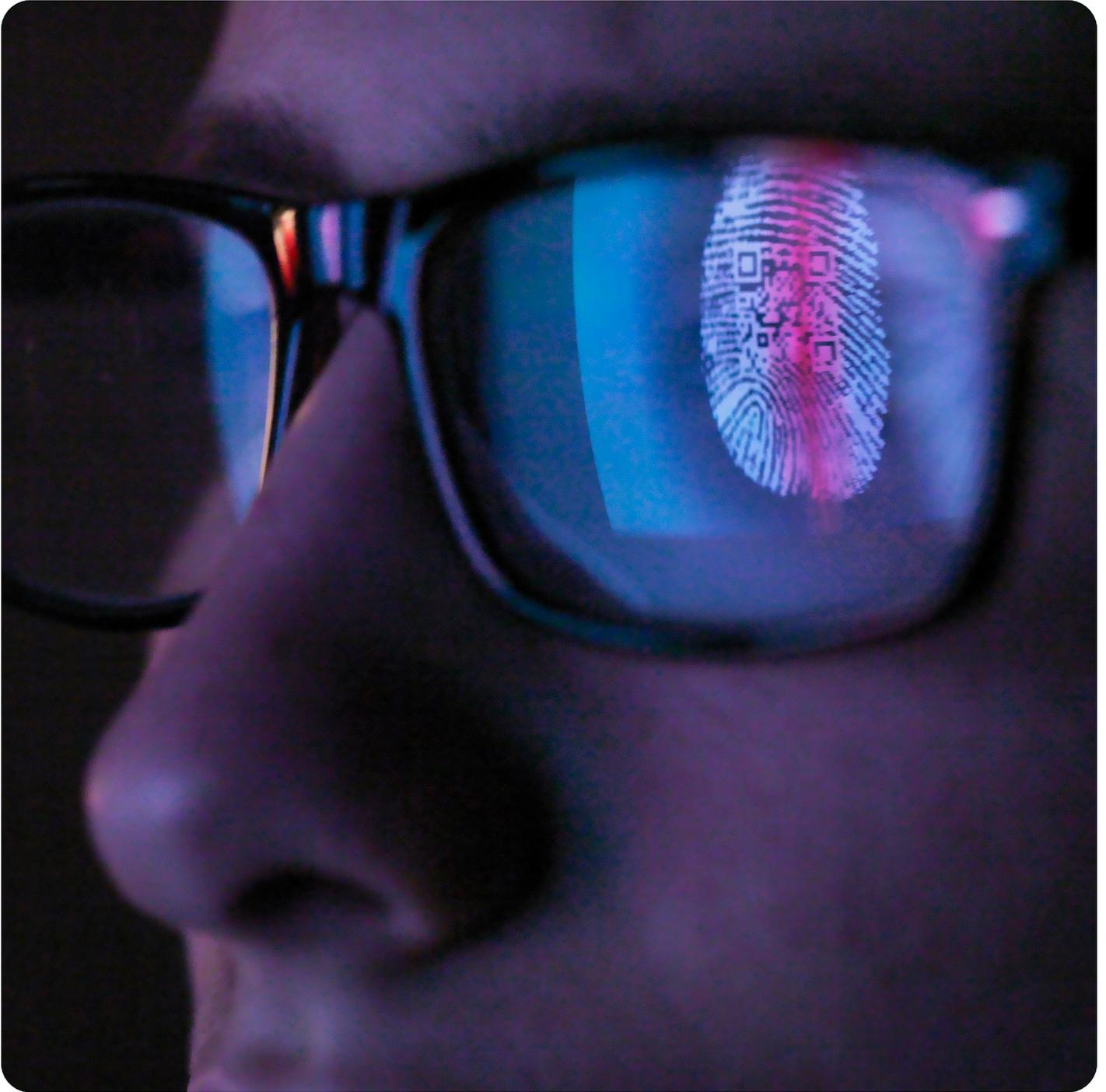


**NEC**

**HPE**



# Powered by AI. Delivered by experts.

Secure, resilient Government transformation realized.

**HPE** JUNIPER  
networking

# NEC’s global integration expertise and HPE’s AI-driven platforms combine to simplify complex networks and speed secure digital government delivery.

