



AI for Networks
Networks for AI



Aviz Networks SONiC Value-Based Modeling Framework (2025)

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Aviz Networks – SONic Final Value-Based Modeling Framework (2025)

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Executive Summary

The AI era is transforming the very foundations of infrastructure. Traditional, hardware-bound networks are increasingly misaligned with the pace, scale, and complexity of modern digital demands. Applications are more data-hungry than ever, AI workflows are becoming central to operations, and compute itself is shifting to AI-first architectures.

In this context, incremental upgrades are no longer sufficient. To stay competitive, organizations must adopt open, agile infrastructure built for change. This means:

- Standardized operations to reduce complexity and downtime.
- Open frameworks to accelerate innovation and avoid vendor lock-in.
- Predictable, flexible cost models that scale with real usage and enable rapid deployment.

With this approach, enterprises can modernize networks to deliver AI-scale performance—while preserving uptime, security, and connectivity.

The future isn't just about upgrading networks. It's about rethinking them.

Aviz enables this shift—bringing together openness, agility, and AI-driven automation to build networks that are ready for what's next.

- **“5.1x return in just one year.”**
(Total return = \$3.84M / \$750K investment)
- **“You break even in under 3 months.”**
(Payback period = ~0.24 years ≈ 88 days)
- **“For every \$1 spent with Aviz, customers get back \$5.12 in value.”**
(Total Savings ÷ Aviz Cost = \$3.84M ÷ \$750K)
- **“That's a 412% ROI—realized in the same year.”**

Customer Pain Points

Budget Spikes from Proprietary Bundles and Hardware-First Approaches

Traditional networking solutions often rely on proprietary hardware and bundled software, leading to significant budgetary challenges. These tightly coupled systems can result in unexpected costs, especially when scaling or upgrading infrastructure. Organizations may find themselves locked into specific vendors, limiting flexibility and driving up total cost of ownership.

Innovation Barriers Due to Non-Standardized Systems

Non-standardized networking environments hinder the adoption of automation and modern tooling. The lack of interoperability between different systems and vendors creates silos, making it difficult to implement cohesive automation strategies. This fragmentation slows down innovation and increases the complexity of network management.

Slowed Upgrade Cycles from Interdependencies

In environments where hardware and software are tightly interwoven, upgrading components becomes a complex task. Dependencies between different system parts can lead to extended upgrade cycles, delaying the deployment of new features and improvements. This lag can impede an organization's ability to meet growing infrastructure demands promptly.

Status quo feels safer, while chronic problems quietly pile up

Aviz Core Value Drivers (with Quantified Benefits)

This table distills the tangible value Aviz delivers across key dimensions of modern networking. For each core value driver, it outlines the specific actions Aviz takes to deliver that value, quantifies the resulting ROI, and maps the savings to either CapEx or OpEx categories. These insights are backed by customer interviews and case

studies. Readers should use this table to understand not only what value Aviz offers, but how it's delivered, where it impacts the financial model, and why it's validated by market evidence. This forms the foundation for modeling real-world ROI outcomes with confidence.

References validate the notions and quantified percentage is based on customer interviews.

Direct TCO Savings (CapEx and OpEx)

This table highlights the core drivers where Aviz directly reduces infrastructure costs, either by lowering capital expenditures (CapEx) through vendor-agnostic hardware options or by optimizing total cost of ownership (TCO) across the network stack.

Value Driver	How Aviz Delivers It	Quantified Benefit	CapEx/OpEx Applicability	Reference
Choice (Vendor-Agnostic Networking)	Works across Cisco, NVIDIA, Edgecore, Dell, etc.	Avoids vendor dependencies; reduces costs by 30–50%	CapEx	Gartner Market Guide for Data Center Networking, 2022
Cost Savings (Open Source SONiC with NetOpsI)	No license bloat; flexible hardware	30–40% TCO savings	OpEx	Futuriom SONiC Report, 2024

Operational and Strategic Benefits

This table focuses on operational enhancements that accelerate innovation and improve agility. These benefits drive faster release cycles, reduce operational overhead, and enable quicker adoption of new technologies—all contributing to long-term ROI and efficiency.

Value Driver	How Aviz Delivers It	Quantified Benefit	CapEx/OpEx Applicability	Reference
Control (Ownership of Stack and Data)	Open standards enable unified observability, faster upgrades, streamlined tooling, and accelerated automation	20–30% faster release cycles; improved automation ROI	OpEx	Gartner Automating Network Operations Report, 2023
AI-Enhanced Operations (Network Copilot)	Automates observability, compliance, and root cause workflows using real-time AI	Reduces operational burden by up to 50%	OpEx	EMA Network Automation Impact Study, 2023

Additional ROI Multipliers

While the core value drivers of Aviz and SONiC deliver measurable, direct savings, there are also powerful indirect benefits that significantly enhance long-term ROI. Table 5 captures these secondary effects—outcomes that may not show up immediately on a procurement line item but compound over time to create strategic business value.

