# Gluware partners with Cuadrilla Capital to enhance network automation capabilities



Gluware, an industry leader in intelligent network automation, has announced a strategic partnership with Cuadrilla Capital, a prominent player in enterprise software private equity. The announcement, made on January 8, 2025, from their respective locations in Santa Barbara and Sacramento, details a significant growth investment aimed at enhancing Gluware's capabilities to tackle complex network challenges faced by Global 2000 enterprises globally.

With this partnership, Gluware intends to bolster its market position and address the burgeoning demands placed on network infrastructure, driven by an increasing number of IT, Operational Technology (OT), and Internet of Things (IoT) devices. As per the company, the need for intelligent, self-operating networks is becoming crucial for mission-critical operations in modern businesses.

Jeff Gray, the CEO and Co-Founder of Gluware, expressed enthusiasm about the collaboration, stating, "The Cuadrilla team has been a dream to work with, and we could not ask for a better business partner." He highlighted Cuadrilla’s clear vision for the market and its recognition of Gluware's technology as essential for future advancements.

Cuadrilla's co-founders, Jonah Sulak and Vikram Abraham, also voiced their excitement about the partnership. They noted, "Gluware has groundbreaking technology and a world-class team addressing the compelling network automation market." The firm’s investment is aimed at accelerating network transformation and expanding Gluware’s global reach, while also fostering customer success initiatives.

Nicole Banks, Principal at Cuadrilla, commented on the evolution of network automation within business contexts, saying, “Network automation has evolved to become the standard for best-in-class network management." She underscored the substantial potential that Gluware's technology presents in addressing significant pain points across various industries.

Following the investment, customers can anticipate ongoing innovation and enhancements to Gluware’s offerings. The company provides a robust platform equipped with multi-vendor support and auto-remediation capabilities, alongside a developer platform for customisation. Central to their portfolio is the Gluware DIAL (Device Interaction and Automation Layer), which allows for automated management and compliance auditing, thereby streamlining operational processes.

Ernest Lefner, Chief Product Officer at Gluware, conveyed the strategic vision moving forward, stating, "With Cuadrilla's investment and strategic support, we can further accelerate our ambitious vision for intelligent network automation." He noted upcoming enhancements, including the launch of GenAI-powered tools for network operators and advancements in self-operating and self-healing network features.

According to predictions by Gartner, by 2026 approximately 30% of enterprises will automate over half of their network activities, a significant increase from less than 10% in mid-2023. This shift towards automation is largely attributed to the need for enhanced network security and improved service quality in an increasingly complex digital landscape.

Gluware's current platform has reportedly led to a 95% reduction in network outages and a 100% compliance rate with network security policies. Additionally, the company claims to enable rapid OS upgrades that are 300 times faster than manual processes. With the prospect of implementing self-operating network capabilities within a three-month timeframe and achieving a return on investment within a year, Gluware is poised to make substantial contributions to the network automation sector.

As Gluware and Cuadrilla Capital embark on this strategic partnership, the implications for network operations and enterprise network management appear promising, with ongoing advancements anticipated in automated solutions tailored for complex business environments.

Source: [Noah Wire Services](https://www.noahwire.com)

## Bibliography

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2. <https://gluware.com/gluware-receives-growth-investment-from-cuadrilla-capital-to-accelerate-network-transformation-expand-global-reach/> - Quotes from Jeff Gray, CEO and Co-Founder of Gluware, and Cuadrilla's co-founders, Jonah Sulak and Vikram Abraham, on the collaboration and its benefits.
3. <https://gluware.com/gluware-receives-growth-investment-from-cuadrilla-capital-to-accelerate-network-transformation-expand-global-reach/> - Comments from Nicole Banks, Principal at Cuadrilla, on the evolution of network automation and Gluware's technology.
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