



Case Study:

Future Proof Network Packet Broker Renovation for a Leading Telecom Company

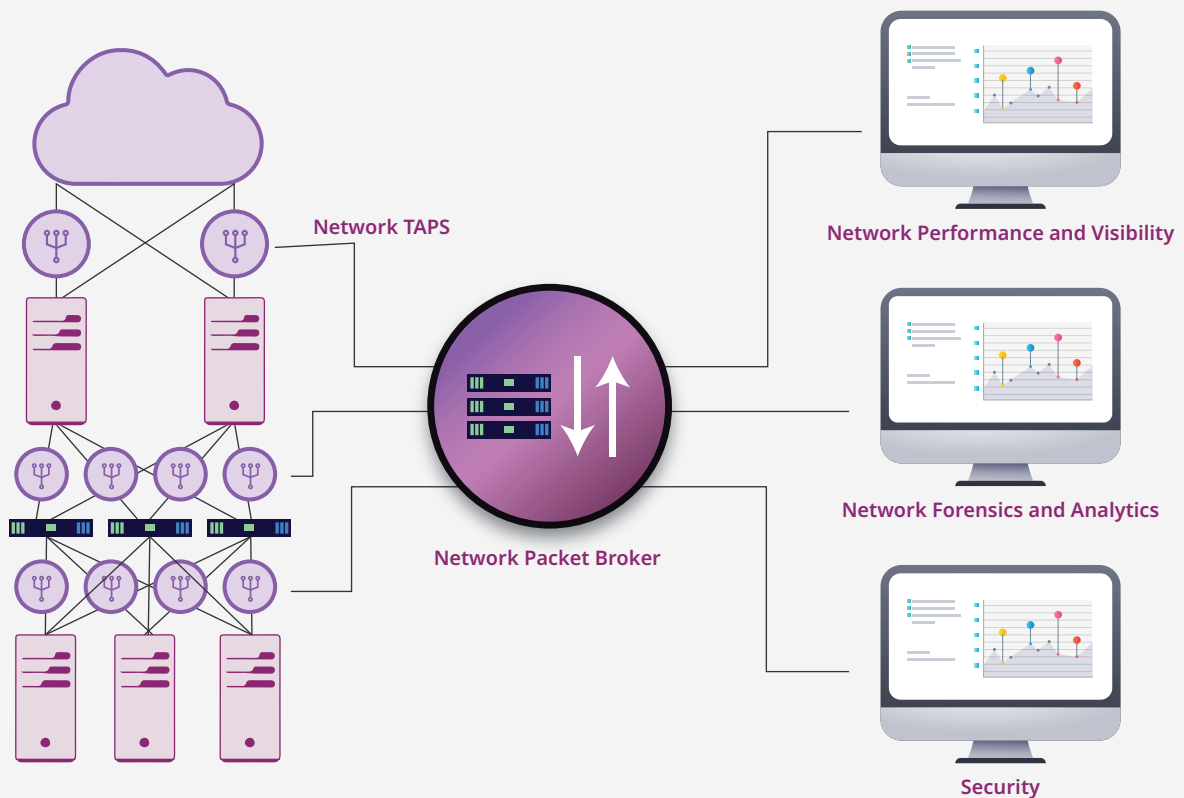


| Key Results

- 100+ Switches Reused
- 70% Reduction in TCO
- 3+ Choices of Switch Vendors

Objective

A major telecom company faced a critical juncture in its network infrastructure management due to the End of Life (EOL) announcement for its existing Packet Broker solution by Big-switch, which had been acquired by Arista. The company aimed to not only replace the outdated system but also to preempt future challenges by eliminating dependencies on proprietary solutions, thus achieving a sustainable and cost-effective network management strategy.



Strategic Issue

The acquisition of Bigswitch by Arista introduced significant challenges for the company. It was confronted with the prospect of expensive upgrades imposed by the new management, pushing them towards a solution that would "fix forever" the underlying issues of vendor lock-in and escalating costs associated with proprietary packet broker technologies.

Problem

The primary obstacle was the inherently closed nature of Packet Brokers. These platforms did not offer the flexibility needed to adapt to the company's evolving requirements without engaging in costly and frequent upgrades. This limitation was a significant barrier to achieving their objective of a future-proof and flexible network infrastructure.

