

# Nectar Evolution

Real-Time Dynamic Orchestration and Quality of Service Software Solution for Co-mingled Cisco and Microsoft Skype for Business UC Network Environments

## Unified policy solution saves time, money, and resources while helping enterprises take advantage of the full power of the network

While improvements in Unified Communications (UC) features and functionality are continuing to drive its proliferation across the enterprise, a major obstacle remains: the ability to efficiently and cost-effectively deploy a consistent, end-to-end Quality of Service (QoS) across complex hybrid and geographically distributed networks that incorporate platforms, media, and devices from multiple vendors.

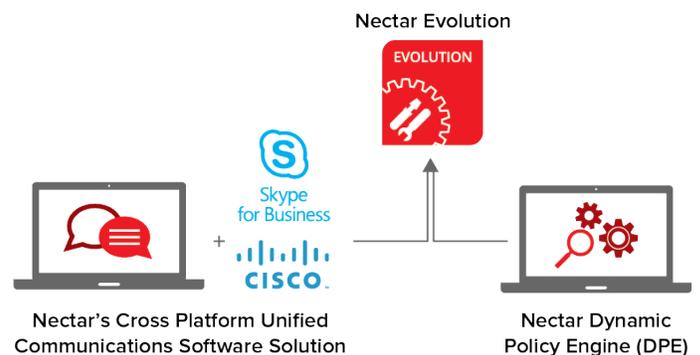
**Enter Nectar Evolution** — a cross-platform, UC-aware solution that utilizes Nectar’s dynamic, rules-based policy engine in conjunction with Cisco’s SDN Application Policy Infrastructure Controller — Enterprise Module (APIC-EM), to deliver unified QoS automation and verification across a Cisco wired or wireless infrastructure. By automating previously manually-implemented best practices, Evolution ensures that a registered UC user receives the proper QoS treatment anywhere in the network — providing a truly consistent and optimum voice, video, conferencing, and collaboration experience.

*“Nectar’s breadth and depth of experience, combined with a comprehensive view of the ecosystem, help service providers and enterprises to deliver the best end-user experience.”*

