

# Visionael Ready Program for Network Equipment Vendors

November 2002

## Who is Visionael?

Headquartered in Palo Alto, California, Visionael transforms the economics of deploying, delivering and managing network services, providing carrier-grade service creation and network resource management (NRM) software solutions that form a key component of any operations support system (OSS) or network management system (NMS). Visionael 6 is recognized as a leading inventory/NRM solution combining autodiscovery and data collection, validation/reconciliation, engineering and network change management, circuit & cable management, engineering design and workflow to deliver an accurate, real-time view of network resources. Visionael ServiceBase works seamlessly with Visionael 6 to deliver the market's first open, automated multi-service creation engine, empowering service providers and large enterprises to rapidly and cost-effectively deliver high-demand services to their subscribers and users. Visionael, recognized in 2002 as one of UPSIDE magazine's "Hot 100" private companies, has more than 50 service provider, outsourcer, enterprise, and government customers including AT&T, BT Ignite, Cable & Wireless, Comcast EDS, Fidelity, IBM, Ionex, Omnitel, OptiGlobe, Pemex, Sprint, TNS, Verestar, Verizon ESG and the White House Communications Agency

## Program summary


Visionael has launched the Visionael Ready alliance program to help network equipment vendors deliver more value to their customers by supporting vital OSS/NMS processes via Visionael's products, including network autodiscovery, network design/change management, device configuration management and service creation/provisioning. Visionael already has 20,000+ network objects in its device library; this program will help expand that library and help customers get more value out of existing network objects in the library.

## Program defined

Visionael Ready is a no-cost, low barrier-to-entry program for equipment vendors. Therefore, there are no program fees associated with being certified Visionael Ready. There are certain requirements (see below) that must be met to receive certification, the right to use the Visionael Ready logo and other supporting copy, and to appear in the Visionael Ready page of the Alliance section on the Visionael website, [www.visionael.com](http://www.visionael.com).

The three levels of the Visionael Ready program, in ascending order, are structured as follows:

- **Level 1** – The network equipment vendor has given Visionael the physical attributes of all or the vast majority of its currently sold devices, and these are used to model devices in the Visionael Device Library.
- **Level 2** – Level 1, plus Visionael has the MIB values for all devices modeled in the library, which means that we can reconcile a discovered device to a physical device template in our library. This would require Jwalks of the relevant device MIBs to be provided to Visionael by the vendor.

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- **Level 3** – Levels 1 and 2, plus we have certified that Visionael 6 or Visionael ServiceBase are integrated with one or more of the vendor’s network management or configuration management platforms.

The program will not be so tightly defined that we expect 100% compliance or 100% coverage of entire device ranges. In some instances, some ranges of devices will be very extensive while those that matter to our customers are far more limited, or we may only be interested from a ServiceBase point of view in one or two EMSs out of an extensive range. We expect that the equipment vendor will help us keep up to date on the first two metrics through periodic data exchanges.

### **Benefits for the network equipment vendor**

- Equipment vendors’ customers get more value from the hardware installed. It becomes easier in Visionael to discover, design, manage and provision the equipment vendor’s devices.
- This extra value means time saved and therefore money saved at the customer. Customers are currently focused extremely closely on driving operating costs out of their businesses.
- All equipment vendors need to understand how they fit into the OSS/NMS picture.. This means being aware of more than just the element management systems (EMSs) that the customer will use for device class configuration. Visionael is recognized in the market for crafting technology partnerships built on true off-the-shelf integrations, not “logo alliances.” There is certainly a shared name recognition aspect to any partnership, but Visionael’s main intention when it comes to teaming up with reputable network equipment providers is to deliver technology, product, and business value to the marketplace. Network equipment vendors gain a serious, technically-grounded partner in working with Visionael.
- Visionael 6 is widely regarded by users and industry observers as a top-tier solution in the market for carrier-grade inventory and NRM and was voted a finalist in the Best Inventory Management Product category at the TeleStrategies 2002 OSS Excellence Awards. Network equipment vendors enhance their own market visibility and position themselves as **network solutions providers** by working closely with Visionael.

### **Benefits for Visionael**

- Visionael will be able to discover and reconcile network devices more consistently into network inventory and simplify network design and change management processes.
- Visionael will be better able to help service provider customers deliver new services over multivendor networks.

### **Visionael resources**

Visionael’s Senior Product Marketing Manager, Jeff Cotrupe, can be reached at [jcotrupe@visionael.com](mailto:jcotrupe@visionael.com), 650.470.8920 x1529 or by cellphone at 760.522.3569. Visionael R&D/technical contacts will be supplied to each partner as appropriate.

**Program logo**

