

# REPORT REPRINT

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## SevOne works with Red Hat to tackle NFV assurance

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The companies' NFV assurance offering is designed to allow carriers and large enterprises to benefit from Red Hat's NFVI expertise and SevOne's experience providing assurance technology for multi-vendor networks.

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SevOne and Red Hat introduced the SevOne Carrier NFV Assurance Solution at the NFV World Congress in May. The multilayer NFV assurance offering allows carriers and large enterprises not only to identify performance issues with virtualized network functions (VNFs), but also – through the collection of thousands of data points in a highly granular manner – to get a baseline for where the VNF performance should be.

The offering combines Red Hat's NFVI (network functions virtualization infrastructure) product with SevOne's network assurance platform. SevOne and Red Hat have been working together for a year to fill in the missing links in the assurance space for NFV lifecycle management. Carriers today not only don't have the tools to hold VNF performance accountable to a stated SLA – they don't have a grasp of the expected baseline performance to measure the VNF against.

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## THE 451 TAKE

SevOne Carrier NFV Assurance Solution fills in some of the more critical missing bits in NFV lifecycle management. It allows carriers and large enterprises to benefit from Red Hat's NFVI expertise, and from SevOne's experience with providing assurance products for multi-vendor networks.

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## CONTEXT

Privately held SevOne was founded in 2005 by Vess and Tanya Bakalov, husband and wife network architects from global financial services firms who developed a product for real-time monitoring and analysis of networks scaling in size and complexity.

The result was SevOne's flagship Digital Infrastructure Management Platform, designed to collect and visualize network, storage, IT and IoT behavior and performance, and the impact on user experience. The platform scales incrementally to ensure that network monitoring capacity grows seamlessly along with the network itself.

SevOne has received about \$204m in venture funding to date, including an estimated \$4m in early rounds, plus \$150m raised in December 2012 from Bain Capital Ventures, and its most recent series C funding in September 2015, led by Bain Capital and Westfield Capital Management. Brookside Capital, HarbourVest Partners, VT Technology Ventures and Osage Venture Partners also participated.

CEO Jack Sweeney left Bain Capital Ventures in July 2013 to head up SevOne. The company is headquartered in Boston, and has approximately 400 employees.

## PRODUCTS

SevOne and Red Hat have been working together for a year to fill in the missing links in the assurance space for NFV lifecycle management. The SevOne Carrier NFV Assurance Solution provides multilayer assurance – at both the VNF layer and the NFVI, over which it runs.

This enables detection of when a VNF is deployed, as well as where, in terms of the Red Hat Open Stack NFVI, it is deployed. SevOne has architected the offering to:

- Acquire a broad range of metrics at the scale for which SevOne is known. This includes pulling in data from a wide range of diverse elements at both the physical and virtual layers of the NFV implementation, drawing on flow, log and metadata.
- Real-time analysis of data with automated baselining to inform the enterprise how an application should be performing, and anomaly detection to alert the enterprise when it is not.
- Using automation to take people out of the assurance process as much as possible. SevOne's goal is to enable a self-driving, on-demand service-assurance system, and it has taken this first step to enabling carriers and enterprises to implement an assurance product that works seamlessly with the popular Red Hat OpenStack distribution.

## CUSTOMERS

SevOne says its customers include large communication service providers (CSPs) and enterprises. The 12-year-old company has CSP customers from across the technology spectrum of fixed line, mobile and cable operators, and it counts many of the largest global banks and technology firms as customers – including HBO, Credit Suisse, Comcast, Verizon, Lockheed Martin and CSC.

Integration partners include Cisco, Juniper, Oracle, VMware, HP, IBM, Amazon, Samsung, Ericsson, BMC, F5 and SD WAN startup Viptela. SevOne features REST API integration with Cisco's APIC SDN controller for automated application policies. It also integrates with OpenStack for enterprise cloud datacenters.

Mobile backhaul instantiation has been a very successful use case for the company, particularly among the cable operators offering backhaul services to mobile operators, where both parties are looking for assurance that SLAs have been maintained.

In the enterprise space, the Wi-Fi use case has become increasingly popular among enterprises looking to isolate the underlying cause of poor performance on the network, and differentiate between issues at the access point versus congestion points further back in the network.

## COMPETITION

CA Technologies (via its NetQoS acquisition) and HP, even though it is a partner, are direct competitors for SevOne. SolarWinds competes with SevOne in terms of large enterprise monitoring and multi-vendor integrations, scalability and reporting. Fluke Networks, NETSCOUT and other partners like Cisco also compete to varying degrees with SevOne in network monitoring

## SWOT ANALYSIS

### STRENGTHS

SevOne's timing is good. Carriers and select enterprises are moving ahead with their NFV deployments, and need assurance technology to back them up.

### WEAKNESSES

The offering relies on SevOne's ability to gather information from today's proprietary platforms. This advantage will diminish as the NFV industry matures.

### OPPORTUNITIES

SevOne can use its increased familiarity with virtualized technology to assist carriers, not just in assurance but in service provisioning, delivery and authentication.

### THREATS

SevOne's competitive edge will be dulled as vendors move to open-source NFVI offerings with standard API links into assurance products.