Solution

The company selected the Aviz Open Packet Broker (OPB) Suite to overhaul its network packet broker infrastructure. This decision was driven by the Aviz suite's core strengths:

➤ **Enabling re-usability of old hardware:**

The customer leveraged the Aviz OPB solution, which utilizes SONiC-based switches, to repurpose their existing hardware. This strategic move substantially cut down on capital expenditures while also capitalizing on the operational cost savings that the OPB solution is known for.

➤ **Software-Defined:**

The Aviz OPB Suite is designed from the ground up to be software-defined, offering unprecedented flexibility and adaptability.

➤ **Switch Vendor Agnostic:**

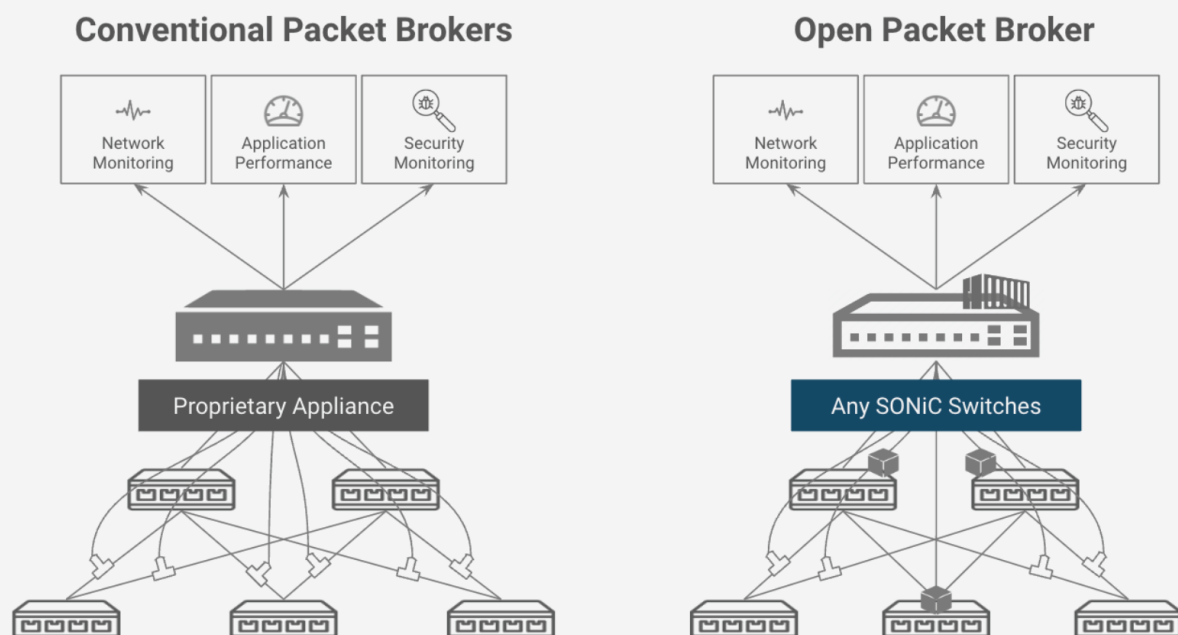
Unlike traditional solutions, Aviz does not lock customers into a specific hardware vendor, enabling the telecom company to leverage existing infrastructure and choose the best hardware based on current needs and budget.

➤ **Lowest TCO for Customers:**

The suite not only met the immediate technical requirements but also offered the best economic value over time, promising significant cost savings.

➤ **Complete solution:**

The OPB suite roadmap with Service nodes designed for various packets and applications-related analytics made it future proof choice for this Telco company



