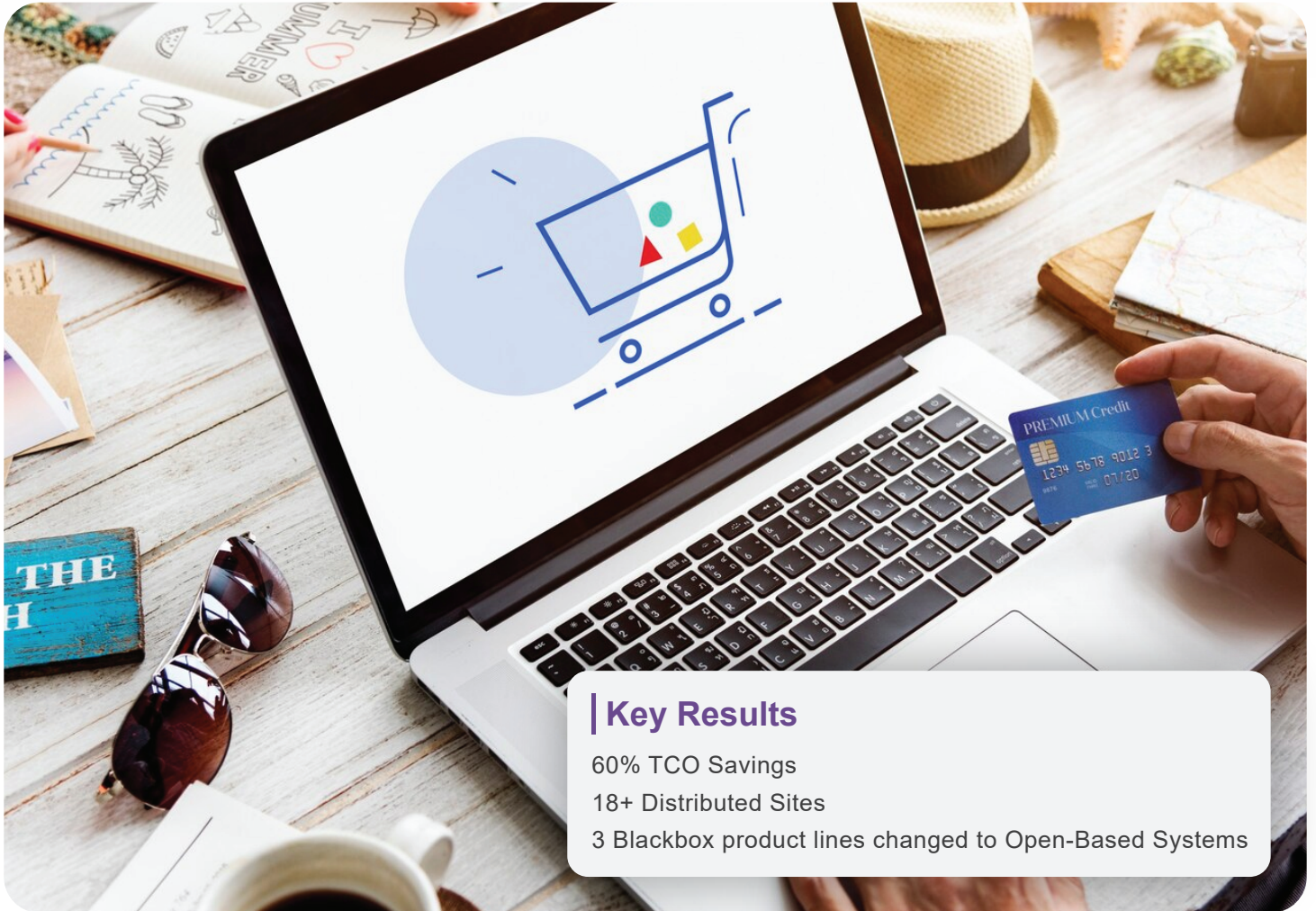




Customer Win Case Study:

## Customer's Strategic Upgrade to Open Packet Broker with Aviz



### | Key Results

60% TCO Savings

18+ Distributed Sites

3 Blackbox product lines changed to Open-Based Systems

## Introduction

Customer, a global commerce leader, recognized the need to upgrade its Packet Broker Networks to achieve better speeds, standardization, and cost reduction. Faced with the challenges of an expensive, vendor-locked solution and a lack of industry-wide, end-to-end open-source options, Customer sought a transformative approach. The solution came with Aviz's Open Packet Broker (OPB), leading to significant total cost of ownership (TCO) savings and a vendor lock-in free future.

