

Lumina Networks Partner Program



The Lumina Partner Program, LPP, exists to accelerate the transformation to software-driven, open source-based networks. Lumina aligns with our partners' transformation initiatives to bring innovative solutions to the market which return network control to the Service Providers.

As an open source leader without the motivation of existing hardware install base, Lumina's unique role in the market fosters increased ecosystem collaboration to progress standards alignment and open source innovation. LPP provides a platform for partners to tap into this ecosystem to build strong and sustainable market advantages. Together with our partners, we uncover and capture new growth opportunities through technology engagements, community integration and customer commitments.

Our partners' continued success is our priority. Aligned by long-term strategic visions, our goal is to perform and transform together. LPP recognizes partners' expertise and rewards successes. By providing partners with the right training and the powerful resources, we enable full technical activation of partner companies.

Lumina Partner Program Philosophies



Passion - Fueled by a shared commitment to drive customer success, as priority one



Trust - Dedication to long-term relationships & common business goals



Community - Shared allegiance to quality, on-time deliveries and up-streamed innovation



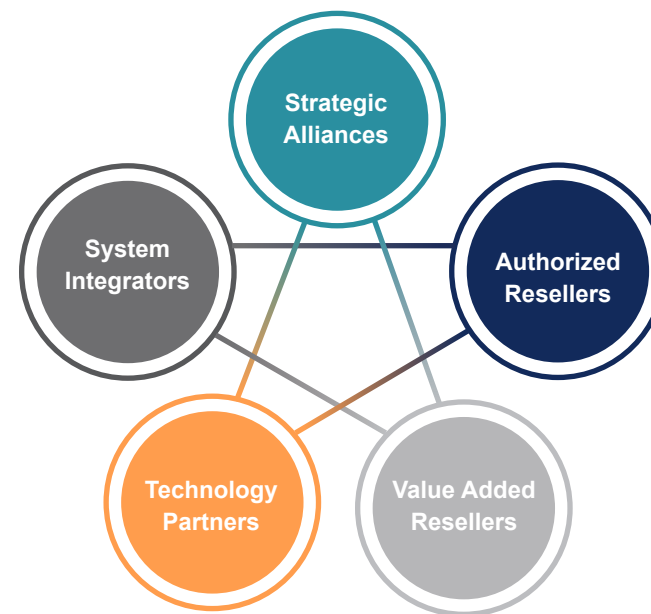
Agility - Balance enthusiasm with analytics to stay nimble



Innovation - Continued improvements to exceed market expectations

Lumina Partner

- **Alliances**
Integrated and co-developed bespoke technology solutions for joint customers
- **Technology Partners**
Development of complementary technology products producing building blocks for end-to-end solutions
- **System Integrators**
Worldwide service delivery, integration and development capabilities and expertise
- **Value Added Resellers**
Regional or Country resellers skilled in solutions and services bundling
- **Authorized Resellers & Referrals**
Focused Reseller or Referral partners targeting specific customers, verticals or solutions in agreed cooperative areas



Flexible Solutions for Transforming Networks



Industry-leading innovators partner with Lumina Networks to build upon a foundation of hardened, open source solutions:

- **Scalability** - Improved clustering model at scale
- **Security** - Increased test coverage and vulnerability scans
- **Reliability** - Accelerated hot-fixes and bug-fix cadence
- **Extensibility** - Micro-services framework enables easy integration
- **Supported** - Valued subscription; support, certification, licensing
- **Interoperability** – Northbound and southbound agnostic

There are many ways to work with Lumina to build robust offerings for our shared customers. From OSS/BSS to hardware, we partner with companies throughout the stack to build best-of-breed solutions with our partners.

An Ecosystem of Open Source Transforms Service Provider Networks

Pillars of Service Provider Transformation

1 Accelerated Network Innovation

Collaborative community-led projects enhancing extended capabilities:

- Customer Experience, Functionality, Integration, Automation, Extensibility

2 Accelerated Service Innovation

- Consolidates existing & enables capture new emerging market opportunities
- Unifies disparate network vendors and domains

3 Ubiquitous Control Plane Functionality

- Standards aligned network abstraction enables extensibility agnostic to hardware
- Modular SDN platform tailored to CSP needs provides significant impact with cohesive and comprehensive control and automation, end-to-end
- Drives OPEX efficiencies - Long run efficiencies with software practices
- CAPEX - lower switching costs, increased competition between hardware vendors

Open source software is one of the key pillars of transformation for the Service Providers. It enables innovation through collaborative community led projects, extending capabilities — functionality, integration, automation and extensibility of platforms and applications - that underpin a Service Provider's business today and in the future. This innovation, free of vendor lock-in and vendor innovation dependencies, is the driving force behind new services for Service Providers which seek to consolidate existing and capture emerging market opportunities.

OpenDaylight, a modular open SDN controller platform for customizing and automating networks of any size and scale, is one of the key open source

projects and is pivotal in achieving these goals. As a control plane function, it has significant impact, delivering cohesive and comprehensive control and automation across the entirety of the network across multiple layers, domains and vendors.

It's this unique role in the network and the ecosystem which is why Lumina Networks engages a robust partner ecosystem. Together, we can build end-to-end solutions with the power of open source at the roots. Service Providers which use open source at the control plane have more control over the kinds of vendors they engage throughout the stack — it provides them with a level of flexibility they otherwise don't possess.

Why Partner with Lumina

- **Market Leadership** - #1 Commercially deployed OpenDaylight vendor
- **Industry Supported Traction** - Funded by Tier-1 CSP customers
- **Community Leadership** - 4+ TSC leadership roles
- **Technical Expertise** - Tuned carrier-grade scalability, performance and reliability
- **Ecosystem** - Industry transformation catalyst to ease interoperability
- **Outcome Based Services** - Agile methodologies enable DevOps
- **Personal Relationships** - Adept executive support

Ways to lead the industry with Lumina:

- A** Register your partner interest.
- B** Submit a deal.

luminanetworks.com/partners

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