

NEC

HPE



Powered by AI. Delivered by experts.

Digital finance network transformation perfected.

HPE JUNIPER
networking

NEC’s global integration expertise and HPE’s AI-driven platforms combine to simplify complex networks and provide the resilient, fast, and secure infrastructure for digital finance.

The future of digital finance

Finance has already been revolutionised by digital transformation. Millions of people and businesses can access financial services from mobile devices anywhere in the world, 24x7. Open banking has created opportunities for new entrants, neobanks, and established players. New opportunities await in the form of AI, Green Finance and increased adoption of blockchain and cryptocurrencies.

New risks have also arisen technical failures, vulnerabilities, and cybercrime. Financial institutions now face the reality of \$5M+ annual IT downtime costs, \$6M average breach costs, and a 60% rise in compliance-related operating expenses¹, making resilient, secure networks a strategic necessity. Regulation has become more complex and pervasive, while governments push for increased digital inclusion and consumers demand what they see as more ‘ethical’ banking and finance.

Digital finance helps financial organisations embrace these opportunities — and counteract these threats and challenges. From increasing operating efficiency, to speeding processes and delivering new digital services to customers, banks, insurance companies and other finance providers are investing in digital solutions. Yet all their digital initiatives rely on the resilience, agility, security and effective integration of their networks.

Digital finance services cannot go offline without serious consequences, from lost revenue and customer trust to potential regulatory fines. Networks are prime targets for cybercriminals, so security and resilience must be built in from the start. At the same time, networks must integrate seamlessly with mission-critical legacy systems while enabling fast adoption of new technologies, ensuring operations remain efficient, low-risk, and ready to support innovation

The Threat Landscape 2024 Report by the European Union Agency for Cybersecurity (ENISA) found that Finance and Banking was the third most targeted sector by cyber criminals².

The future of Digital Finance therefore relies on a necessary network transformation to succeed in its ongoing transformation.

A proven partnership for advanced network transformation

NEC Corporation and HPE combine AI-driven platforms, integration expertise, and digital finance experience to help financial services organisations deliver digital finance with secure, AI-ready networks. By evolving networks across Campus & Branch, Data Centre and Wide-Area Networks (WAN) into AI-native, software-defined and secure architectures, we enable and accelerate their digital evolution.

They provide digital finance providers with the resilience, agility, low-latency and security demanded by services that require real-time updates, while constantly transferring high volumes of data. Next-generation branch offices, ATMs, and mobile banks are securely connected, enabling delivery of advanced capabilities and expanding peoples’ access to financial services. Video banking, mobile banking and other forms of engagement deliver better customer experience, securely. And digital finance organisations can reduce their IT operational burden so IT staff can concentrate on digital initiatives and new opportunities in crypto, blockchain, AI, and business expansion.

We provide a scalable foundation for digital finance, while incorporating robust security measures such as network segmentation. Industry-leading routing, automation and orchestration capabilities are delivered with expertise developed through a long-standing partnership and extensive experience in mission-critical systems.

HPE’s advanced portfolio, including MX, PTX, and ACX series routers, is complemented by NEC’s integration expertise and global deployment capabilities, creating a powerful foundation for digital finance. NEC’s Digital Finance Hub combines start-up agility with decades of experience supporting financial organisations worldwide, leading innovations in biometrics, AI, and blockchain to improve service access and security. NEC subsidiaries Banqsoft and Avaloq further enable cloud-hosted, AI-driven banking and Banking-as-a-Service, helping financial institutions accelerate their digital transformation.

With proven deployments worldwide, HPE and NEC deliver network transformation projects on time and at scale, supporting everything from reducing the number of people un-or-under banked, to enabling high-frequency trading (HFT) at scale, to combatting fraud. Together, we provide the vision, technology, and operational execution that digital finance providers need to succeed in a rapidly evolving digital landscape.

We enable customers to simplify operations, reduce total cost of ownership, and accelerate the rollout of new services while ensuring carrier-grade reliability and security. Through solutions such as HPE's Paragon Automation Suite and NEC's award-winning system integration, we help customers automate service delivery, optimise performance, and strengthen network resilience. This integration extends to secure SD-WAN, intelligent traffic engineering and API-driven orchestration for seamless multi-vendor environments.

