



Case Study : Aitire and Aviz Networks

Aitire's Transition to Community SONiC and Aviz for Cost-Efficient Networking

Key Results

- Cost Efficiency
- Enhanced Network Capabilities
- Scalable and Future-Proof Infrastructure

"Transitioning to Community SONiC with the support of Aviz has transformed our network management strategy, driving significant cost savings while greatly enhancing our capabilities. This partnership has not only future-proofed our infrastructure but has also elevated our operations standards to compete on any scale,"

stated Alejandro Escobar, CEO of Aitire

About Aitire

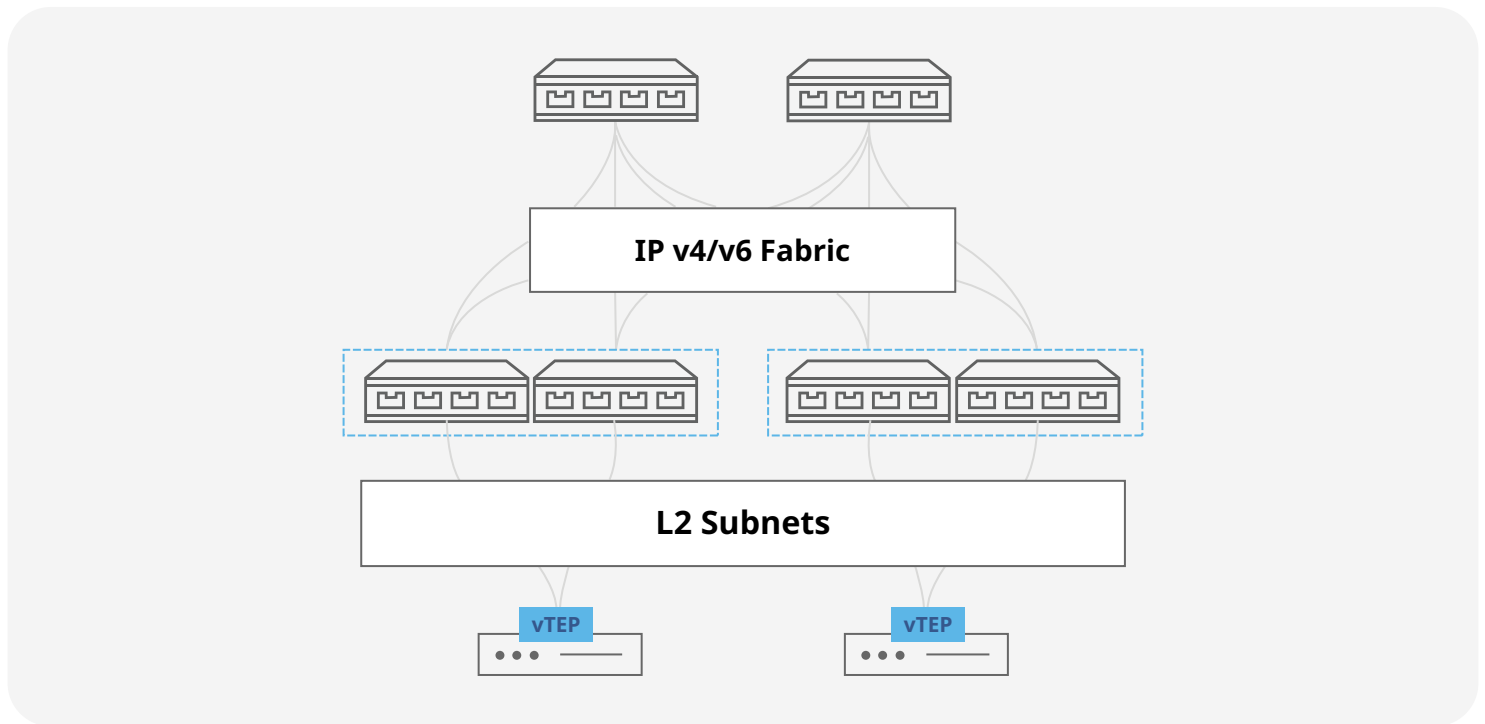
Aitire has been helping clients in Spain and across Europe manage their IT systems and get the most out of available technology for over 15 years. Aitire prides themselves on building highly resilient cloud and hybrid infrastructure through their unique integrated services platform. Aitire champions low carbon footprint and green energy deployments and has been awarded multiple certifications including the National Security Scheme certification.

