

## Mavenir teams with Dell EMC

### Mavenir teams with Dell EMC to Deliver Expanded Cloud-Native NFV Solutions

***Enables Communications Service Providers (CSPs) and enterprises to reduce costs and drive new revenue streams***

**RICHARDSON, TX – February 22, 2018:** Mavenir, a leader in mobile network transformation, today announced its collaboration with Dell EMC OEM Solutions to deliver a broad range of solutions for Communications Service Providers (CSPs) and enterprises covering [5G](#), [Virtualized RAN](#), [Packet Core](#), [VoLTE](#), [VoWiFi](#) and [RCS](#) on Mavenir's cloud-native Open Stack NFV and container [CloudRange™ platform](#).

CSPs are under intense pressure to simultaneously drive new revenue streams and aggressively reduce costs as OTTs gain market share in voice and messaging services. This expanded collaboration directly addresses these challenges, bringing together Mavenir's extensive software stack for mobile network providers and Dell EMC solutions for infrastructure, cloud and IoT to create new offerings and best practices that enable the cost-effective and rapid evolution of service provider and enterprise networks. Mavenir and Dell EMC OEM will pursue advanced engineering engagements in Virtualized RAN, IoT and Enterprise Private LTE Solutions, including CBRS initiatives.

"The service provider market continues to change and evolve at a rapid pace," said Ron Pugh, vice president and general manager for the Americas, Dell EMC OEM Solutions. "We are excited about expanding our existing OEM Solutions collaboration to address real-world challenges and opportunities of NFV, 5G, [Enterprise LTE](#) and IoT."

This expanded collaboration builds on Mavenir's extensive joint work to date, focused on the delivery of high-scale, expansive NFV solutions on Dell EMC's networking, compute and storage platforms and Intel® Skylake technology. Together, Mavenir and Dell EMC OEM have already deployed and certified the full Mavenir application stack for VoLTE / VoWiFi / RCS applications, virtualized IMS core, virtualized EPC and are expanding that to include virtualized RAN and IoT applications. Mavenir has also certified VMWare NFV 2.0 and has developed carrier-grade integrated solutions and best practices to ensure the rapid introduction of new applications into service provider networks.

"Mavenir and Dell EMC OEM have already shown the impact our partnership can have: together, we have deployed the largest NFV open stack mobile service provider network with over 100M subscribers, covering the complete Mavenir application stack," said [Pardeep Kohli](#), President, and CEO, Mavenir. "We are excited to expand our work together, tapping into our complementary strengths to optimize and enable cloud-native NFV solutions at scale."