aviz | **AI for Networks**
Networks for AI

Case Study

Scaling a Global Retail Network with Vendor-Neutral, Open Source NOS for Flexibility and Standardization

Background

A global retail giant operating thousands of locations and multiple data centers sought to modernize its network infrastructure. The challenge was clear: build a standardized, scalable network that could operate across both data center and retail environments — without being locked into proprietary hardware or incurring unpredictable upgrade costs.

Objective

The company aimed to achieve three critical outcomes:

→ Standardize the NOS across both data center and retail environments.
→ Enable support for all leading ASIC and switch hardware options.
→ Drive significant reductions in Total Cost of Ownership (TCO).

Strategic Issue

To succeed, the organization needed to overcome industry-wide supply chain volatility and avoid vendor lock-in. A strategic decision was made to build on Community SONiC—an open-source NOS—to ensure standardization and innovation without being tied to proprietary vendors.

Problem

While the vision was clear, execution posed major challenges:
1. How to get started with Community SONiC across a diverse fleet of switches.
2. How to manage lifecycle support (LCM) for an open-source NOS.
3. How to ensure an experience on par with traditional OEM support, especially at enterprise scale.

Solution

The company selected **Aviz Networks** to lead this transformation with its robust suite of solutions and services:

1. **Aviz ONE Center** provided a fast path to deployment with early POCs and architecture validation.

2. **Aviz Certified Community SONiC NOS** came with 24x7 support for multiple switch vendors, including lifecycle management.

3. **Dedicated SONiC Expertise** ensured SLA-backed reliability and OEM-like support experiences.

Why did they choose Aviz?

The decision to go with Aviz was driven by several strategic advantages:

1. **Vendor-Neutral Leadership:** Aviz's deep involvement and neutrality in the SONiC ecosystem enabled an unbiased evaluation and implementation process.

2. **SONiC Tailored for Enterprise Scale:** Aviz's certified SONiC distribution and NetOps suite were optimized to support both DC and retail environments — complete with CI/CD automation, staging-to-production pipelines, and SLA-backed operations.

1. **Enterprise-Grade Support & Expertise:** With 24x7 support and zero SLA breaches across 20,000+ switch-years of deployments, Aviz provided the experience and trust needed to manage mission-critical infrastructure.

2. **End-to-End Delivery:** From CI/CD automation to seamless rollouts across lab, staging, and production, Aviz enabled operational excellence.

The Competitive Landscape

While other providers offered partial solutions, none could match the combination of open-source flexibility, multi-vendor support, and full lifecycle management that Aviz delivered. The ability to offer an OEM-like experience — without proprietary constraints — made Aviz the clear choice.

Key Outcomes

With Aviz ONES and Community SONiC, the company:

→ Standardized its network across all locations using a fully open and flexible solution.

→ Enabled hardware flexibility without compromising performance or support quality.

→ Cut network upgrade costs by 50%, eliminating budget spikes and dependency on any one hardware vendor.

→ Achieved consistent, high-performance operations with predictable SLAs.

Looking to modernize your network without vendor lock-in or escalating costs?
Contact Aviz Networks and discover how we can bring SONiC-based transformation to your infrastructure.

Contact Us →