## Objectives and Strategic Issue

Customer aimed to upgrade its Packet Broker Networks to not only enhance speeds but also to bring in standardization using open source technologies while significantly reducing costs. The strategic issue at hand was the dependency on expensive, proprietary solutions that did not offer the flexibility or cost efficiency the customer sought for its future-proof network infrastructure.

## Challenges

Customer's initiative to upgrade its Packet Broker Networks faced several critical challenges that underscored the need for a comprehensive, future-oriented solution:

### ➤ Lack of Industry-wide Open Source Solutions:

The customer sought to standardize its network infrastructure using open-source technologies. However, the absence of vendors offering an end-to-end, open-source-based solution posed a significant challenge. This limitation hindered the Customer's ability to achieve its objective of standardizing its network infrastructure to reduce costs and enhance flexibility.

### ➤ Vendor Lock-in with Existing Solutions:

The existing solutions in the Customer's infrastructure were tied to specific vendors, leading to high costs and limited flexibility. Customer's reliance on these expensive, proprietary solutions restricted its ability to innovate and adapt to changing network requirements.

### ➤ High Total Cost of Ownership (TCO):

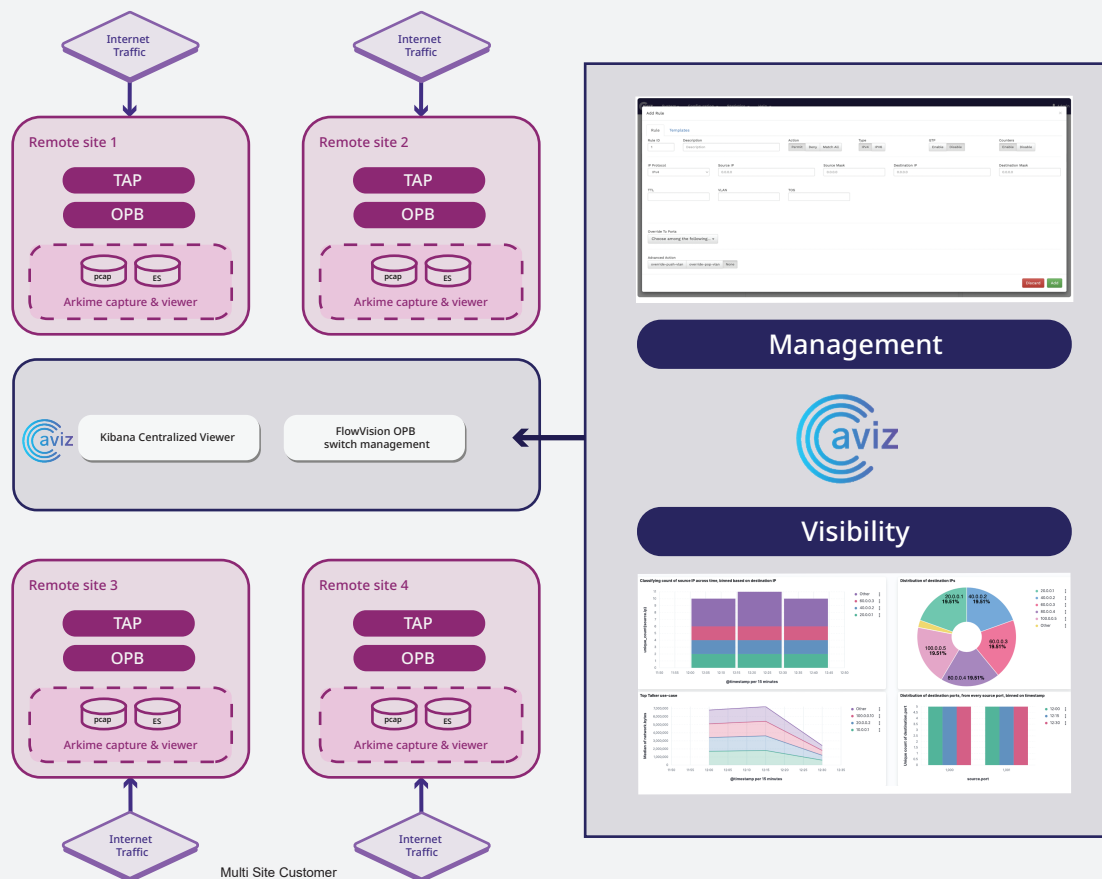
The cost implications of continuing with the existing, vendor-specific packet broker solutions were substantial. The customer was keen on reducing its TCO, encompassing both capital expenditures (CapEx) and operational expenditures (OpEx), to achieve a more economically efficient network management model.