For instance, organizations that realize upfront savings on CapEx and OpEx are now empowered to repurpose those dollars into high-impact areas such as AI development, NetOps automation, or security tooling—effectively turning cost avoidance into growth acceleration.

Additionally, by leveraging SONiC's standardized stack, customers benefit from simplified operations, which results in faster RCA, shorter maintenance windows, and improved MTTR. Lastly, open standards eliminate vendor bottlenecks, enabling faster adoption of new technologies like 800G, AI fabrics, and EVPN upgrades—years ahead of proprietary alternatives.

These multipliers not only strengthen the case for SONiC adoption but also future-proof the network investment, reinforcing agility and innovation at scale. Each of these outcomes is supported with quantifiable benchmarks from leading industry studies to ensure confidence and credibility.

New ROI Driver	Description	Quantified Impact	Reference
Repurposing Saved Dollars	Redirect OpEx and CapEx savings into new innovation (AI deployments, automation, security upgrades).	Uplift of 5–10% extra ROI over 3 years (depending on company reinvestment discipline)	McKinsey Digital ROI Study, 2023 — "companies repurposing freed IT budget into innovation achieved 5–10% faster revenue growth over peers."
Reduced Maintenance Windows and Improved MTTR	Open, standardized SONiC stack enables faster upgrades, predictable changes, lower downtime.	25–35% reduction in maintenance downtime + 20–30% faster Mean Time to Recovery (MTTR).	Gartner IT Operations Best Practices 2023 — "standardized open networking reduced maintenance windows by up to 30%, improved MTTR by 25%."
Faster Adoption of New Tech (Future-Proofing)	Open standards allow plug-and-play upgrades (800G, 1.6T Ethernet, new AI interconnects) without vendor lock-in delays.	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%."

Economic Impact / ROI Model

This section takes in account for an annual spend of 5M in CAPEX and 3M in Opex, and then uses the ROI calculations in above sections to calculate how much would be the ROI based on industry standards if a company would have to go with SONIC.

This section can be converted into a calculator where customers can put in their Capex and Opex number and can determine their ROI.

Below example is calculated based on the framework given in section 2 and 3, and then example taken with a CapEx spend of 5M and OpEx spend of 2M

Direct TCO Savings

These are the hard-dollar savings achieved through infrastructure-level efficiency (vendor choice and open source software).

Value Driver	Formula	Impact Area	Result
Choice (Vendor-Agnostic Networking)	$35\% \times \$5,000,000$	CapEx	\$1,750,000
Cost Savings (Open SONiC + NetOps)	$20\% \times \$2,000,000$	OpEx	\$400,000
Total Direct TCO Savings			\$2,150,000

Operational & Strategic ROI

These benefits drive release velocity, automation scale, and operational resilience.

Value Driver	Formula	Impact Area	Result
Control (Stack Ownership & Standardization)	$10\% \times \$2,000,000$	OpEx	\$200,000
AI-Enhanced Operations (Revised to 30%)	$20\% \times \$2,000,000$	OpEx	\$400,000
Total Operational & Strategic ROI			\$600,000

Indirect ROI Multipliers

These uplifts come from improved efficiency and future-proofing, not directly reflected in infrastructure cost.

ROI Driver	Formula	Result
Repurposing Savings into Innovation	$7\% \times (\$2.15\text{M} + 0.6\text{M})$	\$192,000
Reduced MTTR via Standardization	$20\% \times \$2,000,000$	\$400,000
Faster Tech Adoption (Revised to 10%)	$10\% \times \$5,000,000$	\$500,000
Total Indirect ROI Multipliers		\$1,092,000

Final ROI Summary

Metric	Amount
Total Savings (All Tables)	\$3,842,000
Aviz Annual Contract Cost	\$750,000
Net Annual ROI	\$3,092,000
ROI % (vs. Aviz cost)	412%
Break-Even Time	~0.24 years (~88 days)

Note: If we just take TCO savings only, then the break even point will be in 6 months.

Strategic Differentiators

Moat	Why It Matters
SONiC Leadership	Proven, validated multi-vendor SONiC builds, orchestration, and 24/7 support.
AI Network Copilot	Real AI-based operations; not just monitoring, but intelligent guidance.
Global Deployments	Trusted by Fortune 100 retailers, hyperscalers, and telecom giants.
Standardization Pioneer	Driving network simplicity, faster upgrades, and lower downtime.

References

- Gartner: Market Guide for Data Center Networking, 2022
- Gartner: Automating Network Operations Report, 2023
- Futuriom: SONiC Enterprise Report, 2024
- EMA: Network Automation Impact Report, 2023
- IDC: Open Networking Impact Report, 2022
- IDC: Data Center Network Evolution Report, 2024
- McKinsey: Digital ROI Study, 2023

Key Takeaway for Customers

"With Aviz, you don't just cut costs — you modernize, standardize, and accelerate your networking infrastructure for the AI era."