
Affirmed Networks*

“AltioStar is excited to be part of the IBM Cloud for Telecommunications launch. We have worked closely to integrate our Open vRAN solution with the IBM cloud platform to offer mobile operators a greater level of automation in the deployment of open and cloud-native wireless networks.”

*Thierry Maupilé
Executive Vice President, Strategy and Product Management
AltioStar*

“We are excited to expand our relationship with IBM by bringing together IBM Cloud for Telecommunications and Altran's 5G solutions across vRAN, Core, Transport and Edge. Our collaboration creates a compelling value proposition in the telco cloud network infrastructure and services market. Capgemini and Altran's new set of Intelligent Industry offerings focused on 5G and Edge positions us to jointly engage with telco operators and enterprises, and enable their data driven business transformation.”

*Tarush Verma
Vice President & Client Partner – IBM Account
Altran, a Cap Gemini Company*



“Assima on IBM Cloud for Telecommunications drives digital transformation by delivering impactful systems training and performance support. As the industry transforms its networks, user training has to follow suit and become just as agile and scalable. With IBM powering our solution, we are committed to helping telecom providers increase end-user adoption, reduce training costs, deliver stellar customer service and unlock the full value of their enterprise applications.”

*Riz Khaliq
Chief Executive Officer
Assima*

“Cisco is excited to bring our industry leading compute, security, and Service Provider solutions to the IBM Cloud for Telecommunications,” said Keith Dyer, VP for IBM Strategic Alliance. “We are delighted to expand our 20+ year partnership with IBM and bring the power of our joint solutions to our mutual customers.”

*Keith Dyer
VP for IBM
Cisco*

“Dubber on IBM Cloud for Telecommunications unlocks the potential of Voice AI and data inside the telecommunications service provider’s network. Together with IBM we look forward to delivering breakthrough efficiency and scalability, unlocking the opportunity to deliver new services and address critical business needs ranging from compliance and improving customer experience”. For the first time, Telecommunications Service Providers can deliver Voice Data as a Service, from the IBM Cloud for Telecommunications –capturing and unlocking the potential of every conversation on any end-point –mobile, SIP, UC and more.

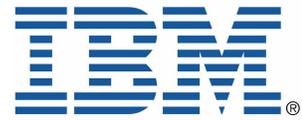
*James Slaney
CTO and Founder
Dubber*

“The Enghouse Networks solutions portfolio is deployed in mission-critical networks around the world,” said Sunil Diaz, General Manager, Enghouse Networks. “We look forward to further enabling our global telecommunications service provider, defence and utility customers’ digital transformation journey with the IBM Cloud.”

*Sunil Diaz
GM, Enghouse Networks
Enghouse*

“The combined power of IBM Cloud for Telecommunications with Equinix Metal speeds the deployment of a telco’s critical virtualized infrastructure and expands on Equinix’s long standing history serving the network service provider ecosystem. As the telco community seeks to streamline their back office, network functions for 5G, and other critical capabilities, scaling horizontally on Equinix Metal at metro edge locations allow NSPs to deploy new capabilities more efficiently, which in turn should allow the telcos to monetize those efforts faster.”

*Jim Poole
VP of Business Development
Equinix*



“F5 shares values with IBM to enable Service Providers with broader choices of modern architectures and infrastructures--both hardware and software choices—designed to securely enable open source hybrid cloud, containers and edge innovations to support network transformation. Our mutual goals are for flexibility and smooth multi-vendor interoperability, with a commitment to consistent processes supporting rigorous management and orchestration policies for operational efficiency.”

*James Feger
GM, Service Provider
F5*

“HPE has a comprehensive portfolio of carrier grade, cloud-enabled software, services, and infrastructure offerings for advancing telco innovation in the market which spans the telco core, telco edge and the enterprise. We provide open and secure telco grade infrastructure solutions that are highly optimized for telco workloads. Our portfolio empowers our customers to efficiently deploy 5G networks and manage the next generation of telco workloads that facilitates new service revenue. Customers choosing HPE Servers that are optimized with IBM Cloud for Telecommunications, will gain a platform with security, automation and workload optimization capabilities that are critical to supporting the deployment, speed and scale of emerging telco services and experiences.”

*Claus Pedersen
VP and GM, Worldwide Telco Infrastructure
HPE*

“The partnership with IBM Cloud continues to deepen and we’re proud to extend our work to include IBM Cloud for Telecommunications. With our combined ecosystems, the market can benefit from edge-to-cloud innovation, new use-cases and accelerated deployments that are built on IBM’s strength in delivering containerized services with the power and security of Intel technologies.”

