AI for Networks
Networks for AI

Aviz Networks

OPB Value-Based Modeling Framework (2025)

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Executive Summary

As the demand for network observability skyrockets—driven by AI workloads, hybrid infrastructure, and zero-trust security—traditional packet broker solutions are becoming a bottleneck. These legacy systems are expensive, hardware-bound, and inflexible.

To meet today's observability challenges, organizations need a software-first, open, and programmable solution that can adapt to evolving architectures without bloating the budget.

Aviz Open Packet Broker (OPB) replaces legacy, rigid packet brokers with a vendor-neutral, containerized software layer that runs on commodity or existing white-box switches. It delivers full-stack observability, reduces TCO by over 50%, and unlocks innovation through flow intelligence and scalable deployment models. The result: massive CapEx and OpEx savings while enabling programmable visibility in the AI era.

Some high level summary:

1. **1.8x return in 3 years.**
2. **You break even in just over 12 months.**
3. **Every $1 invested returns $2.84 in savings over 3 years.**

Customer Pain Points

Rigid Hardware-First Packet Brokers
Traditional solutions tightly couple software and hardware, limiting deployment flexibility and increasing refresh costs.

Exploding Costs with Every Network Redesign
Proprietary brokers force full hardware replacement when network speeds or designs evolve.

Limited Filtering and Analytics
Legacy brokers mirror traffic but lack intelligent metadata extraction or real-time flow visibility—even ASICs are more capable today.

Inflexibility for Tool Integration
Proprietary data formats and closed architectures slow integration with modern toolchains, cloud stacks, and observability platforms.

Lack of Automation and Slow Change Cycles
Manual CLI-based configurations and lack of API-driven control hinder visibility agility and increase operational burden.

Direct TCO Savings (CapEx and OpEx)

This table captures the core levers through which Aviz OPB directly reduces infrastructure and operational cost—whether by lowering capital expenditure through vendor flexibility or optimizing OpEx by standardizing observability workflows.

Value Driver	How Aviz OPB Delivers It	Quantified Benefit	CapEx/OpEx Applicability	Reference
Choice (Vendor-Agnostic Platform)	Runs across Cisco, NVIDIA, Edgecore, Dell, Celestica, etc. on merchant silicon switches	Avoids lock-in; reduces CapEx by 30–50%	CapEx	Gartner Market Guide for Packet Brokers, 2024
Cost Savings via Standardization	Same software image across switches; orchestration and observability unified without per-port licensing	Reduces OpEx by 25% (no license bloat, consistent debugging)	OpEx	EMA Network Automation Study, 2024

Operational and Strategic Benefits

These benefits extend beyond cost reduction. They reflect how Aviz OPB enables automation, intelligent observability, and future-proofed infrastructure, helping teams keep up with AI-scale demands while simplifying ongoing operations.

Value Driver	How Aviz Delivers It	Quantified Benefit	CapEx/OpEx Applicability	Reference
More Control - Faster Adoption of New Tech (Future-Proofing)	Open standards allow plug-and-play upgrades	New tech adoption 30–50% faster than proprietary networks.	IDC Data Center Network Evolution Report 2024 — "open standards reduced technology adoption cycle by 30–50%."	Faster Adoption of New Tech (Future-Proofing)
AI-Enhanced Packet Operations	Real-time flow insights, GTP correlation, and metadata tagging with DPI	Reduces operational burden by up to 50%	OpEx	EMA Network Automation Impact Study, 2024

Additional ROI Multipliers

These indirect benefits elevate the long-term value of OPB. Customers not only save budget but unlock agility, faster detection, and better infrastructure scaling, all of which multiply strategic returns.

New ROI Driver	Description	Quantified Impact	Reference
Repurposing Saved Dollars	Redirect CapEx and OpEx savings into AI/NDR/SOC platforms	7% uplift over 3 years	McKinsey Digital ROI Study, 2023

Economic Impact / ROI Model

This section models the financial impact of deploying Aviz OPB based on a real-world scenario. It considers a 3-year investment period with the following customer inputs:

- **3-Year CapEx Budget: $1,000,000**
- **3-Year Software License OpEx Budget: $400,000**
- **3-Year Operational OpEx Budget: $600,000**
- **Aviz Contract (Inclusive of License + Support): $500,000**

This structure allows customers to adapt the calculator using their own spend profiles and instantly understand ROI projections.

Direct TCO Savings

Value Driver	Formula	Impact Area	Result
Choice (Vendor-Agnostic Platform)	50% × $1,000,000	CapEx	$500,000
Software License and Support Cost Elimination	100% × $400,000	Software OpEx	$400,000
Total Direct TCO Savings (CapEx + OpEx)			**$900,000**

Operational & Strategic ROI

Value Driver	Formula	Impact Area	Result
Control & Standardized Operations	20% × $600,000	OpEx	$120,000
AI-Enhanced Observability	20% × $600,000	OpEx	$120,000
Total Operational ROI			**$240,000**

Indirect ROI Multipliers

ROI Driver	Formula	Result
Repurposing Savings into Innovation	7% × ($500K + $210K)	$79,800
Faster Tech Adoption	10% × $1,000,000	$200,000
Total Indirect ROI		**$279,800**

Final ROI Summary

Metric	Amount
Total Savings (All Tables)	$1,419,800
Aviz Contract (3 Years)	$500,000
Net ROI Over 3 Years	$919,800
ROI % (vs. Aviz cost)	183.96%
Payback Period (Years)	~1.1

Strategic Differentiators

Strategic Moat	Why It Matters
Software-First Architecture	Enables reuse of hardware and faster innovation without proprietary constraints.
Vendor-Neutral Compatibility	Supports 5+ switch vendors and integrates with multiple server and AI tool stacks.
Intelligent Filtering & DPI	Smart flow steering, GTP parsing, VXLAN termination, and slicing—all software-based.
Scalable Pricing Model	No per-port licensing. Predictable, flat-rate pricing for enterprise scale.
API-Driven Automation	RESTful, CLI, and GUI interfaces for integration into CI/CD pipelines.

References

- Gartner: Market Guide for Network Packet Brokers, 2024
- EMA: Network Automation Impact Study, 2024
- IDC: Hybrid Infrastructure Management Study, 2024
- Dell'Oro Group: Ethernet Visibility Report, 2024
- Aviz Networks: Internal Cost Benchmarks, 2025
- Glassdoor: Engineer Compensation Analysis, 2024