By aligning AI-Native automation with NEC's finance heritage, our joint approach helps banks combat fraud, meet evolving regulations such as PSD2 and PCI-DSS, and personalise digital services to strengthen customer trust. We also enable high-frequency trading environments with HPE Juniper Networking's ultra-low latency MX and PTX routing platforms, extend secure access through ATM and branch connectivity with HPE Juniper Networking's SD-WAN, and support Banking-as-a-Service with NEC's Avaloq and Banqsoft solutions.

Our differentiators

Global and local finance experience and expertise

NEC and HPE have helped financial services organisation across the world embrace digital transformation and deliver digital finance initiatives that serve their customers better, speed processes and increase operational efficiency, while maintaining the visibility and controls required by regulators. With HPE Juniper Networking's AI-Native Networking and NEC's banking platforms like Avaloq and Banqsoft, we deliver a partnership that simplifies operations, secures critical data, and accelerates digital transformation across global finance.

Integrated technology and services

HPE's carrier-grade networking platforms combined with NEC's end-to-end integration simplify complex, multi-domain, and multi-vendor environments. Our unified approach replaces siloed management with one consistent, cloud-managed ecosystem.

Global scale, local presence

Our combined footprint spans over 70 countries. This means global consistency and shared best practices, alongside on-the-ground support in local languages and cultures. Customers benefit from worldwide experience tailored to local market requirements.

Deep co-innovation and expertise

NEC employs more than 450 HPE-certified engineers and participates actively in joint R&D labs. This enables rapid feature adoption and ensures tested, proven architectures for diverse environments.

Flexible commercial models

We offer multiple purchasing and financing options, including CapEx, OpEx, Network-as-a-Service, and subscription. Large projects can access financing, reducing financial risks and accelerating delivery.

Commitment to sustainability

Both HPE and NEC prioritise energy-efficient designs and reducing emissions. NEC's long-standing recognition in sustainability rankings supports solutions designed for long-term environmental and financial efficiency.

Proven track record and trust

Our partnership has delivered successful outcomes for over 120 customers worldwide, across industries including telecom, finance, and manufacturing. NEC has been HPE's Global Partner of the Year for five consecutive years (2019–2023).

Technical leadership and awards

Juniper Networks (now part of HPE) is recognised as a Leader in the Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure, SD-WAN, and Network Firewalls. NEC's local presence and systems expertise complement HPE's cutting-edge platforms.

Talk track 1: Simplify your network operations with unified, AI-driven automation

The challenge

Established financial services providers have highly fragmented networks with multiple vendors and legacy systems spanning LAN, WAN, and data centres. These fragmented environments lead to operational silos and inconsistent policies. IT teams find managing these networks at scale is difficult and error-prone.

The result is increased operational costs, delayed deployments, and limited agility due to manual provisioning and a lack of end-to-end visibility. Troubleshooting performance or security issues is slow and inefficient. Ensuring low-latency environments that support time-sensitive transactions and trades can be a competitive advantage. Assuring the levels of visibility and control required to satisfy regulatory requirements is challenging, resource intensive, and costly. And new digital initiatives can become high-risk if they cannot seamlessly integrate with the network.

Our approach

HPE and NEC simplify complex multi-vendor networks into one unified, automated ecosystem by taking a full lifecycle approach: plan, design, implement, operate, and optimise.

- **Centralised management** across domains is achieved using HPE Juniper Networking's Mist AI and Apstra platforms, which provide a single cloud dashboard for wired, wireless, WAN, and data centre environments. This eliminates fragmented tools and creates one source of truth.
- **Automation of provisioning and configuration replaces manual**, error-prone tasks. HPE Juniper Networking's intent-based automation, validated in NEC's multi-vendor labs, enables rapid deployment of new branches or services using templates, reducing provisioning times from days to minutes.
- **NEC ensures legacy and new systems operate seamlessly as one network.** Our engineering teams align on a single architecture blueprint, eliminating gaps between equipment, software, and services.

Customer value

- ✓ Simplified operations through a single integrated platform reduce time spent managing disparate tools, freeing up highly skilled staff to focus on key digital programmes.
- ✓ Consistent, reliable low-latency, and high-throughput networks support a wide range of time-sensitive transactions, be that payments, trades, or other financial instruments, without constant manual administration.
- ✓ Automation and standardisation minimise errors and outages, accelerating rollout speeds.
- ✓ Unified visibility and control across all network layers enable proactive performance tuning and consistent security.
- ✓ Streamlined upgrades and modular architectures make adopting new technologies faster and less disruptive.

