

Spirent Communications



Business Challenge

Providing Triple Play and Carrier Ethernet/business IP services is leading to increasingly complex challenges for service providers. Spirent solutions are focused on helping service providers produce a positive subscriber quality of experience (QoE). Spirent's test and diagnostic solutions address these challenges across three, critical, service-provider environments: lab, center operations and field testing.

Solution Description

Spirent is a full-service vendor in the service assurance field, with a portfolio that includes probes, OSS software and professional services for pre-implementation and post-implementation support. Spirent partners with other software vendors in natural adjacencies so as to offer tight integration and a best-in-suite solution to the customer.

Value Proposition

Spirent offers an integrated product-development strategy, propelled by our two lines of business: performance analysis and service assurance. We are positioned at the forefront of new technology development and are extending the potential return on our R&D investment through the entire life cycle of network technology deployment. Spirent has the ability to deliver next-generation service assurance systems faster than any other provider due to knowledge gained from first-hand experience in development and evaluation labs.

- Intimate working knowledge about next-generation technologies with a deep understanding of the networks into which they will be deployed
- The commitment and willingness of our people to go the extra mile for customers
- "The Spirent Acceleration Cycle" – The ability to help customers more costeffectively and efficiently speed time to market
- More rapid development of new devices and acceptance in the field
- Lower costs for widespread deployment of new networking services

Company Description

Spirent has three decades of experience in providing carrier grade solutions for remote testing and diagnostics. Equally important as past experience are Spirent's unique abilities to drive early expertise with new technologies into practical service assurance solutions for service providers.

Early visibility will enable Spirent to help customers drive the services based on those technologies to mass market faster, using fewer overall operational resources, at greater and early profitability, and with enhanced customer responsiveness, satisfaction, and loyalty.

IBM Segment

- Data Management
- Informix

Business Function

- Testing and Diagnostics

Target Industry

- Communications Service Provider

For more information, contact:

Michael Stoos
(301) 590-3600
Micheal.Stoos@spirent.com

This brochure was developed to assist you in identifying products from select Business Partners that may be of interest to you as you consider your information technology needs. Any reliance by you on this publication is at your sole risk and will not create any liability or obligation on the part of IBM.

© Copyright IBM Corporation 2009.
All Rights Reserved. IBM, the IBM logo, Cognos, FileNet, InfoSphere and Optim are trademarks of IBM Corporation in the United States, other countries or both. All other company or product names are registered trademarks or trademarks of their respective companies.



Let's build a smarter planet.

