

Press Release

VeloCloud and Kapsch CarrierCom form SD-WAN partnership, helping enterprises reduce network costs and complexity

VeloCloud and Kapsch CarrierCom have formed a strategic SD-WAN partnership to help service providers, utility companies and large enterprises reduce the cost and complexity of their branch networks.

Vienna, September 27, 2017 – Kapsch CarrierCom today announced a new strategic partnership with VeloCloud™ Networks, Inc that will bring the next-generation of Software Defined WAN (SD-WAN) solutions to service providers, utility companies and enterprises throughout Europe. VeloCloud is the “Cloud-Delivered SD-WAN™ company”, a Gartner Cool Vendor, the Frost & Sullivan Product Leader in the SD-WAN Solution Market, and a Best of Interop and Best of VMworld winner.

The industry leading VeloCloud/Kapsch CarrierCom SD-WAN solution will allow organisations to deploy enterprise-grade branch connections over private, broadband Internet and LTE links. New branch connections can be deployed quickly and easily based on a fully automated process, and the solution incorporates a range of software-defined controls for ongoing network management and support. Customers can also choose to host their SD-WAN on public, private or hybrid cloud infrastructure, ensuring that they can meet their security, regulatory and budgetary requirements.

By partnering with VeloCloud, Kapsch CarrierCom will further its mission: to help clients evolve their networks at the right pace for their business, lower their network costs and open new revenue streams. Thomas Schöpf, COO of Kapsch CarrierCom, says, “We are very excited to be partnering with VeloCloud. All of our customers face the same challenge with the costly growth of data traffic on their IP/MPLS networks. VeloCloud has been very warmly received by our customers and offers a truly innovative software solution to the biggest challenge in the industry. We already have numerous opportunities around a unified Kapsch-VeloCloud offering.”

Kapsch CarrierCom brings unrivaled SD-WAN deployment and integration experience to the partnership, with deep knowledge of Network Functions Virtualisation (NFV) and Software Defined Networking (SDN). Kapsch also offers multi-vendor integration expertise and end-to-end project management and delivery capabilities, helping to minimise risk and accelerate time to market for customers’ SD-WAN projects.

“By partnering with Kapsch CarrierCom, we are expanding access to many joint business opportunities and the possibility for companies to follow a deeper network strategy for network evolution.” Said Michael Wood, VeloCloud Vice President Marketing. “This is especially pronounced when putting VeloCloud SD-WAN on top of the Kapsch uCPE platform, which is based on best-of-breed technology approach, running on pre-validated infrastructure delivering a carrier-grade performance, ensuring unrivaled experience to the end-user, and transforming our customers’ businesses together with their networks.”

The Kapsch CarrierCom/VeloCloud combination is unique, offering organisations the opportunity to simplify their branch networks and lower CAPEX costs for new branch connections. The joint SD-WAN solution also opens the door to future NFV projects, allowing organisations to deploy virtualised network functions, such as universal Customer Premises Equipment (uCPE), that further reduce network infrastructure requirements and costs.

Kapsch CarrierCom, a Kapsch Group company, is a leading global producer, supplier and systems integrator of end-to-end telecommunications solutions. The company is pursuing the mission to shape the path for railway operators and carrier networks as well as for public authorities, public transport operators and airports to leverage technologies for their specific and often mission-critical communication demands. Its portfolio comprises innovative, business and mission-critical products, solutions and services, based on in-house research and development, completed with the portfolio of selected strategic partners. The expertise of Kapsch CarrierCom covers, amongst others, solutions for the next generation of mission-critical communication, digitalization of railways, and virtualization in the communication domain.

The family-owned Kapsch company, with headquarters in Vienna, celebrates its 125th jubilee in 2017 and thus its long-term success story in the development and implementation of new technologies for the benefit of its customers.

For additional information: www.kapsch.net and www.kapschcarrier.com

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