Proof points

- 01 18 of the top 20 largest banks already trust HPE Juniper Networking Mist to manage their networks.
- 02 Organisations that consolidate networking and security platforms see on average 3.6 times higher Return on Investment (ROI) than those relying on multiple point solutions (116% versus 32%).

Talk track 2: Cut costs and boost efficiency through intelligent design and flexible financing

The challenge

Network modernisation is expensive, with high CapEx and OpEx, rising energy costs, and support expenses from legacy hardware. Tight budgets and currency volatility further restrict investments. Skilled IT staff shortages increase pressure to do more with less.

The challenge is to upgrade infrastructure for future needs while reducing costs, alleviating staff workload and ensuring security and compliance are built in.

Our approach

HPE and NEC enable cost efficiency through lean network design and flexible consumption models.

- **We audit and re-architect networks** to remove waste. Multiple legacy appliances are often consolidated into a single HPE platform, cutting maintenance and energy costs.
- **AI-driven tools like HPE Juniper Networking Apstra** identify underutilised links or equipment, enabling rightsizing or repurposing of assets.
- **Automation via HPE Juniper Networking Mist AI** and scripting reduces operational headcount requirements. NEC's managed and co-managed services provide scalable workload offloading.
- **Solutions are designed** to meet a raft of regulatory requirements and support auditing, reducing compliance resourcing requirements.
- **Creative financing**, including loans and subscription models, convert large CapEx investments into predictable OpEx payments. Phased deployments enable early savings to fund subsequent phases.

By partnering with NEC and HPE, organisations can leverage intelligent, energy-efficient networking solutions alongside flexible green finance options. This approach not only optimises operational efficiency and reduces energy costs but also aligns IT investments with sustainability objectives, enabling businesses to modernise networks while supporting low-carbon, cost-effective operation.

Customer value

- ✓ Refocus IT budgets away from network maintenance and management towards digital finance programmes and improving customer experience
- ✓ Lower total cost of ownership from equipment consolidation, energy-efficient HPE hardware, and streamlined operations.
- ✓ Immediate OpEx savings from reduced manual labour and fewer outages.
- ✓ Pay-as-you-grow financing aligns costs with usage and minimises upfront risk.
- ✓ Maximised value from existing investments by optimising legacy equipment performance.

Proof points

- 01 First Bank reduced data centre management effort by 50%, lowering operational costs and shifting resources to customer-facing innovation.
- 02 Financial institutions adopting HPE Juniper Networking MX routers have reduced energy costs significantly thanks to lower power consumption per gigabit, while NEC's flexible financing models have helped banks shift from CapEx-heavy builds to predictable OpEx models, freeing funds for customer-facing innovation.
- 03 NEC's inclusion in the FTSE4Good Index for 24 years and top EcoVadis sustainability ratings confirms our solutions are both cost-effective and environmentally responsible.

Talk track 3: Strengthen security and resilience with built-in protection and rapid response

The challenge

Cyber threats are increasing in sophistication, and financial organisations are some of the most likely to be targeted. Their security often remains fragmented with disparate firewalls, VPNs, and cloud protections. This creates vulnerabilities and increases breach risk. Business continuity suffers from prolonged outages. Compliance requirements further complicate security management. IT teams seek 24/7 protection and rapid incident recovery but are challenged by siloed tools and limited staff resources.

Our approach

Any data breach is not just a technical failure; it's a trust crisis. We embed security and resilience into the DNA of the network from the start.

- **We adopt a Zero-Trust model** where every user and device is authenticated with least-privilege access. HPE Juniper Networking's Connected Security approach integrates threat detection and enforcement into routers and switches, such as branch SRX devices combining routing, firewall, and intrusion prevention.
- **Security events are unified** into a single operational view using HPE Juniper Networking Security Director Cloud, with AI-driven threat correlation across network and cloud. NEC provides 24/7 (Security Operations Centre) SOC monitoring and incident management.
- **Network resilience is ensured** through redundant HPE devices, diverse fibre routes, and automated rerouting protocols. HPE Juniper Networking Paragon Pathfinder continuously optimises paths and pre-emptively shifts traffic to maintain performance.
- **Advanced visibility** and analytics track unusual or suspicious behaviour identifying potential issues that could indicate an attempted attack or fraud fast, while API security brings additional layers of protection
- **Secure SD-WAN** and data centre connectivity helps digital finance organisations extend protection out to remote branches and across platforms.
- **Regular failover testing** and incident simulations guarantee quick network self-healing during real events.