Technical details for the deployment



Speeds: 1GbE, 10GbE, 40GbE and 100GbE

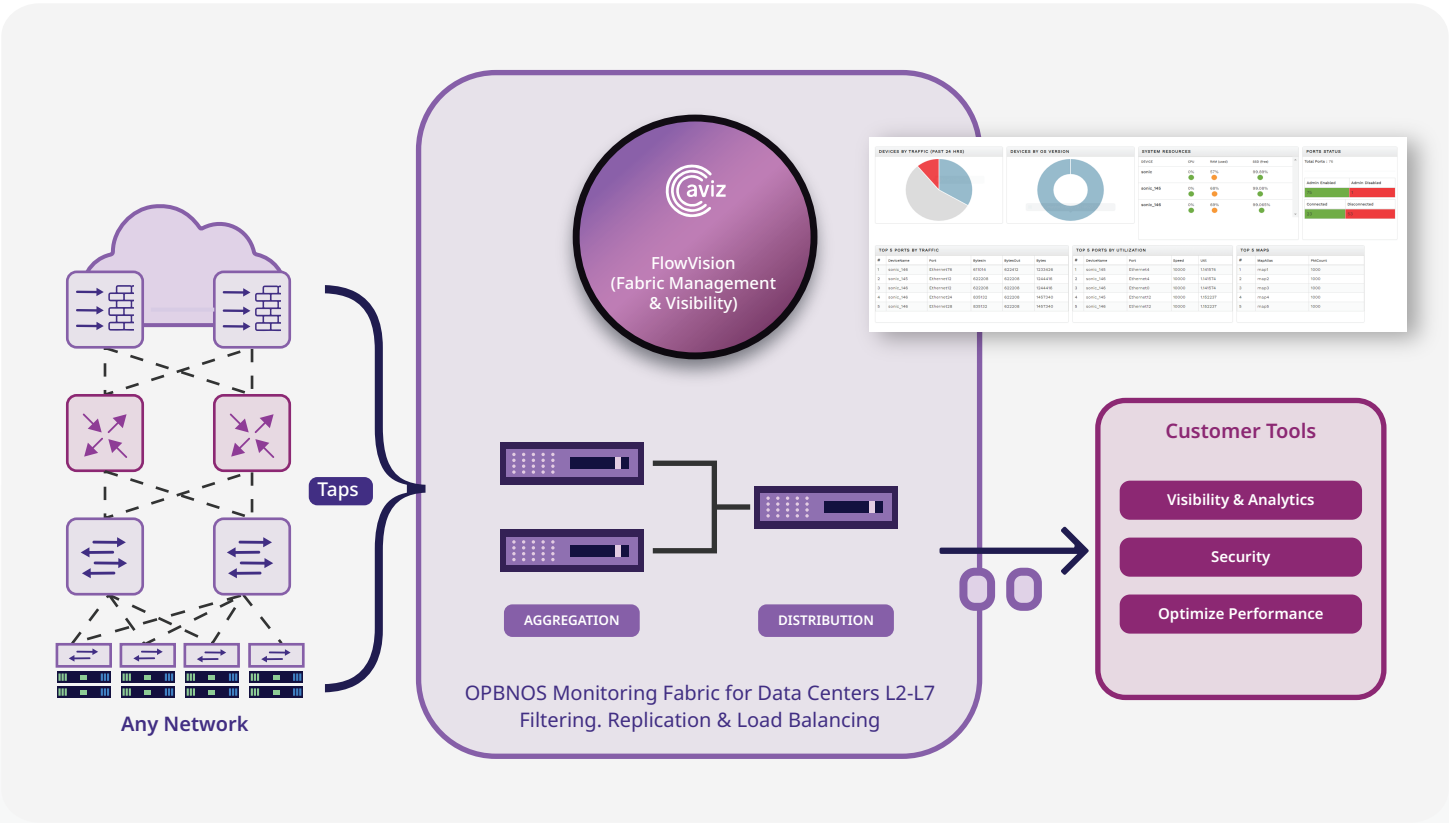
Vendors:



Features: Filtering on various protocols, Load Balancing, Egress labeling and SNMP based traps

Aviz vs Competition

Aviz stood out against competitors such as **Arista**, **Gigamon**, **Keysight**, and **Netscout** due to its unique proposition that directly addressed the company's strategic issue. The software-defined nature and vendor-agnostic capabilities of the Aviz OPB Suite meant that the company could avoid the pitfalls of vendor lock-in and enjoy a much higher degree of flexibility in managing its network traffic, all while achieving the lowest TCO



Key Results

The deployment of the Aviz OPB Suite led to transformative outcomes for the telecom company:

➤ **Deployment Efficiency:**

The company successfully transitioned away from the Bigswitch software, upgrading its switches to maintain essential functionalities without necessitating costly hardware replacements.

➤ **Vendor Lock-in Avoidance:**

The adoption of Aviz OPB secured a future for the company where it was no longer tied to any single vendor's ecosystem or pricing models.

➤ **Cost Savings:**

The strategic move resulted in substantial cost savings, cutting network management expenses by up to 70%.

Next Steps

Looking for a similar transformation? Contact Aviz Networks to discover how we can replicate this success for you. Visit us at www.aviznetworks.com.