## The foundation for Digital Government

The benefits of digital government are many; from enabling fair access to services, empowering citizens and improving their safety and protection, to improving local and national departments’ efficiency and cost-effectiveness. Many governments and public sector organisations are already investing in technologies such as Internet of Things (IoT), biometrics, and blockchain to enable Smart Cities, increase accessibility to services, and support economic growth.

Yet all digital government relies on the resilience, reliability, performance, and security of its networks. If a network fails, critical services fail. If a network is not effective, citizens and businesses endure poor quality experience, and trust is lost. And in the event of any security vulnerabilities arising, citizen safety and national defence can be put at risk. Network transformation must therefore be the first step in enabling government transformation.

The United Nations 2022 e-Government Survey ranked 193 countries on e-government development and found that only 31% of national governments were highly rated.<sup>1</sup>

In the U.S. federal context, HPE’s credentials include FedRAMP® authorisation at the Moderate level for HPE Juniper Networking Mist Government Cloud, sponsored by the Department of Veterans Affairs. This certification demonstrates adherence to the highest federal cloud security standards, removing duplication of compliance efforts across agencies.

## A proven partnership for advanced network transformation

NEC Corporation and HPE combine AI-driven platforms, integration expertise, and government experience and credentials, to help local and national government build secure, AI-ready networks. By evolving networks across Campus & Branch, Data Centre and Wide-Area Networks (WAN) including fixed and 5G into AI-native, software-defined, and secure architectures, we enable and accelerate their digital journeys. Government organisations can reduce their IT operational burden and free IT staff so they can concentrate on digital initiatives and improving citizen experience.

We provide a scalable and resilient foundation that accelerates the agile launch of new digital services, 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.

With proven deployments worldwide, NEC and HPE deliver network transformation projects on time and at scale, supporting everything from systems for urban management to securing internal networks and communications. Together, we provide the vision, technology, and operational execution that service providers and enterprises need to succeed in a rapidly evolving digital landscape.

HPE’s advanced portfolio, including MX Series Universal Routing Platforms, PTX Series Packet Transport Routers, and ACX Series Universal Metro Routers, is matched by NEC’s leading integration expertise and global deployment capabilities.

Our joint approach addresses the challenges of growing bandwidth demands, increasingly complex traffic patterns, and the need for rapid service innovation. 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.

Our combined solutions are mission-first by design, supporting federal agencies and armed forces with AI-Native networking platforms built to operate across highly sensitive, high-performance mission landscapes. With validated compliance to standards such as FIPS and federal-grade Zero Trust architectures, HPE and NEC deliver the resilience and security required for national defence and critical services.

Through solutions such as Juniper 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.

**Our differentiators**

**National and local government experience and expertise**

NEC and HPE are digital government pioneers, assisting governments and public sector organisations with their digital transformations to deliver Smart City, citizen ID, e-health, and other initiatives. Together they ensure secure, resilient connectivity that underpins e-citizen services, cross-department collaboration, and secure military and defence communication and co-ordination.

**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**

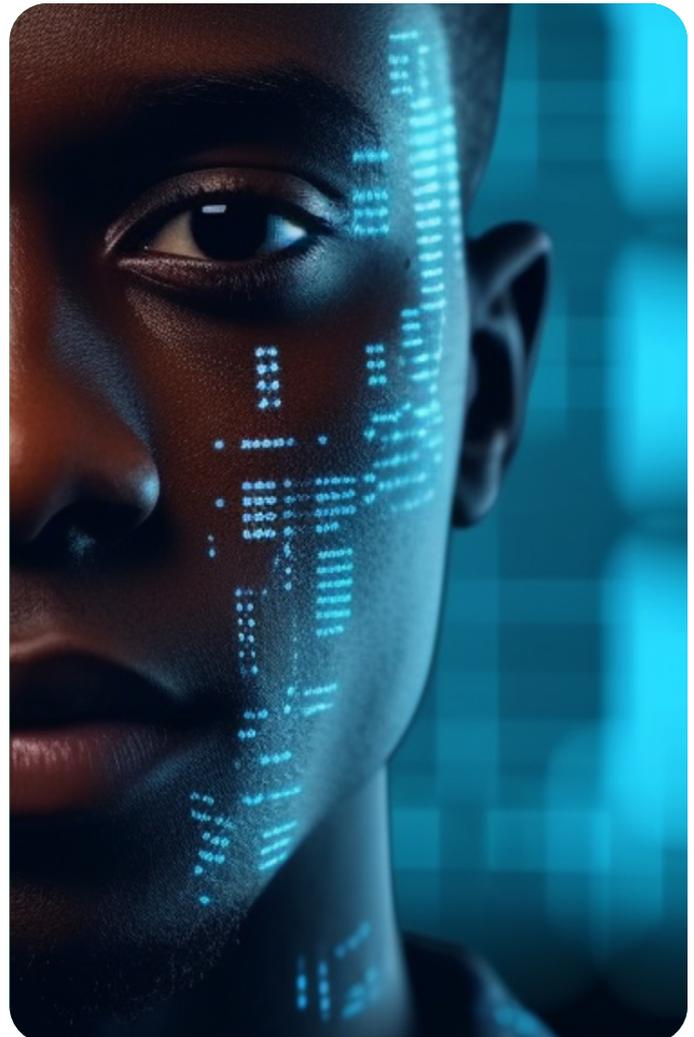
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# Talk track 1: Simplify your network operations with unified, AI-driven automation

