NEC | HPE

Powered by AI.
Delivered by experts.

Network transformation perfected.

HPE JUNIPER
networking

NEC's global integration expertise and HPE's AI-driven platforms combine to simplify complex networks and accelerate your business outcomes.

A proven partnership for advanced network transformation

NEC Corporation and HPE deliver secure, scalable, and future-ready network transformation for service providers and large enterprises. Together they combine industry-leading routing, automation, and orchestration capabilities with expertise developed through their long-standing partnership. 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.

With proven deployments worldwide, NEC and HPE deliver network transformation projects on time and at scale, supporting everything from national backbone upgrades to enterprise WAN modernisation. Together, we provide the vision, technology, and operational execution that service providers and enterprises need to succeed in a rapidly evolving digital landscape.

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.

Through solutions such as NEC's award-winning system integration and Juniper Paragon Automation Suite, 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

- **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 (NaaS), and subscription. Large projects can access financing supported by the Japan Bank for International Cooperation (JBIC), reducing financial risks and accelerating delivery.

- **Commitment to sustainability**
  Both NEC and HPE 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 large customers worldwide, across industries including telecom, finance, and manufacturing. NEC has been HPE's Global Partner of the Year for six consecutive years (2019–2024).

- **Technical leadership and awards**
  Juniper Networks (now part of HPE) is recognised as a Leader in 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

Many enterprises 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

NEC and HPE 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'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.
- **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 A Tier-1 Latin American telecom reduced network device provisioning time by 75% through our joint automation capabilities, accelerating customer service scaling.

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 and alleviating staff workload.

Our approach

NEC and HPE 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, allowing IT teams to redeploy resources to more strategic initiatives. NEC's managed and co-managed services provide scalable workload offloading.
- **Creative financing, including JBIC-backed** loans and subscription models, convert large CapEx investments into predictable OpEx payments. Phased deployments enable early savings to fund subsequent phases.

Customer value

- ✓ **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 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.

02 HPE Juniper Networking MX routers have demonstrated significantly lower power consumption per gigabit than competitors, reducing network energy bills and carbon footprints.

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

NEC and HPE 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 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.

- **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.

✓ **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 Telefónica Vivo in Brazil reduced network downtime by approximately 40% after deploying HPE security integrated with NEC co-managed SOC operations, saving millions through improved service reliability.

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 your business with agile, cloud-ready networking

The challenge

Organisations must leverage cloud, Internet of things (IoT), and AI to innovate, but legacy networks lack agility, scalability, and low latency required for modern workloads. Challenges include secure multi-cloud connectivity, handling large data volumes, fast deployment of new sites and applications, all without disruption.

Networks must become enablers, not bottlenecks, for digital initiatives.

Our approach

NEC and HPE 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

✓ **Faster time-to-market** for digital services, with DevOps integration and infrastructure as code.

✓ **Improved user experience (UE)** 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 A major Japanese bank accelerated fintech partner onboarding by 60% using HPE Juniper Networking Apstra automation and NEC integration, reducing integration time from weeks to days.

02 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.

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, 2024.
- 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.