

Nuage Networks eXperience Entices Developers to the Platform

Fratto, Mike | October 27, 2016

Intelligence Alert

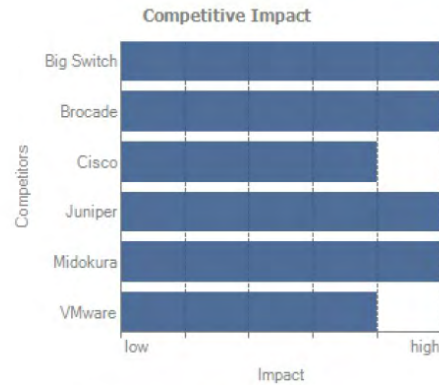


Mike Fratto
Current Analysis
 Research Director,
 Enterprise Networking
 and Data Center
 Technology
 t: +1 703 788 3638
 mfratto@
 currentanalysis.com

Quick Take



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Competitive Positives

- Nuage eXperience (Nuage X) enables developers, customers and partners to develop and test integration with its Virtualized Services Platform (VSP) at no cost.
- Nuage has developed scripts for customers to easily download Nuage’s Virtual Services Router (VRS) where the workload resides and connect to the service.
- Only the controller (VSC) and directory (VSD) will be hosted in Nuage X, but the VRS will be local to the workload, which means customers will not have to transmit potentially sensitive data to the service.
- Nuage plans on automating certification testing and validation, streamlining validation for existing certified products, which will help partners keep current with the latest product revision.

Competitive Concerns

- Nuage X currently does not support the company’s SD-WAN offering, Virtualized Networks Services (VNS), or its analysis application, Virtualized Services Assurance Platform (VSAP) – two important Nuage components.
- Initially, Nuage X partners and customers will take priority and will have to register and be approved to gain access to the service, which is a hurdle, albeit a small one, to access.
- Initially, the automated VRS download and installation is supported only on CentOS, but Nuage plans to support other Linux distributions.
- The automated installation script assumes the VRS on the customer premises has a public IP. NAT and other topologies can be supported, but it is a manual process.



■ Event Summary

October 26, 2016 -- Nuage Networks introduced the Nuage Networks eXperience (Nuage X), a publicly accessible cloud environment that lets partners, customer DevOps teams and developers deploy their own Nuage Networks Virtualized Services Platform (VSP) instance in seconds to test, build and integrate new applications and services in an isolated test environment. Nuage X is available in beta today. Customers and partners can test plug-ins and trial new scenarios and experience Nuage Networks VSP free of charge.

■ Analytical Summary

Perspective

- Very positive on Nuage's launch of Nuage X, as it allows customers and partners to use and develop against VSP without having to acquire and deploy their own instance of the product. Nuage has made Nuage X developer-friendly, automating the service configuration as well as configuring the local services to connect to the service. Nuage X is free after registration, which removes any cost barriers. Combined with Nuage's VSPK development kit, the company is removing hurdles for developers and partners.

Vendor Importance

- Very high to Nuage Networks, because competitors have already been attracting developers with access to APIs, SDKs and communities centered around development efforts. Nuage X, as a free and accessible service, should make development and testing efforts easier with Nuage products, and it shows the company is willing to adapt to customer demands. In addition, Nuage X is another route for current and potential customers to try VSP at no cost. Nuage should extend Nuage X to its VNS SD-WAN and VSAP analytics software as well.

Market Impact

- High on the SDN market, because integration with external software is a critical component for SDN success. Allowing current and potential customers and partners to trial, develop and test Nuage's software in their own systems at no cost is crucial in the development and acquisition processes. Competitors will have to respond by enhancing their own customer and developer-facing services and trial programs.