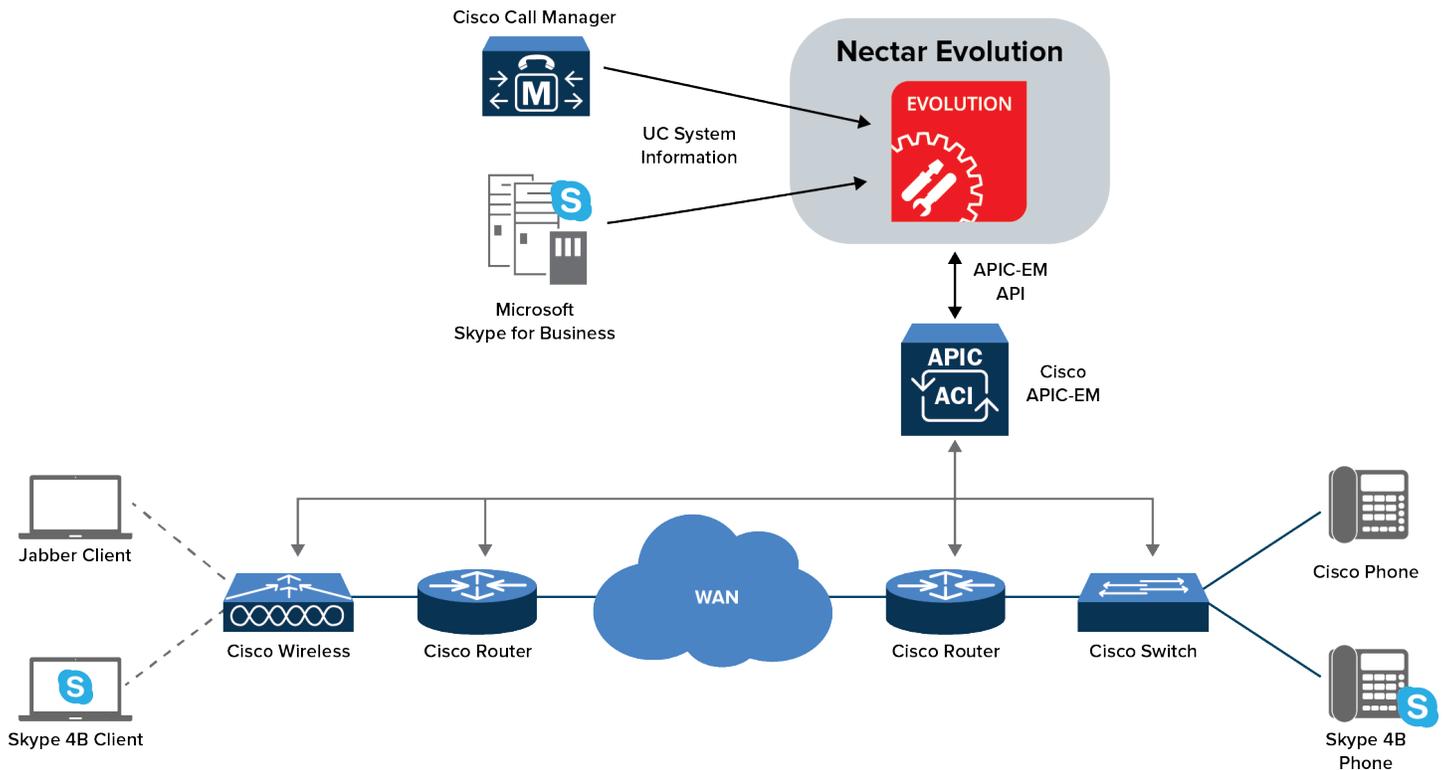
- Frost & Sullivan

## How Nectar’s Evolution Software Works

Nectar has years of experience in SDN and a deep history of providing advanced software solutions to monitor, manage and diagnose multi-vendor UC environments. This expertise has enabled Nectar to develop cutting-edge software that substantially improves the overall performance of multi-vendor UC networks for enterprises and end-users, and dramatically reduces QoS Total Cost of Ownership (TCO) with up to 10 times savings in operating expenditures.



Nectar Evolution is the first software product of its kind to provide unified QoS policy automation for Cisco UC environments, as well as multi-vendor deployments which include other UC platforms such as Microsoft Skype for Business and other third party ecosystem applications. It can set and remove QoS policy for endpoints that register or de-register from a Skype for Business and Cisco UCM system. When an endpoint registers, for example, Nectar Evolution can determine the IP address of that endpoint and use the Cisco Application Policy Infrastructure Controller-Enterprise Module (APIC-EM) API to set a predefined QoS policy. Cisco’s APIC-EM API



*"It takes us four months and \$1M to push a QoS change..."*  
 - Wall Street Financial Customer

is the central SDN controller that translates application requirements to platform-specific configurations. The Cisco APIC-EM then configures the network to apply the QoS policy for the end-point, regardless of whether it is connected to a switch or to a wireless access point.

The Nectar Evolution software works with the Cisco Application Policy Infrastructure Controller – Enterprise Module (APIC-EM) to deliver QoS automation for UC applications across Cisco powered networking elements in real-time. APIC-EM also utilizes Cisco best practices as the basis for the policies that are configured for each end-point. Further, Nectar Evolution provides real-time UC awareness for QoS provisioning and secure QoS policies to APIC-EM. APIC-EM then automatically configures QoS policies on new or existing endpoints and network devices.

## Innovative, Unique Features for Today's Multi-vendor UC Network Environments

Nectar is a featured UC solution partner for Cisco's GA1 release of their APIC-EM. Nectar's Evolution software, when combined with Cisco's APIC-EM SDN controller and the Microsoft Skype for Business SDN API, allows enterprise IT organizations to quickly recognize UC deployment and SDN benefits across their global IT infrastructure. These benefits include a dramatic reduction in the total cost of ownership, unified policy administration across multivendor UC and network elements, wholesale improvement of the UC user experience, and dynamic delivery of a superior experience to UC users in real-time.



### Strategic Relationships

- Cisco Solution and Solution Plus Partner
- Cisco IVT Partner
- Cisco Certified

*"It took us 3 months to deploy a 2-line ACL change across 10,000 devices, which slowed down onboarding of our Jabber application."*

*- Enterprise Network Architect*

## Key Benefits for IT Professionals

### Reduces Total Cost of Ownership (TCO)

Nectar Evolution provides automated QoS when an authenticated and registered user enters or leaves their UC environment. It eliminates the need for on-going QoS changes throughout the network infrastructure. Additionally, Evolution enables up to a 36% time savings in network operations, which translates to 36% more time that's available for business innovation.

### Improves the Overall UC & End-User Experience

By designating and assigning the proper QoS to a registered user, the UC environment can operate at the highest performance standards, thereby improving the overall user experience.

### UC Device Agnostic Configuration

By leveraging the Cisco APIC-EM, Nectar Evolution ensures that the user receives the proper QoS treatment regardless of the type of UC device they are registering with or currently using.

## The Best Choice for Managing Hybrid Cisco Network Environments that Include Skype for Business

Nectar is spearheading the delivery of unparalleled business value to Cisco IT organizations with a full suite of tools that enables enterprise IT professionals to deploy, support, and manage multi-vendor UC deployments from end-to-end. As part of this ongoing mission, Nectar will continue to help grow Cisco multi-vendor UC networks with the most innovative, leading-edge features and functionality based on everevolving industry needs.

## About Nectar Services Corp.

Nectar is a global market leader. The company provide the most comprehensive advanced monitoring, management and diagnostics software solutions for Unified Communication services, enabling IT and operation organizations to proactively ensure the end-user experience. Nectar's flagship Unified Communications Management Platform (UCMP) improves visibility and service delivery across integrated voice, video, and data application solutions by providing unique and critical performance information. Nectar provides monitoring and diagnostics for millions of enterprise endpoints to more than 1,200 enterprises in over 86 countries — including the largest global banking, search engine, healthcare, and manufacturing organizations in the world.

## For more information:

[www.nectarcorp.com](http://www.nectarcorp.com)

### Americas

[americas@nectarcorp.com](mailto:americas@nectarcorp.com)

### Europe, Middle East, and Africa

[emea@nectarcorp.com](mailto:emea@nectarcorp.com)

### Asia Pacific

[apac@nectarcorp.com](mailto:apac@nectarcorp.com)

### Latin America

[latam@nectarcorp.com](mailto:latam@nectarcorp.com)

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