

NEC and Dell Validate Interoperability, Announce New Distribution Agreement

Dell and NEC deliver service agility, visibility and choice in Software-defined Networking (SDN) solutions

Irving, Texas - June 16, 2015 - NEC Corporation of America (NEC), a leading technology integrator of advanced IT, communications and networking solutions, and a pioneer in Software-defined Networking (SDN), announced that the NEC ProgrammableFlow® Controller has been verified compatible with the Dell Inc. S-Series of high performance managed switches. The interoperability of the two products:

- Creates a high-performance Ethernet fabric that provides the needed throughput to meet the demands of new applications and services
- Enables network virtualization to unlock service agility without the need for encapsulation
- Delivers network service virtualization through a flow-based network policy management
- Provides end-to-end visibility with automatic network discovery and configuration

Network administrators leverage NEC's SDN technology to achieve greater service agility through network automation and are able to control costs by consolidating network equipment. NEC ProgrammableFlow SDN solutions simplify network operation and increase network visibility, improving service levels by fine-grained control and visibility of network

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The new distribution agreement will allow Dell to resell the ProgrammableFlow Controller Software as one of the software options sold with Dell's networking hardware. Dell's S4810, S4820, S5000 and S6000 series of switches running Dell OS9 have been verified compatible with the NEC ProgrammableFlow Controller version 6, with additional validation of Dell switches planned.

"Unlocking the network from the tight coupling of hardware and software opens more customer choice to achieve better service levels at lower costs," said Arpit Joshipura, vice president, Dell Enterprise Networking & NFV. "We are excited to work with NEC to address the market demand for automation and open standards."

"As SDN networks are being deployed at a rapid rate, customers now have the added confidence that these technologies can be used where appropriate as part of scalable, high-performance networking environments," said Harry Inoue, vice president, Global Solution Platform Center, NEC Corporation of America. "We've worked closely with Dell Networking on product testing to ensure interoperability and simplified product integration that will provide our customers with ease of deployment and operation."

"As SDN solutions continue to gain traction among enterprises and service providers alike, the industry is at a seminal turning point. Collaboration between vendors will be the key to transitioning organizations to more efficient, flexible and scalable software-defined data center networking environments. Now, two leading SDN vendors are coming together to meet this accelerating market head on, with innovative solutions to better meet the demands of open networking," said Brad Casemore, IDC Corporation.

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NEC and Dell will be demonstrating their joint SDN solution during

Showcase at the Open Networking Summit, June 14-18, in Santa Clara. For more information about ONS 2015, go to <http://opennetsummit.org/conference/>. Be sure to visit NEC's booth #406 during the conference.

NEC information: www.necam.com

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