Challenges

Aitire faced significant challenges with their aging DELL networking hardware running a legacy DELL Network Operating System (NOS). The high costs associated with upgrading to DELL's proprietary enterprise-level NOS and the limitations of their existing system drove Aitire to seek alternatives. The organization was interested in starting with Community SONiC but lacked the necessary support for a seamless rollout. Aitire also needed to enhance their automation and observability capabilities required to maintain their high level of service. Current deployments to hosts and switches is manual with little automation support.

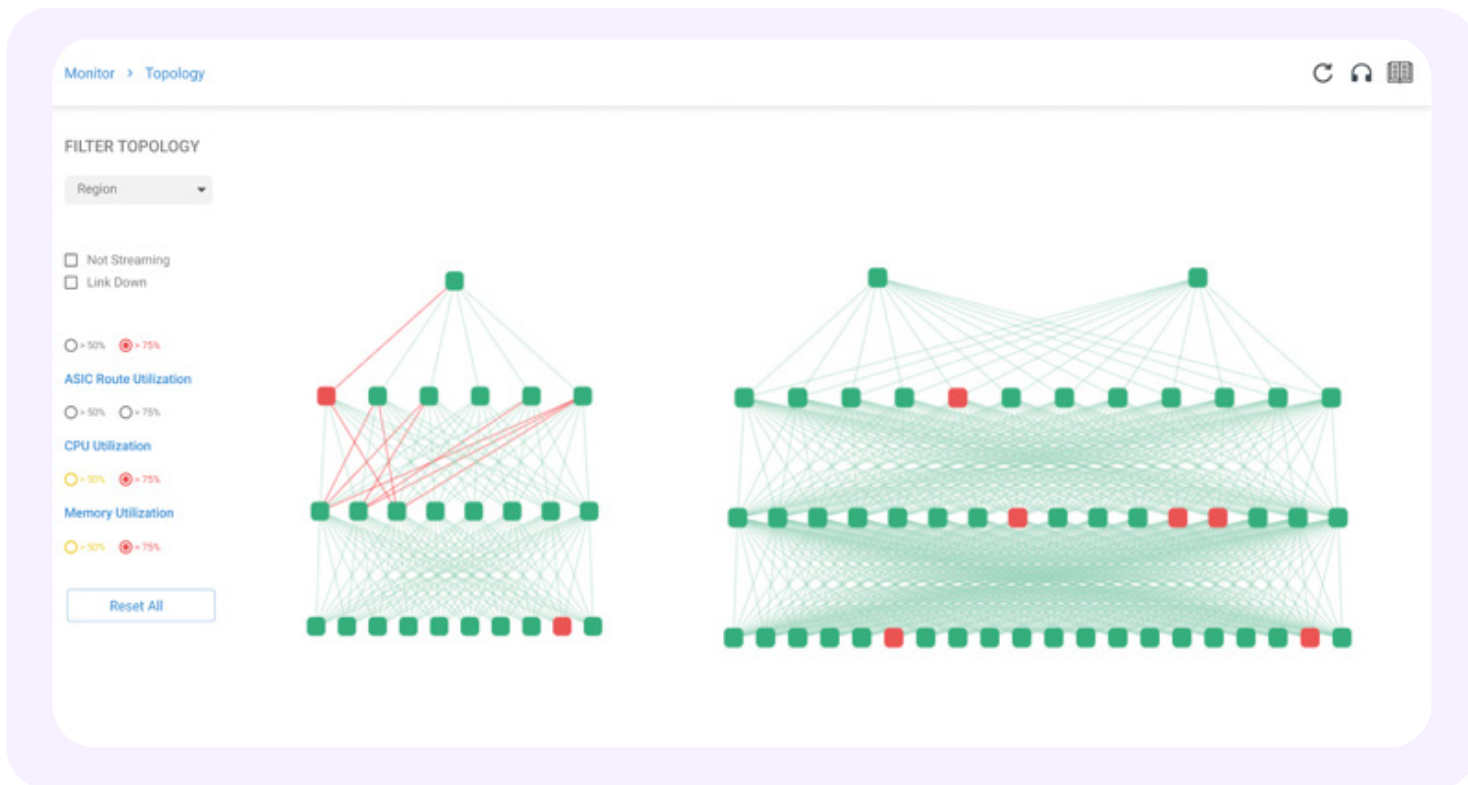
Technology Used

- ▶ **Community SONiC:** Aitire implemented Community SONiC as a starting point to create a flexible, scalable network infrastructure that is not tied to any single vendor. This open-source network operating system enables Aitire to utilize their existing hardware while gaining the benefits of advanced routing and switching features that are necessary for modern network environments
- ▶ **Aviz ONES:** Aitire employed the Aviz Open Networking Enterprise Suite (ONES) to manage, monitor, and deploy to their multi-vendor environment efficiently
- ▶ **Aviz Expert SONiC Support:** The Aviz team provided expertise and ongoing support to ensure the success and stability of Aitire's Community SONiC deployment.



Desired Topology and Implemented Solutions

Aitire partnered with Aviz Networks to help automate and implement a Host-based VTEP EVPN-VXLAN, utilizing Community SONiC to establish a pure Layer-3 underlay network. This strategic move allowed Aitire to maintain flexibility without the financial burden of replacing or upgrading to expensive new hardware. This gave Aitire the ability to re-use all of their current hardware without having to purchase new hardware and expand their current footprint, making a greener deployment.



Solution Outcome

The collaboration with Aviz enabled Aitire to optimize their network while achieving substantial cost savings and provided a much needed SONiC-friendly NetOps and Observability all-in-one solution. The organization avoided a costly hardware overhaul and bypassed the premium costs associated with proprietary solutions. As a result, Aitire benefited from an adaptive, cost-effective, and high-performance network infrastructure that now has embedded Observability and provides enhanced NetOps.