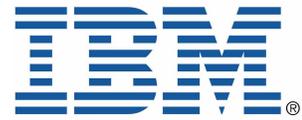
*Rebecca Weekly
Intel Senior Director of Hyperscale Strategy and Execution
Intel*

“Edge computing brings applications and workloads closer to enterprises and enables new low-latency services in new segments, including Industry 4.0, Smart City and Connected Cars, however, this will require new investment in infrastructure, security and operational processes. Software-Defined Networking (SDN) solutions that leverage open standards, automation and AI will play a critical role to enable enterprises to analyze their data in near-real time to improve decision-making.”

*Manoj Leelanivas
EVP and Chief Product Officer
Juniper Networks*

“Kaloom is proud to be part of IBM’s Cloud for Telecommunications ecosystem. Our Cloud Edge Fabric is built on OpenShift Container Platform (OCP), optimized for Cloud Native Applications, and provides support for network slicing along with a multi Tb/s 5G-UPF. Complemented by IBM’s orchestration and service assurance solutions, customers will now have the ability to accelerate time to market for new services and grow revenue.”

*Laurent Marchand
CEO and Founder
Kaloom*



“Together, MATRIXX and IBM will enable new ways to monetize telco and cloud resources, underpinned by AI and automation, ready to help Telco’s enter the next era of cloud”

*Marc Price
CTO
MATRIXX Software*

“Mavenir uses a common webscale software platform across our products and services that brings agility and speed in the delivery of mobile network applications and services. Our engagement with IBM will enable our customers to run applications on the IBM Cloud for Telecommunications where machine learning and artificial intelligence can be applied for network performance and optimization.”

*Pardeep Kohli
President and CEO
Mavenir*

“With wireless and wireline networks rapidly converging on a common 5G core, employing highly orchestrated and automated cloud native voice infrastructure has never been more important. Clearwater Core is a cloud native IP Multimedia Subsystem implementation and, when deployed on RedHat OpenShift within the IBM Cloud for Telecommunications, will be a logical choice for operators tasked with quickly but cost effectively delivering innovative voice and video communications solutions over LTE, NR or WiFi.”

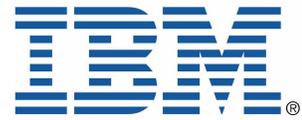
*Shriraj Gaglani
Chief Marketing and Product Officer
Metaswitch, a Microsoft Company*

"As global events dramatically reshape work environments, our clients are strategizing on how to organize remote teams to be productive anywhere while also adhering to client’s security, compliance and regional data protection guidelines. Hosting our MultiLine service on IBM’s public cloud has made it simple for us and our global clients, especially within regulated markets like financial services, to deploy compliant and critical customer facing digital communications with confidence knowing that we can meet the security and regulatory standards required for their industry.”

*Amit Modi
Chief Product and Technology Officer
Movius*

“We look forward to working with IBM on supporting customers who are deploying 5G core and edge services, including IoT. With NETSCOUT end-thru-end Visibility without Borders (VwB) across the hybrid-cloud now extended to the IBM Cloud for Telecommunications, CSPs can rely on NETSCOUT Service Assurance to deploy these services with confidence.”

*Bruce Kelley
Senior Vice President, CTO
NETSCOUT Systems*



“With the rapid proliferation of 5G technologies and networks across the globe, many organizations will be challenged to manage the massive amount of data being produced or accessed by the connected devices on these networks. We are teaming with IBM to simplify the adoption and readiness of 5G to develop hybrid cloud solutions that offer users a seamless experience regardless of whether their data is on-premises, in the cloud or at the edge.”

*Kim Stevenson
SVP, Foundational Data Services Group
NetApp*

“We are happy to team up with IBM to develop 5G solutions at the telecom edge, with Red Hat OpenShift. We believe that our service provider customers will benefit greatly from having an additional choice to quickly and efficiently deploy private 5G networks. The transition to 5G will be a key step for industries to deliver on their digital transformation plans. Having multiple options of cloud-based solutions will help our industry build this path forward.”

*Jane Rygaard
Head of Edge Cloud
Nokia*

“5G is transforming business for service providers and the industry verticals they serve. The protection of 5G networks and applications has become critical. Palo Alto Networks' 5G security provides powerful visibility, threat prevention, and security enforcement. Our 5G security solution, orchestrated with IBM Telco Network Cloud Manager, provides holistic security and a high degree of automation that will help our customers safely transition to 5G.”