Customer value

- ✓ Enhanced security posture with consistent protection across all locations (fixed and remote), users, and devices.
- ✓ Protect profitability by reducing the risk of regulatory fines; and by maintaining customer trust.
- ✓ Rapid threat isolation and automatic containment minimise downtime and damage.
- ✓ Simplified compliance through unified monitoring and reporting.
- ✓ Confidence from expert-managed SOC services and proven security technologies.

Proof points

- 01 8 of the world's top 10 banks rely on HPE Juniper Networking Connected Security to protect sensitive financial data, ensuring compliance and reducing the risk of costly breaches.
- 02 Juniper Networks (now part of HPE) was the only Visionary in Gartner® Magic Quadrant™ for SD-WAN security in 2024 and is recognised as a Leader in network firewalls by Gartner and CyberRatings.

Talk track 4: Accelerate innovation and future-proof digital finance with agile, cloud-ready networking

The challenge

Digital finance organisations want to leverage cloud, blockchain, and AI to innovate, deliver new services, and compete. However, legacy networks lack the agility, scalability, and low latency required for modern workloads. The rise of real-time payments and settlements, open banking APIs, and personalised AI-driven services demand secure multi-cloud connectivity, visibility, and compliance by design. At the same time, fraud detection, regulatory pressure, and sustainability commitments are reshaping priorities. Networks must therefore become enablers, not bottlenecks, for digital initiatives.

Our approach

HPE and NEC provide cloud-ready, agile networks that accelerate innovation.

- **Cloud-first connectivity** ensures users and sites connect directly and securely to cloud services. HPE Juniper Networking Secure SD-WAN and Cloud Metro solutions optimise traffic routing for low latency and high performance, using SASE for security.
- **AI-driven automation** enables new capabilities such as location analytics via HPE Juniper Networking Mist Wi-Fi and telemetry streaming to customer data lakes for AI model integration.
- **NEC delivers vertical expertise** and co-creation, tailoring networks for specific industries and use cases, embedding experts with customer teams to prototype and pilot solutions.
- **Scalable, flexible architectures** with zero-touch provisioning and modular fabric designs support rapid expansion and changing business demands.

Customer value

- ✓ Deliver secure connectivity that supports next-generation branch, ATM and remote banking features, increasing reach and accessibility to attract new customers and expand the range of services available.
- ✓ Faster time-to-market for new digital finance services and payment formats, with DevOps integration and infrastructure as code.
- ✓ Improved user experience (UX) with reliable, high-performance connectivity.
- ✓ Infrastructure that supports innovation initiatives such as AI-driven inspections, smart retail, and telemedicine.
- ✓ Future-proofed networks built on open standards and software-defined principles.

Proof points

- 01 Juniper Networks (now part of HPE) has been named a Leader in the Gartner® 2024 Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure for five consecutive years, recognised for its cloud-managed, AI-driven networking vision.

Customer Evidence

Ouribank with NEC

- AI-native data centre enables cloud-ready, AI-driven infrastructure for faster, more agile innovation.
- The platform supports rapid rollout of new digital banking services, ensuring future business growth.



Our joint credentials

NEC

- 120+ customers across 70+ countries
- 3 Centres of Excellence (CoEs) in EMEA, APAC, and LATAM, accumulating over 50 years of combined experience
- Holds over 450 HPE certifications, demonstrating deep alignment and technical integration
- HPE Global Partner of the Year for NEC: 2019, 2020, 2021, 2022, 2023
- Celebrated as HPE's largest global alliance for six straight years

HPE JUNIPER networking

- Recognised Leader in Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure, positioned as a Leader for five consecutive years (2021–2025)
- Since 2022, ranked furthest in 'Completeness of Vision' and highest in 'Ability to Execute,' reaffirmed in the June 2025 report
- Awarded Gartner® Peer Insights™ Customers' Choice for Wired and Wireless LAN access infrastructure in 2022, with a 4.9-star average from over 460 reviews and leading in 'willingness to recommend'
- The only vendor named Visionary in the Gartner® 2024 Magic Quadrant™ for SD-WAN
- Market momentum confirmed by 650 Group as the fastest-growing Wireless LAN vendor between 2022 and 2023, with strong adoption in Fortune 10 enterprises, retail, fintech, and healthcare sectors