Competition Analysis

Aitire's decision to work with Aviz highlighted a distinct advantage over competitors' proprietary and expensive Network Operating Systems (NOS). By choosing Aviz's open-source approach, Aitire demonstrated that businesses can achieve operational excellence and flexibility without compromising on cost or performance.



Outcome

The modernization of Aitire's network architecture has resulted in considerable cost savings and has established a scalable, future-proof infrastructure. This collaboration between Aitire and Aviz Networks has created a new standard for enterprises seeking high-performance, vendor-agnostic networking solutions, applicable to both small-scale and large-scale service providers. By implementing SONiC with a modest team and budget, Aviz has demonstrated its versatility in a mid-market MSP deployment. The successful deployment at Aitire illustrates that SONiC is an effective solution not only for large hyperscalers with expansive resources but for any enterprise. This partnership underscores that SONiC can facilitate substantial cost reductions and enable the deployment of modern AI Fabrics, democratizing access to advanced network technologies for organizations of all sizes.



Financial Analysis

Choosing Enterprise SONiC would have resulted in costs up to three to four times higher for Aitire compared to Aviz's solution. Opting for Community SONiC with the addition of NetOps, Observability, and comprehensive support from Aviz offered at just one-third of the cost for a three-year period presented an unequivocal financial advantage. Aitire was able to access the specific features and functionality needed without overspending on unnecessary extras. This strategic decision underscores Aviz's commitment to providing cost-effective solutions tailored to client needs. Curious about the potential savings for your network? Click here to explore the Aviz TRUE TCO Calculator and see how much you could save: <https://aviznetworks.com/tco-calculator/>

Ready to transform your network with a trusted partner?

Connect with Aviz Networks today and discover how our innovative solutions can drive your business forward.