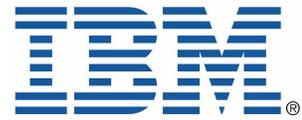
*Prem Iyer
VP Business Development
Palo Alto Networks*

"By partnering with IBM to offer a comprehensive set of application and data services needed to run enterprise applications on OpenShift on IBM Cloud Satellite, Portworx enables more enterprise applications to run in this truly multi-cloud environment with the benefits of increased agility, visibility, and operational consistency while reducing fragmentation and complexity."

*Goutham Rao
CTO & Co-Founder
Portworx*

“Robin is excited to join the IBM Cloud for Telecommunications Ecosystem. Robin technology for the IBM Cloud for Telecommunications plays an essential part in any 5G modernization initiatives by Telcom Operators focused on Cloud-native deployments of their network functions and services.”

*Partha Seetala
Chief Executive Officer
Robin*



"Samsung is committed to helping enterprises tackle the unique challenges of today's market by utilizing the latest mobile innovations and advanced network solutions. We are excited to work with IBM and Red Hat to develop new user experiences for business based on transformative technologies like 5G, IoT and AI to help drive efficiency and streamline operations."

*K.C. Choi
EVP and Global Head of B2B Business
Samsung Electronics*

"SevOne Network Data Platform running on IBM Cloud for Telecommunications will provide global networks powerful insight, active management and service assurance capabilities to support the most demanding, latency sensitive applications. The future is all about delivering a consistent, predictable, reliable application experience and we are excited to partner with IBM Cloud for Telecommunications".

*Jim Melvin
COO
SevOne*

"The dramatic shift to remote work has made visibility into user experience and application delivery of critical importance. By leveraging the IBM Cloud for Telecommunications, Sinefa will be able to offer our Digital Experience Monitoring solutions to the market more efficiently and at greater scale, enabling our customers to regain IT visibility, and keep their businesses flowing. "

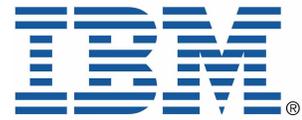
*Chris Siakos
Chief Technology Officer
Sinefa*

"New technologies such as 5G and SD-WAN that leverage the Cloud require a new approach to testing. As adoption of these technologies accelerates, it's the right time to rethink test. We're excited to be collaborating with IBM Cloud for Telecommunications to deliver test and assurance solutions spanning the lifecycle, from lab development to real-world deployment and operational use. Together, we're teaming to help organizations reinvent the telecom innovation pipeline and deploy with confidence, allowing the industry to validate these new technologies faster, with fewer resources and at lower cost."

*Jurrie van den Breekel
VP, Strategic Partnerships
Spirent*

"As more applications with need for high-throughput and low-latency move to the edge cloud, Thales will address customers' data security needs with IBM Edge Application Manager. This will enable customers to extend their cloud model to the edge with full control on the security of their sensitive data along with addressing their compliance requirements."

*Chen Arbel
VP, Business Development, 5G & Cloud Security
Thales*



“LF Networking has seen tremendous growth as telecoms and cloud continue to merge. We are pleased to see IBM’s continued presence in this space and appreciate their role as a key player in telco network transformation to the cloud.”

*Arpit Joshipura
GM, Networking, Edge and IoT
The Linux Foundation*

“We enable a wide range of communication solutions powered by Traveling ceNNso Platform in a secure and trusted way - bringing the hyperscale of any Cloud Provider together with Telecommunication Provider’s Network to innovate with 5G and Edge Computing across any Industry. We are excited about the possibilities when teaming with IBM to bring our solution to IBM Cloud for Telecommunications.”

*Holger Winkelmann
Managing Director
Traveling GmbH*

“The next generation of applications will be delivered across 5G, edge compute, and software-defined networking. The complex orchestration of thousands of logical and virtual configurations across a vast network of physical devices requires a new breed of resource management to assure application performance. Together with IBM, Turbonomic is helping customers continuously assure application performance in real time and over time, as they deliver those applications across the modern network.”

*Mor Cohen
Cloud CTO
Turbonomic*

“Enabling organizations to go through their specific cloud journeys and digital transformation initiatives is a key focus for us at Zerto which is why we’re excited to bring our innovative data protection, disaster recovery and mobility solutions to IBM Cloud Satellite.”

*Gil Levonai
CMO and SVP of Product
Zerto*