**AI for Networks
Networks for AI**

FTAS ROI Report (2025)

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Executive Summary

Aviz FTAS (Fabric Test Automation Suite) is designed to simplify and accelerate SONiC testing and release workflows through an automated, managed service. By offloading manual regression testing, hardware onboarding, and test maintenance to a certified framework, FTAS offers a predictable, scalable, and cost-effective way to maintain high release quality across a multi-vendor SONiC deployment. Customers who leverage the managed version of FTAS can achieve ROI exceeding 800% annually, with full payback in under one month.

"4.1x return in just one year."
(Total return = $1.2M / $250K investment)

"You break even in under 3 months."
(Payback period = ~2.7 months)

"For every $1 invested in FTAS, you get $4.10 back in savings—within 12 months."

"That's a 310% return on investment in year one alone."

Customer Pain Points

Manual Testing Overhead: Validating SONiC manually across platforms consumes significant engineering time.

Inconsistent Release Quality: Ad hoc testing increases the risk of unstable SONiC builds in production.

Vendor Onboarding Delays: Each new switch or ASIC platform adds bespoke test work, delaying rollout.

Test Script Maintenance Load: Maintaining compatibility across SONiC releases burdens QA teams.

Higher Field Failures: Lack of pre-validation increases downtime post-deployment.

Build vs. Buy: FTAS Value Comparison

Build It Yourself	Use FTAS (Buy)
Hire multiple engineers for test framework design	Pre-built, field-tested test suite
Maintain scripts across SONiC releases	SONiC-aware automation with auto-sync
Set up your own lab with vendor hardware	Access to shared, certified platform coverage
Manage regression orchestration manually	Pre-wired CI/CD integration
Write custom dashboards and log parsers	Unified, production-grade visibility layer

Aviz Core Value Drivers (with Quantified Benefits)

Value Driver	How FTAS Delivers It	Quantified Benefit	CapEx/OpEx Impact
Automated SONiC Test Suites	Pre-built test cases certified across platforms	Saves ~500K/year to build and maintain for new releases & HW	OpEx
Hardware Certification Standardization	Unified validation for vendors (DC, Edge, AI)	Reduces onboarding time by 40–50%	CapEx
Regression Testing Automation	Automates 70–80% of test executions	Cuts 20–25% from release cycles	OpEx
Test Script Maintenance Elimination	SONiC-aware libraries that auto-update	30–35% reduction in test maintenance	OpEx
Failure Detection Before Deployment with insights of community	Integrated HW+SW validation before rollout while knowing all community issues	Cuts field issues by 50% (can be measured with baseline downtime cost of missed bugs)	CapEx & OpEx

FTAS – Direct TCO Savings Breakdown with Calculations (Managed Service Model)

Value Driver	How FTAS Delivers It	Calculation	Impact Area	Annual Savings ($)
Automated SONiC Test Suites	Pre-built certified test suites eliminate manual validation	$500,000 Per year to build and keep updated	OpEx	$500,000
Hardware Certification Standardization	Unified validation reduces onboarding delays across vendors	(3 platforms × $50,000) + Ixia ($50,000) = $200,000	CapEx	$200,000
Regression Testing Automation	Automates 70–80% of manual test execution	25% × of build team = 0.25 × $500,000 = $125,000	OpEx	$125,000

Test Script Maintenance Elimination	Auto-updated test libraries across SONiC versions	25% × of build team = 0.25 × $500,000 = $125,000	OpEx	$125,000
Failure Detection Before Deployment with community	Prevents field incidents, lowers rollout rework & downtime	25% × $1,000,000 = $250,000 *1M is assume cost of downtime	OpEx	$250,000

Total Annual TCO Savings

CapEx Savings: $200,000

OpEx Savings: $1000,000

Total TCO Savings: $1,200,000 per year

Operational and Strategic Benefits

FTAS introduces release predictability, rapid onboarding, and lowers regression overhead. It also improves post-deployment reliability by baking QA into CI/CD pipelines.

Final ROI Summary

Metric	Value
Total Annual Savings	$1,200,000
FTAS Subscription Cost	$250,000
1-Year ROI	~380%
Payback Period	~2.5 months

Strategic Differentiators

Strategic Differentiator	Why It Matters
Purpose-Built for SONiC Validation	Designed from the ground up to address SONiC's multi-vendor complexity—no retrofits.
Release-Aware Regression Test Sync	Automatically aligns test coverage with each SONiC release, reducing human error.
Zero Hardware Investment	Delivered as a managed service—eliminates lab setup, maintenance, and capital spend.
Proven at Scale with Tier-1 Hyperscalers & OEMs	Validated by industry leaders ensures trust, reliability, and field-readiness.
Fully Scalable with Test Automation Stacks	Easily integrates into CI/CD pipelines—future-proof and aligned with agile delivery.

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