### ➤ Future Network Upgrades and Scalability Concerns:

Customer anticipated future needs for network speed and capacity upgrades. Traditional packet broker solutions did not offer an affordable or flexible path for such upgrades, posing a challenge for Customer's long-term network evolution plans.

## Solution

While the customer had the option to choose from existing solutions such as Arista and C-Packet, the solution was found in Aviz's Open Packet Broker with Analytics Service Node. This software-defined, switch vendor-agnostic offering provided the highest TCO for customers, addressing Customer's needs comprehensively.



## Why Customer Chose Aviz

Customer's decision to partner with Aviz for its Open Packet Broker solution was influenced by several key factors that directly addressed the challenges outlined above:

### ➤ Software-Defined, Vendor-Agnostic Offering:

Aviz's solution stood out because of its software-defined nature and vendor-agnostic approach. This flexibility was critical for Customers, allowing for seamless integration with existing systems and ensuring that future upgrades and expansions could be undertaken without vendor lock-in concerns.

➤ **Alignment with Open Source and SONiC Ecosystem:**

Aviz's Open Packet Broker solution was fully compatible with the SONiC ecosystem, an open-source network operating system. This alignment was crucial for Customer's strategic objective to standardize its network infrastructure using open source technologies, fostering an environment of innovation and flexibility.

➤ **Significant TCO Reduction:**

Aviz promised and delivered a solution that cut Customer's total cost of ownership by 60%. This substantial cost saving was achieved through the reduction of both CapEx, by leveraging software-defined networking principles, and OpEx, through the efficiency of the Aviz system in operation.

➤ **Future-Proofing the Network:**

Aviz's solution provided a scalable path for network upgrades, from 10 GbE to 400 GbE, without incurring prohibitive costs. This feature was especially attractive to Customer, as it aligned with the company's vision for future network evolution and capacity expansion.

➤ **Elimination of Hardware and Application Lock-In:**

By adopting Aviz's OPB, Customer effectively moved away from the restrictive 'black box' model of traditional network packet brokers. This shift not only saved costs but also granted Customer the freedom to choose from a wider range of open-source or third-party applications, thus eliminating hardware and application lock-in and fostering a more open, flexible network ecosystem.

## Key Results

➤ **60% Cost Reduction**

Aviz's OPB, with its software-defined nature and integration with the SONiC ecosystem, offered a significant reduction in both CapEx and OpEx, achieving a 60% cost reduction. This efficiency enabled Customers to not only meet its current network needs but also prepare for future upgrades affordably.

➤ **Avoid Application Lock-In**

OPB provided Customers the freedom from single-vendor ecosystems, allowing for a flexible choice among open-source or third-party applications. This flexibility enhanced economic efficiency and strategic freedom in network management.

### ➤ **Designed for Future Network Evolution**

OPB's design supports affordable upgrades from 10 GbE to 400 GbE, offering Customers a path to high-speed network performance without the associated high costs. This capability ensures that the Customer's network infrastructure is future-proof and cost-efficient.

### ➤ **Eliminate Hardware Lock-In**

With OPB's utilization of the SONiC ecosystem, Customer moved beyond traditional network packet broker limitations, enjoying flexibility and disaggregation that freed them from hardware lock-in.

### ➤ **Standardized Network Packet Broker (NPB) Fabric Management**

OPB Fabric Manager provided Customers with a unified, hardware-agnostic control of its network, streamlining Packet Broker Network Management and avoiding proprietary constraints.

## **Conclusion**

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The customer's strategic partnership with Aviz to deploy the Open Packet Broker solution has set a new standard in network management. With a 60% TCO savings and significant strategic benefits such as avoiding vendor and hardware lock-in, Customer has not only achieved its objectives but has also positioned itself for future growth and innovation in the network domain.

## **Next Steps**

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Looking for a similar transformation? Contact Aviz Networks to discover how we can replicate this success for you. Visit us at [www.aviznetworks.com](http://www.aviznetworks.com).