



## Netformx Provides Global Knowledge Resource to Hewlett-Packard



### Overview

Before using DesignXpert, HP NSG used several design applications that were not integrated and did not have access to product information. With DesignXpert, HP tapped into an extensive resource of networking product knowledge, enabling them to complete designs faster, using the latest components available.

### Challenges

- Existing Drawing Tools Not Optimized For Network Design
- Design Applications Not Integrated
- Complex Designs with Wide Range of Components
- Delays Displaying Network Design Images

### Capabilities

- Design, Validation, Diagram, BOM and Pricing All in One Tool
- MultiVendor Knowledge Base
- Comprehensive Automated Network Discovery

### Advantages

- Improved Understanding of the Network
- More Detailed Diagrams
- Expedited Design
- Responsiveness to Customers

### Drawing Tools Do Not Meet Demands of Network Design

Before Netformx, HP's Network Solutions Group (NSG) in Hungary used a selection of drawing tools which specialized in architectural, CAD and general drawings but did not facilitate drawing networks.

HP NSG serves customers not only in Hungary but throughout Europe, Africa and the Middle East. Previously, they used drawing tools that were not developed specifically to draw network diagrams, and could not handle the complexity of the drawings and the multitude of products and their symbols. Consequently, HP's engineers experienced lengthy delays with these tools when displaying new pictures of network components. This challenge became a significant hurdle when designing networks for customers.

"We did not have an integrated design tool before Netformx," added Szilard Verese gyhazy, NSG Manager for HP NSG in Hungary. "So we had to use several different applications throughout the design process. We did not have product information at our fingertips. We had to look up part numbers for each individual component, and configure parts using information from each vendor's website. Because of the varied components needed for customer networks spanning three continents, this became a time-consuming process."

"The lengthy design process was not suitable to our needs," he added. "Our group has limited time to get the job done. We needed to streamline the process, and acquire one tool that could meet all of our requirements."

*"DesignXpert covers all of our network design needs, from drawing diagrams to design validation to quoting. The Netformx library even provides a complete and up-to-date list of all the networking products we use and their prices. I don't know of any other tool that can perform all these tasks—and DesignXpert does them all well."*

*Szilard Verese gyhazy*

*NSG Manager*

*HP Network Solution Group, Hungary*

### Netformx Delivers Unique and Valuable Solution

DesignXpert was the ultimate solution for HP, and the NSG engineers in Hungary use the Netformx tool whenever they need to prepare the technical parts of a quotation.

"To present the advantages of our offer in a way that will impress the customer, we must provide a description of the solution, a network diagram, a materials list, and pricing information," said Verese gyhazy. "DesignXpert is an amazing tool because it can help us provide all this information, and do it faster and more accurately than before."

## About HP NSG in Hungary

The HP Network Solution Group (NSG) in Hungary is responsible for presales support of network infrastructure solutions. The group prepares the technical support for quotations, as well as providing consultation, network surveys, planning and installation services.

*"The integration of all the features within DesignXpert makes this tool vital to our engineering efforts. The drawing, validating, pricing, network discovery, IP subnet planning and so on, in one integrated tool is unique in the marketplace and very valuable to HP."*

*Szilard Veresegyhazi, HP Network Solution Group, Hungary*

## About Netformx

Netformx® provides Guided Selling Solutions to meet the challenges of selling sophisticated high-technology products. Its solutions enable network equipment manufacturers, system integrators, and enterprise end-customers to design, verify, and acquire network equipment quickly, easily, and accurately. Netformx customers and partners include Cisco Systems, Nortel Networks, SBC Communications, Pomeroy, IBM Global Services, Dimension Data, Adtran, Symbol, De Te We, Swisscom, Hewlett-Packard, AT&T and others. Netformx is headquartered in Santa Clara, California with distribution partners overseas.



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## DesignXpert provides the following advantages for HP:

### ■ Improved Understanding of the Network:

"The multivendor library of DesignXpert is very useful in cases of network reconstruction or migration planning for customers," Veresegyhazi said. "The Netformx Enterprise AutoDiscovery feature

provides a reference to identify the many diverse components that reside in the customer's network, and help us determine exactly what they need to improve the network. We simply plug DesignXpert in and the tool provides us with a complete picture of the customer's existing network."

### ■ More Detailed Diagrams:

"Sometimes our customers demand clear and detailed diagrams with photo-quality pictures of devices or precise rack installation plans," said Veresegyhazi. "Netformx provides all the capabilities we need to produce top quality drawings with all the necessary details."

### ■ Expedited Design:

"DesignXpert is designed to provide speed throughout the design process," said Veresegyhazi. "It is very easy to use and we don't have the delays that we experienced with previous tools. When drawing a network design, we can just drag and drop devices into the diagram and establish a connection with a couple of mouse clicks. Just a couple more clicks are needed to validate, modify the design, and generate a price list. We don't need to check or re-enter information in Netformx — all the data we need for each step in the process is all contained in the same database, eliminating repetitive steps in our previous design method."

"The device validation, including configuration and checking with CCO (Cisco Connection Online), works even faster than accessing Cisco's online configuration engine from a browser," he added. "The pricing function is also very fast using the Bill of Materials function."

### ■ Responsiveness to Customers:

"Netformx is an essential tool to prepare high quality proposals quickly," Veresegyhazi confirmed. "Speed is an important capability that enables us to meet customer needs, and DesignXpert provides us with this important advantage. Many times when our engineers have been overloaded, the time we saved with Netformx DesignXpert enabled us to respond to all customer requests on time."

## The Bottom Line: Tapping a Valuable Resource

For HP, DesignXpert is like another member of the team — a vast resource of networking product knowledge that can provide photo-quality pictures, product pricing, configuration and validation, all from one console. The tool helps maximize the expertise and efforts of the HP engineers.

"DesignXpert enables us to complete more designs in less time, keeping us competitive in a challenging industry," Veresegyhazi concluded. "It is always difficult for design engineers to keep up with all the new products available, and our ability to keep on top of the market with DesignXpert, and take advantage of the latest technology in our network designs, is what sets us apart from the competition."