



Customer Success Story

A Different Networking Approach To Support Hybrid Cloud, Achieves Positive Outcomes Beyond IT

Alan Weckel, Founder and Analyst of the 650 Group, interviewed a nationally recognized Financial Services company, where they had successfully deployed Converged Cloud Fabric, from Arista Networks. The following summarizes their results.

A nationally recognized financial services company saw a new data center buildout as an opportunity to evaluate new architectures, including data center switching. The company was looking for a new networking approach, one better tied to their hybrid cloud directions, which included tight integration to VMware and NSX. Arista advised and was very engaged from an early point in the project to answer technical and architecture questions for this cloud transformation project.

During the vendor evaluation process, the company quickly determined that Arista offered a better solution compared to the more traditional CLI-driven offerings. The Converged Cloud Fabric (CCF) Proof of Concept was completed in only a few days, and the process of getting to production was exactly as advertised by Arista. Based on the CCF auto-configuration intelligence the switches could be running within hours.

Management's buy-in with this project was straightforward as the proposal from Arista was significantly better than what was already in production, and exceeded the project criteria, and at a much lower cost compared to competing solutions.

"The Arista APIs and GUI allowed us to quickly ramp new, and non-technical team members without spending time training on a CLI."

Financial Services Organization

Requirements

- Network must enable and deliver on the organization's cloud transformation initiatives
- Reduce networking complexities by moving away from a CLI-driven, time consuming approach
- Must offer orchestration integration to support hybrid cloud direction

Solution

- Converged Cloud Fabric
- VMware NSX
- Dell EMC Open Networking hardware

Results

- Lower capex than expected for the data center expansion
- Speedy, touchless autoconfiguration
- Easier network management and expansion
- Smooth transition
- Faster onboarding for new and non technical staff
- Better support of DevOps by enabling access to its team's network resources through the GUI

Converged Cloud Fabric uncomplicated the network, including the configuration of tenant segments (logical networks), the ability to graphically visualize these segments, and the ability to make updates all centrally within the controller. By reducing the complexities associated with managing through the CLI, the organization was able to allow the broader team, including DevOps to monitor and troubleshoot their workloads. The transition from box-by-box CLI management, to the more simplified CCF controller driven management approach went smoothly as the CCF interfaces, including the GUI, APIs and CLI are intuitive.

The cost difference between the solutions evaluated was significant, with the solution from Arista being tens of thousands of dollars less expensive. While cost was not the most important driver for the financial services company, the added benefit of cost savings was noticeable.

“Changing over to Arista was a significant savings in capital expenditures, but more important, in man hours spent troubleshooting configuration issues, compared to other architectures we were evaluating.”

Looking at the deployment results after months in production, the networking team saw significant operational benefits. The combination of Open Networking switches from Dell EMC, and the Converged Cloud Fabric software simply worked. The team spends measurably less time troubleshooting configuration issues. The resulting time savings allowed the networking team to spend more time automating service requests, and to scale with an increasing number of applications being deployed.

Having a graphical representation of the network and the ability for the networking team to quickly see which APIs they could use instead of deploying more traditional scripting and CLI was also a significant benefit.

The company is now looking at how Arista can help span the on-premises/in-cloud boundary as the organization works towards being borderless where workloads are equally dispersed, based on the best location, between their own cloud and public cloud infrastructures. Having a unified view, as offered by Arista’s Multi-Cloud Director is of future interest to the organization as it continues to build out its Arista deployments.

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