## The challenge

Many government bodies 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.

## 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.
- **HPE is a key partner** of NEC Open Networks, which aims to offer end-to-end (E2E) 5G solutions, breaking vendor lock-in and enabling migration to modern, open, and flexible networks.
- **Automation of provisioning** and configuration replaces manual, error-prone tasks. HPE'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 reduces time spent managing disparate tools, freeing up highly skilled, and often scarce, resources to focus on key digital programmes.
- ✓ 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 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%).
- 02 Federal data centres are already using HPE Juniper Networking Apstra to automate and validate complex environments without vendor lock-in, cutting errors and accelerating rollouts across multi-vendor networks.

## 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 and alleviating staff workload.

### 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.
- **Creative financing**, including loans and subscription models, convert large CapEx investments into predictable OpEx payments. Phased deployments enable early savings to fund subsequent phases.

### Customer value

- ✓ Refocus IT budgets away from network maintenance and management towards digital government programmes and improving citizen 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 HPE Juniper Networking MX routers have demonstrated significantly lower power consumption per gigabit than competitors, reducing network energy bills and carbon footprints.
- 02 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.
- 03 Federal agencies modernising with HPE's cloud-ready routers and firewalls have consolidated legacy hardware and lowered energy costs while still meeting mission performance demands.

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

### The challenge

Cyber threats are increasing in sophistication, while organisations' 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

HPE and NEC embed security and resilience into the network architecture 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 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.
- **Regular failover testing** and incident simulations guarantee quick network self-healing during real events.

### Customer value

- ✓ Enhanced security posture with consistent protection across all users and devices.
- ✓ Protection proven to meet the demands of mission-critical and defence environments, HPE's technologies comply with government standards for cybersecurity including Federal Information Processing Standards (FIPS).
- ✓ 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 Juniper Networks (now part of HPE) was the only Visionary in the Gartner® Magic Quadrant™ for SD-WAN security in 2024 and is recognised as a leader in network firewalls by Gartner and CyberRatings.
- 02 Agencies adopting HPE's Zero Trust architecture have reduced cyber risk across mission landscapes by embedding threat protection directly into the network fabric.
- 03 The Department of Veterans Affairs sponsored HPE Juniper Networking Mist Government Cloud through FedRAMP® authorisation, enabling federal departments to accelerate secure digital transformation without repeating compliance assessments.

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

## The challenge

Government bodies at a local and national level must leverage cloud, IoT, and AI to innovate and deliver the digital services now demanded by citizens. However, legacy networks lack the agility, scalability, and low latency required for modern workloads. Challenges include secure multi-cloud connectivity, handling large data volumes, and fast deployment of new sites and applications, all without disruption. Networks must 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 infrastructure at national or city-wide scale to enable Smart City, traffic management, law enforcement monitoring, and other use cases.
- ✓ Faster time-to-market for digital services, 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 Gartner® 2024 Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure for five consecutive years, recognised for its cloud-managed, AI-driven networking vision.
- 02 At the Orlando Veterans Administration Medical Centre, HPE Juniper Networking Mist delivers FedRAMP-certified, secure Wi-Fi that improves both patient and visitor experiences.
- 03 Federal teams deploying HPE Juniper Networking Session Smart Routers (SSR) have built AI-Native SD-WAN fabrics that meet strict government cloud requirements while enabling more agile mission applications.



## 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
- Global Partner of the Year for HPE: 2019, 2020, 2021, 2022, 2023
- Celebrated as HPEs 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