

PRODUCT OVERVIEW

Riverstone Networks has joined with Hewlett Packard Netman to deliver an integrated management solution that enables telecommunications carriers to rapidly deploy and easily manage virtual private network (VPN) services.

The joint product, named Riverstone Management Center - Service Activator, is developed to support Riverstone's leading VPN solutions, and is based on the feature rich hp OpenView Service Activator (HPOV-SA) platform. It is turnkey and easy to deploy. However, it is also easy to customize and is open to support other vendors and equipment types.

RMC-SA is a flexible, secure and transactional activation solution for managing VPNs. It groups the tasks required to provision a commercial service into activation groups that are automatically executed when the customer places an order. The flexible architecture enables rapid introduction of new or enhanced services and rapid inclusion of existing or new configuration components. It scales to handle very large environments with thousands of network elements and grows as network infrastructure expands. The solution pack provides security across the system architecture and within each of the activation processes.

Since the HPOV-SA is part of hp's market leading OpenView framework, Riverstone's customers can take advantage of a full suite of integrated service management solutions, including Fault and SLA Management, Order Entry, Inventory Management, Usage Mediation, etc. Supported by Netman and hp's worldwide professional services, Riverstone can help a customer turn up a fully functional service management solution rapidly - from Service Delivery, to Service Assurance and Service Usage/Billing.

CUSTOMER CHALLENGES & SOLUTIONS

Challenge	Solution
Rapidly changing service portfolio: IP service market is changing constantly with new technologies, services, and customer requirements	Ease of Customization: Extremely flexible architecture. Easy to use customization tools. New service features can be added in hours rather than days or months.
Complex OSS integration: Service provider forced to become software integrator	Turnkey Solutions: Off-the-shelf solutions for MPLS VPN management. Turnkey integration with leading 3rd party management products, as well as hp OpenView product suite (eg. SLA, Fault Management) Flexible Integration: hp OpenView's open framework is extremely flexible and easy to integrate Worldwide hp Netman Professional Services: Customer can readily leverage expertise from hp and Netman worldwide
Proprietary Software	Open Framework: Multi-vendor support is built-in. 3rd party support includes Cisco, Juniper, Nortel and many others. Open framework allows rapid addition of new equipment or technologies.
High cost of software and integration	Low Cost Pre-packaged Solutions: Turnkey pre-packaged solutions are inexpensive and easy to deploy.



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